



# Quarterly Data Report- December 2025



*(All data in this report is as November 2025, unless otherwise stated.)*

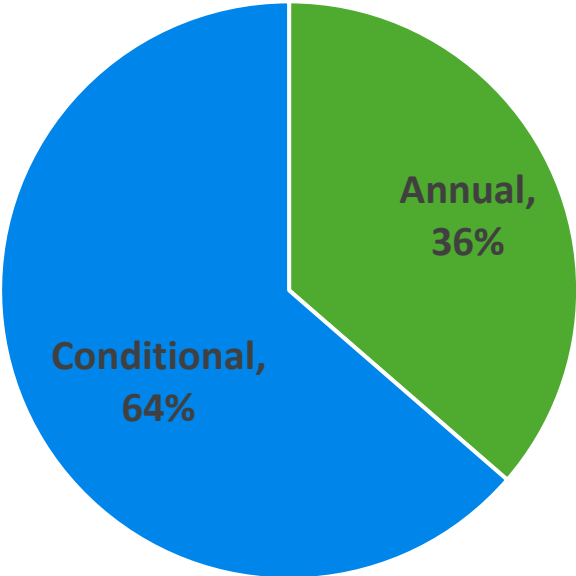
---

**All Applicants Application Data**



# Applications by Application Type

<u>Application Type</u>	<u>Number</u>	<u>Percentage</u>
Annual	1,138	36%
Conditional	1,990	64%
<b>Grand Total</b>	<b>3,128</b>	<b>100%</b>

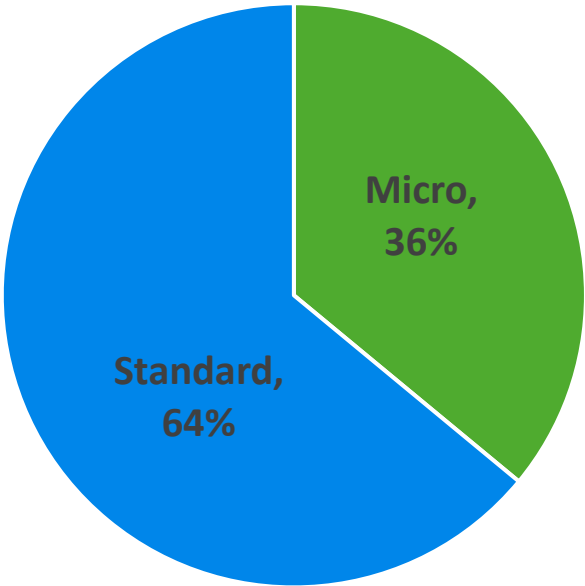


<u>License Type</u>	<u>Application Type</u>		<u>Grand Total</u>
	<u>Annual</u>	<u>Conditional</u>	
Cultivator	250	471	721
Manufacturer	221	297	518
Wholesaler	10	26	36
Distributor	6	32	38
Retailer	618	1,107	1,725
Delivery	21	55	76
Testing Laboratory	12	2	14
<b>Grand Total</b>	<b>1,138</b>	<b>1,990</b>	<b>3,128</b>



# Microbusiness & Standard Business Applicants

<u>Business Category</u>	<u>Number</u>	<u>Percentage</u>
Micro	1,140	36%
Standard	1,988	64%
<b>Grand Total</b>	<b>3,128</b>	<b>100%</b>

