

NEW JERSEY DEPARTMENT OF THE TREASURY

Cannabis Regulatory Commission

Request for Proposals

Biannual Cannabis Testing Program Assessment

An independent, reproducible analysis of cannabis testing programs and market integrity

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**State of New Jersey Department of the Treasury
Cannabis Regulatory Commission Services Request for
Proposals
Biannual Cannabis Testing Program Assessment**

I. Purpose and Intent

The New Jersey Cannabis Regulatory Commission (NJCRC) is publishing this Request for Proposals for an independent, reproducible analysis of cannabis testing program and the market integrity of cannabis products being sold in NJ. The project is vital for to assure both public safety and public trust in the legal cannabis market.

The following summarizes the **anticipated** RFP schedule:

September 25, 2026	Notice of Request for Proposals
October 2, 2026	Deadline for submission of questions (3:00 p.m. ET)
October 9, 2026	Deadline for receipt of proposals (3:00 p.m. ET)

II. Background

Regular statistical analysis of cannabis testing data is essential to ensure product safety, regulatory compliance, quality consistency, and the long-term success of New Jersey’s legal cannabis market.

Accurate and consistent cannabis testing data is the foundation of consumer trust and regulatory adherence. Analytics applied to lab results enable an understanding about how variables, like the lab at which a test is performed, affect test outcomes. This study will help NJCRC identify patterns, and refine regulatory methods to deliver reliable, reproducible results from state certified labs.

This initiative directly supports product safety by assuring that labs are detecting contaminants such as pesticides, heavy metals, microbial organisms, and residual solvents that are invisible to the human senses. Without such analysis, there is no verified way to confirm potency, composition, or safety, which is a core requirement for state compliance.

Cannabis testing data analysis helps assure laboratories generate accurate, detailed, and properly document the Certificate of Analysis reports required by NJCRC, ensuring that products meet all statutory and rule-based standards.

In a competitive and evolving testing laboratory market, consistent analysis of compliance reduces the risk of product recalls, penalties, and ensures public trust in legal cannabis products. NJCRC need to ensure that cannabis lab shopping is not taking place.

Cannabis products vary widely due to genetics, cultivation, and processing; data analytics ensures that cannabinoid and terpene profiles can be trusted by the public This is especially critical for medical cannabis, where dosage accuracy can impact patient outcomes.

III. Who Can Apply?

To be eligible for consideration for this RFP, the applicant must satisfy the following requirements:

- The applicant must have demonstrable experience with the analysis of cannabis lab testing data across multiple states.
- The applicant must be in good standing with NJCRC and The Department of the Treasury.
- The applicant must be fiscally viable based upon an assessment of the applicant's audited financial statements. If an applicant is determined, in NJCRC's sole discretion, to be insolvent or to present insolvency within the twelve (12) months after bid submission, NJCRC will deem the proposal ineligible for grant award;
- The applicant must not appear on the State of New Jersey Consolidated Debarment Report at <https://www.nj.gov/treasury/revenue/debarment/> or be suspended or debarred by any other state or federal entity from receiving funds; and
- The applicant shall not have a conflict, or the appearance of a conflict, between the private interests and the official responsibilities of a person in a position of trust. Persons in a position of trust include agency staff members, officers and Governing Board Members. An applicant must have written policies and procedures that satisfy the requirements of P8.05, thereby ensuring that paid Board members do not participate in transactions except as expressly provided in the P8.05 Circular.

IV. Contract Scope of Work

Upon receiving award, successful applicants shall:

Create a biannual testing scheme to produces four specific deliverables:

1. An Executive Summary that presents high-level findings suitable for leadership or legislative briefings, highlighting key trends, statistical signals, and system-level issues that may warrant near-term attention.
2. An academically rigorous report that provides detailed statistical analyses and visualizations, with methodological explanations, including a dedicated section identifying data gaps, data quality issues, and their implications for oversight and interpretation.
3. A reproducible analysis schema that accompanies the analytical report and includes annotated code used to generate all analyses and figures, along with documentation that enables agency staff to reproduce, review, or extend the work. This structure supports the department's transparency initiatives, internal review, and institutional learning, ensuring long-term value beyond a single reporting cycle.

4. A regular meeting/check in schedule where NJCRC staff can be brought up to speed on progress, and receive high level guidance on urgent questions related to the day-to-day regulation of cannabis testing

The full report will, at a minimum, include the following:

1. Introduction and Purpose
2. Data Sources and Preparation
3. Program Overview
4. Laboratory-Level and Market-Level Analysis
5. Statistical Signal Detection
6. Market Integrity Indicators
7. Interpretation and Regulatory Context
8. Recommendations and Monitoring Options
9. Limitations, Data Gaps, and Data Collection Considerations
10. Appendices (Code, Methods, Documentation)

V. General Contracting Information

All applicants will be notified in writing of the NJCRC's intent to award a contract.