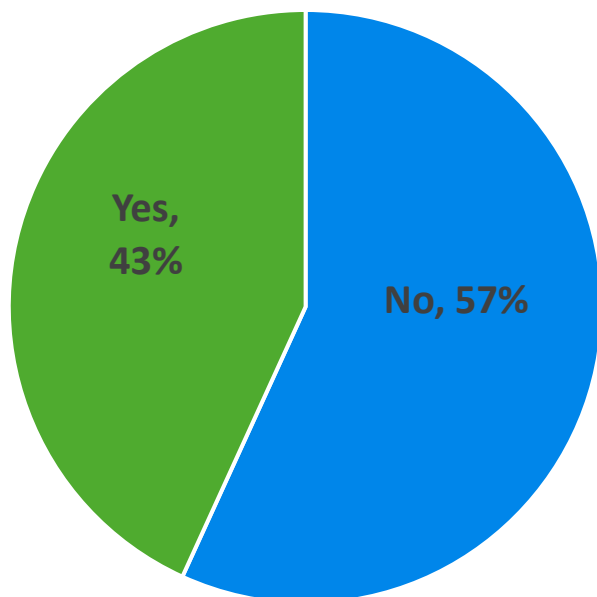


<u>Impact Zone Business</u>			
<u>License Type</u>	<u>No</u>	<u>Yes</u>	<u>Grand Total</u>
Cultivator	371	350	721
Manufacturer	287	231	518
Wholesaler	22	14	36
Distributor	18	20	38
Retailer	1,015	710	1,725
Delivery	44	32	76
Testing Laboratory	12	2	14
<b>Grand Total</b>	<b>1,769</b>	<b>1,359</b>	<b>3,128</b>



# Applicants Proposed in Impact Zones

<u>Impact Zone Business</u>	<u>Number</u>	<u>Percentage</u>
No	1,769	57%
Yes	1,359	43%
<b>Grand Total</b>	<b>3,128</b>	<b>100%</b>



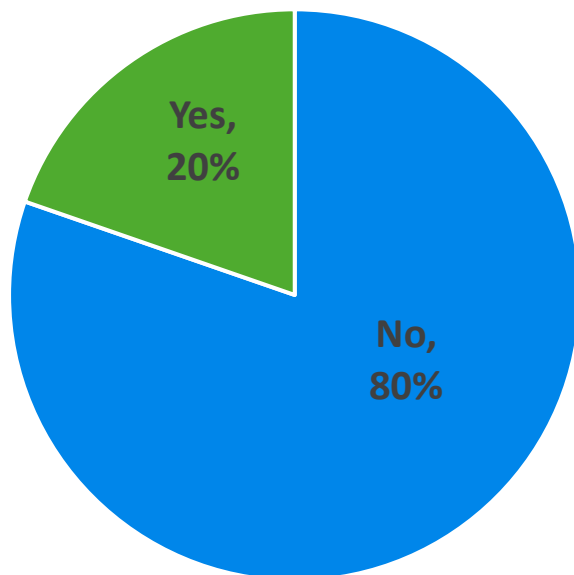
<u>License Type</u>	<u>Impact Zone Business</u>		<u>Grand Total</u>
	<u>No</u>	<u>Yes</u>	
Cultivator	371	350	721
Manufacturer	287	231	518
Wholesaler	22	14	36
Distributor	18	20	38
Retailer	1,015	710	1,725
Delivery	44	32	76
Testing Laboratory	12	2	14
<b>Grand Total</b>	<b>1,769</b>	<b>1,359</b>	<b>3,128</b>





# Applicant Majority Owners who Resided or are Residing in an EDA

<u>Economically Disadvantaged Area</u>	<u>Number</u>	<u>Percentage</u>
No	2,512	80%
Yes	616	20%
<b>Grand Total</b>	<b>3,128</b>	<b>100%</b>

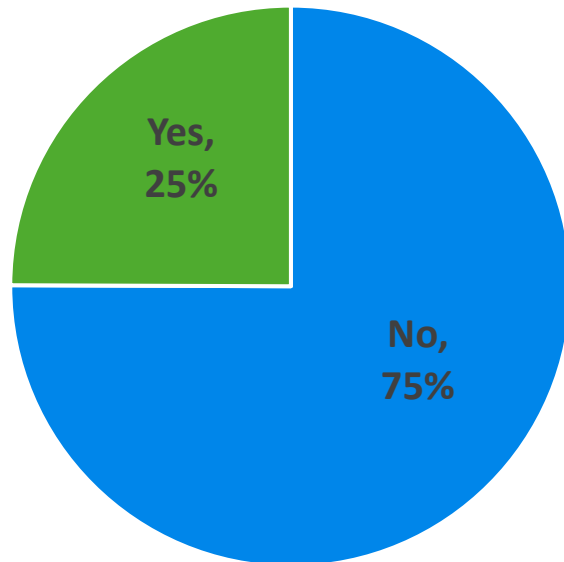


<u>License Type</u>	<u>Economically Disadvantaged Area</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Cultivator	564	157	721
Manufacturer	437	81	518
Wholesaler	27	9	36
Distributor	28	10	38
Retailer	1,392	333	1,725
Delivery	50	26	76
Testing Laboratory	14	0	14
<b>Grand Total</b>	<b>2,512</b>	<b>616</b>	<b>3,128</b>



# Applications by Social Equity Status

<u>Social Equity Business</u>	<u>Number</u>	<u>Percentage</u>
No	2,352	75%
Yes	776	25%
<b>Grand Total</b>	<b>3,128</b>	<b>100%</b>



<u>License Type</u>	<u>Social Equity Business</u>		<u>Grand Total</u>
	<u>No</u>	<u>Yes</u>	
Cultivator	489	232	721
Manufacturer	390	128	518
Wholesaler	23	13	36
Distributor	23	15	38
Retailer	1,362	363	1,725
Delivery	52	24	76
Testing Laboratory	13	1	14
<b>Grand Total</b>	<b>2,352</b>	<b>776</b>	<b>3,128</b>

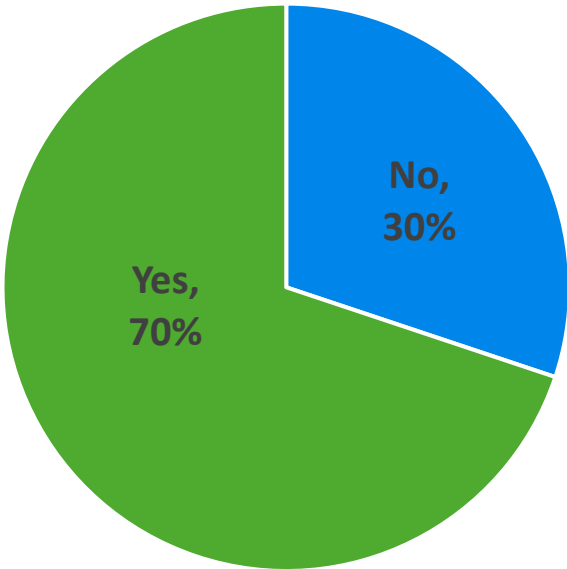
***A “Social Equity Business” is a license applicant or license-holder that meets the requirements of N.J.A.C. 17:30-6.6***





# Applications by Diversely-Owned Business Status

<u>Diversely Owned</u>	<u>Number</u>	<u>Percentage</u>
No	951	30%
Yes	2,177	70%
<b>Grand Total</b>	<b>3,128</b>	<b>100%</b>



	<u>Diversely Owned</u>		
<u>License Type</u>	<u>No</u>	<u>Yes</u>	<u>Grand Total</u>
Cultivator	281	440	721
Manufacturer	209	309	518
Wholesaler	13	23	36
Distributor	11	27	38
Retailer	412	1313	1725
Delivery	15	61	76
Testing Laboratory	10	4	14
<b>Grand Total</b>	<b>951</b>	<b>2,177</b>	<b>3,128</b>



# Diversely-Owned Business Applicants by Category

<u>Diversely Owned Category</u>	<u>Number</u>	<u>Percentage</u>
Disabled Veteran & Minority Owned	20	0.64%
Disabled Veteran & Woman Owned	1	0.03%
Disabled Veteran Owned	67	2.14%
Disabled Veteran, Minority & Woman Owned	19	0.61%
Minority & Woman Owned	566	18.09%
Minority Owned	862	27.56%
Woman Owned	642	20.52%
Not Diversely Owned	951	30.40%
<b>Grand Total</b>	<b>3,128</b>	<b>100.00%</b>

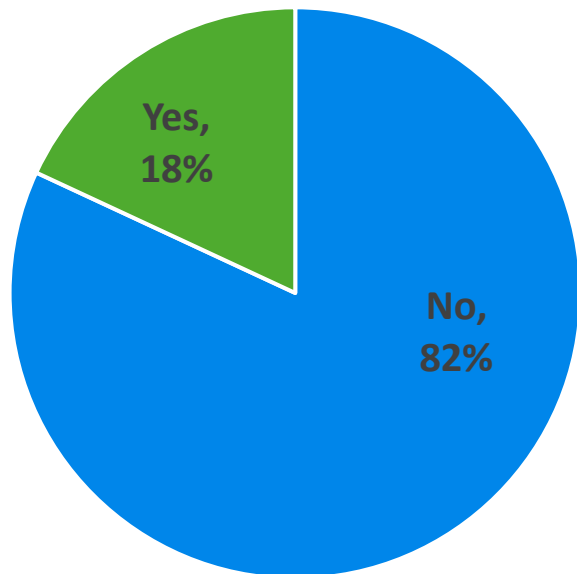
<u>Total State Department Certifications*</u>	<u>Number</u>
Disabled Veteran Owned	101
Minority Owned	1,405
Woman Owned	1,191