All successful applicants will be required to comply with the Affirmative Action requirements of N.J.S.A. 10:5- 32 et seq.; N.J.A.C. 17:27; P.L. 2005, c.51 and 271 (N.J.S.A. 19:44A-20.13 et seq. and N.J.S.A. 40A:11-51); Executive Order 117 of 2008; and N.J.S.A. 52:34-13.2, Source Disclosure 11 Certification (replaces Executive Order 129). Source Disclosure Form and Ch. 51 Pay-to-Play Certification must be provided upon final award.

Applicants must currently meet the terms and conditions of the NJCRC contracting policies and procedures.

Should services not be rendered, any funds which have been provided pursuant to this agreement shall be returned to NJCRC.

VI. Required Proposal Content

All applicants shall submit a written narrative proposal, including all proposed charges, that addresses all of the items outlined in the **Scope of Work** section above and adheres to the proposed maximum budget, including the submission of required supporting documentation, as noted below.

Budget

There is no standard budget template required, but all costs must total less than or equal to fifty thousand dollars (\$50,000)

Required Attachments

There are no Required Attachments, but any supporting documentation, previous scholarly papers, etc. are welcomed.

VII. Submission of Proposal Requirements & Questions

NJCRC assumes no responsibility and bears no liability for costs incurred by the applicant in the preparation and submittal of a proposal in response to this RFP. The narrative portion of the proposal should be no more than 5 pages. NJCRC will not consider any information submitted beyond the page limit for RFP evaluation purposes.

Questions must be submitted no later than 3:00 p.m. ET on October 2, 2026

Proposals must be submitted no later than 3:00 p.m. ET on October 22, 2026.

Questions & Proposals should be emailed to CRC.Administration@crc.nj.gov.

CONFIDENTIALITY/COMMITMENT TO DEFEND

Pursuant to the New Jersey Open Public Records Act (OPRA), N.J.S.A. 47:1A-1 et seq., or the common law right to know, proposals can be released to the public in accordance with N.J.A.C. 17:12-1.2(b) and (c).

Applicants should submit a completed and signed [ConfidentialityForm.pdf](#) with the proposal. In the event that Applicant does not submit the confidentiality form with the proposal, NJCRC reserves the right to request that the applicant submit the form after proposal submission.

After the opening of the proposals, all information submitted by an applicant in response to a Bid Solicitation is considered public information notwithstanding any disclaimers to the contrary submitted by an applicant. Proprietary, financial, security and confidential information may be exempt from public disclosure by OPRA and/or the common law when the Applicant has a good faith, legal/factual basis for such assertion.

As part of its proposal, an applicant may request that portions of the proposal be exempt from public disclosure under OPRA and/or the common law. Applicants must provide a detailed statement clearly identifying those sections of the proposal that it claims are exempt from production, and the legal and factual basis that supports said exemption(s) as a matter of law. NJCRC will not honor any attempts by an applicant to designate its price sheet, price list/catalog, and/or the entire proposal as proprietary and/or confidential, and/or to claim copyright protection for its entire proposal. If NJCRC does not agree with an applicant's designation of proprietary and/or confidential information, NJCRC will use commercially reasonable efforts to advise the applicant. Copyright law does not prohibit access to a record which is otherwise available under OPRA.

NJCRC reserves the right to make the determination as to what to disclose in response to an OPRA request.

Any information that NJCRC determines to be exempt from disclosure under OPRA will be redacted.

In the event of any challenge to the applicant's assertion of confidentiality that is contrary to the NJCRC's determination of confidentiality, the applicant shall be solely responsible for defending its designation, but in doing so, all costs and expenses associated therewith shall be the responsibility of the applicant. NJCRC assumes no such responsibility or liability.

In order not to delay consideration of the proposal or NJCRC's response to a request for documents, NJCRC requires that the applicant respond to any request regarding confidentiality markings within the timeframe designated in NJCRC's correspondence regarding confidentiality. If no response is received by the designated date and time, NJCRC will be permitted to release a copy of the proposal with NJCRC making the determination regarding what may be proprietary or confidential.

VIII. Review Criteria

All applications that meet the requirements of the request will be considered. A decision will be made on both the quality and cost of the qualified responses.

IX. Review of Proposals

There will be a review process for responsive proposals. In the event no applicant obtains the required minimum scores, NJCRC shall have discretion to not award the contract.

The respondent is advised that the contract award will be conditional upon final contract and budget negotiation.

Additionally, if an applicant is determined, in NJCRC's sole discretion, to be insolvent or to present insolvency for this project, NJCRC will deem the proposal ineligible for grant award.

NJCRC reserves the right to reject any and all proposals when circumstances indicate that it is in its best interest to do so. NJCRC's best interests in this context include, but are not limited to, loss of funding, inability of the applicant(s) to achieve performance, an indication of misrepresentation of information and/or non-compliance with State and federal laws and regulations, existing NJ contracts, and procedures set forth in NJCRC.

NJCRC will notify all applicants of awards, contingent upon the satisfactory final negotiation of awards.

X. Appeal of Award Decisions

Appeals of any award determinations may be made only by the respondents to this RFP. All appeals must be made in writing and must be received by the NJCRC no later than 72 hours after notification of the award.