**Note: Applicants self-report and may belong to more than one category.**



# Majority Ownership Applicants with Prior Marijuana Convictions

<u>Prior Marijuana Conviction</u>	<u>Number</u>	<u>Percentage</u>
No	2,561	82%
Yes	567	18%
<b>Grand Total</b>	<b>3,128</b>	<b>100%</b>



<u>License Type</u>	<u>Prior Marijuana Conviction</u>		<u>Grand Total</u>
	<u>No</u>	<u>Yes</u>	
Cultivator	547	174	721
Manufacturer	425	93	518
Wholesaler	27	9	36
Distributor	30	8	38
Retailer	1,462	263	1,725
Delivery	56	20	76
Testing Laboratory	14	0	14
<b>Grand Total</b>	<b>2,561</b>	<b>567</b>	<b>3,128</b>

# **Awardee Application Data**



# Awards by Class & Application Types

<b>License Type</b>	<b>Approved Annual</b>	<b>Approved Conversion to Annual</b>	<b>Approved Conditional</b>	<b>Grand Total</b>
Class 1 Cultivator	55	109	384	548
Class 2 Manufacturer	69	83	264	416
Class 3 Wholesaler	3	3	16	22
Class 4 Distributor	5	0	12	17
Class 5 Retailer	163	262	935	1,360
Class 6 Delivery	1	5	37	43
Testing Laboratory	9	0	0	9
<b>Grand Total</b>	<b>305</b>	<b>462</b>	<b>1,648</b>	<b>2,415</b>

<b>License Type</b>	<b>Approved Annual</b>	<b>Approved Conversion to Annual</b>	<b>Approved Conditional</b>	<b>Grand Total</b>
Class 1 Cultivator	18.03%	23.59%	23.30%	22.69%
Class 2 Manufacturer	22.62%	17.97%	16.02%	17.23%
Class 3 Wholesaler	0.98%	0.65%	0.97%	0.91%
Class 4 Distributor	1.64%	0.00%	0.73%	0.70%
Class 5 Retailer	53.44%	56.71%	56.74%	56.31%
Class 6 Delivery	0.33%	1.08%	2.25%	1.78%
Testing Laboratory	2.95%	0.00%	0.00%	0.37%
<b>Grand Total</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>



# DVOB and SEB Awardees

## 767 Annual Licenses Awarded\*

Social Equity Businesses	132	17%
Diversely-Owned Businesses	517	67%

*\*Includes conditional-to-annual conversions*

*Licenses may be designated as both Social Equity Businesses and Diversely-Owned Businesses.*



# Key Population Data of Awardees

<u>Key Population</u>	<u>Conditional Submission</u>	<u>Conditional Approval</u>	<u>Annual Submission</u>	<u>Annual Approval</u>
Justice Involved	20%	20%	15%	14%
Minority Owned	51%	50%	40%	41%
Black or African American	20%	20%	14%	13%
Hispanic or Latino	12%	11%	8%	8%

Notes:

**Annual** data includes conditional-to-annual conversions.

**Justice-Involved** describes applicants with past marijuana convictions qualifying for social equity status

**Minority-Owned** refers to businesses owned by applicants who self-attest to being minority, minority and women or minority and disabled veteran owned.

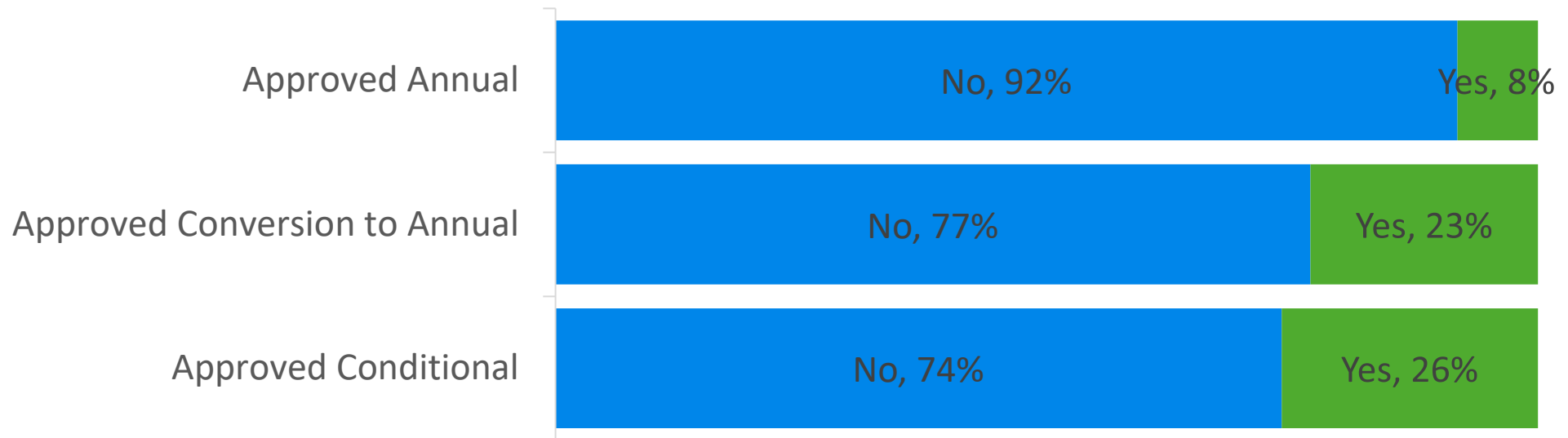
**Black or African American/Hispanic or Latino** are subsets of "Minority-Owned" and are a percentage of total persons of interest, not percentage of ownership.





# Awards by Social Equity Status

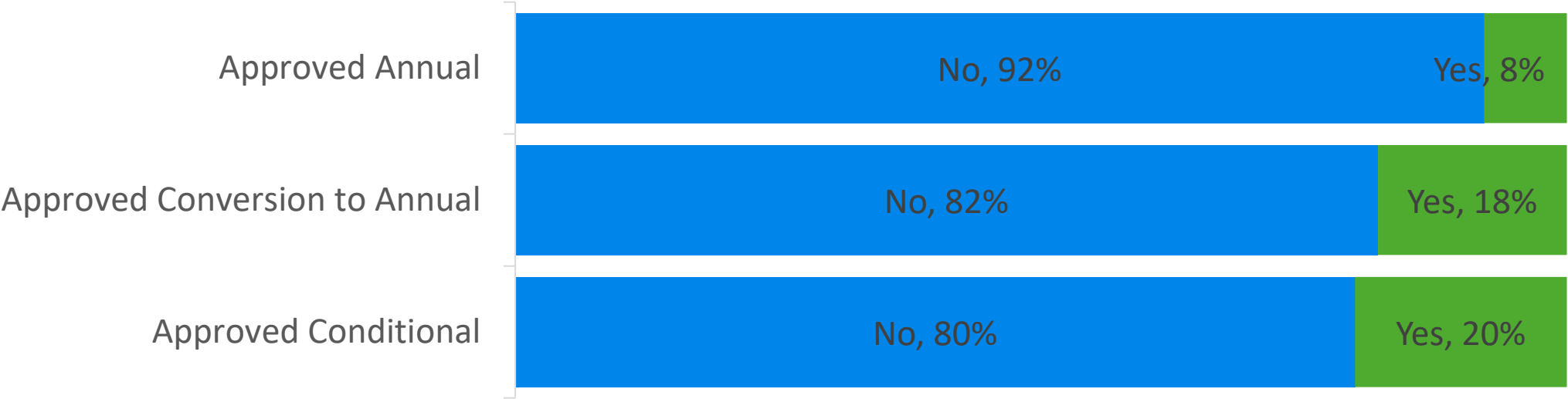
License	Social Equity Status		Grand Total
	No	Yes	
Approved Annual	280	25	305
Approved Conversion to Annual	355	107	462
Approved Conditional	1,218	430	1,648
Grand Total	1,853	562	2,415





# Majority Ownership Awardees with Prior Marijuana Conviction

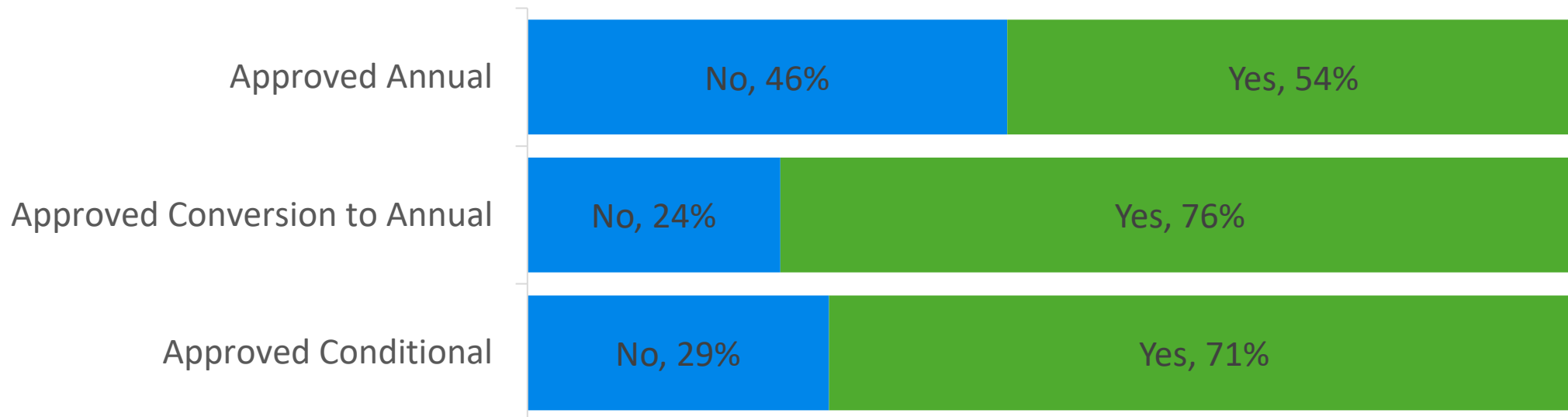
License	Prior Marijuana Conviction		Grand Total
	No	Yes	
Approved Annual	281	24	305
Approved Conversion to Annual	379	83	462
Approved Conditional	1,316	332	1,648
Grand Total	1,976	439	2,415





# Diversely-Owned Business Awardees by Application Type

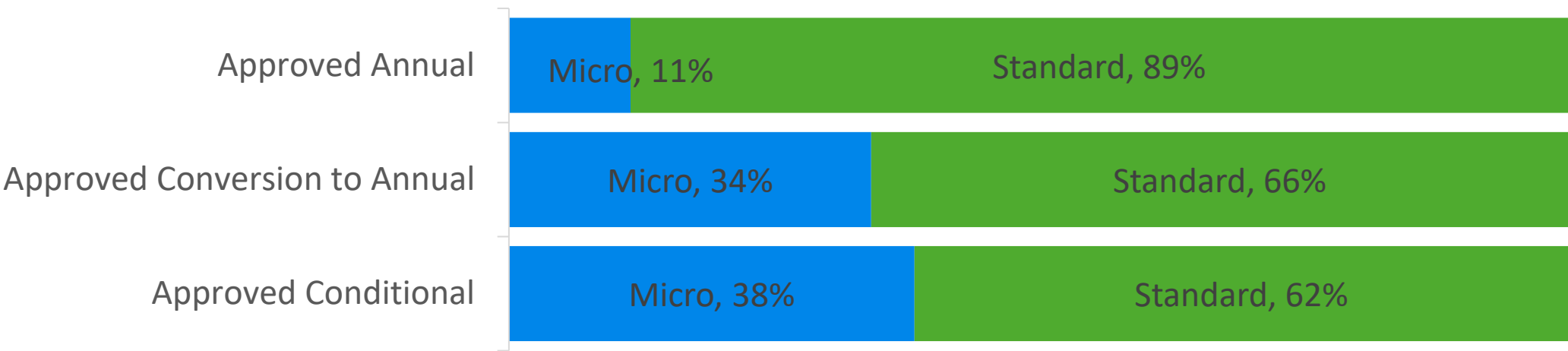
License	Diversely Owned		Grand Total
	No	Yes	
Approved Annual	139	166	305
Approved Conversion to Annual	111	351	462
Approved Conditional	472	1,176	1,648
Grand Total	722	1,693	2,415





# Cannabis Awardees by Business Category

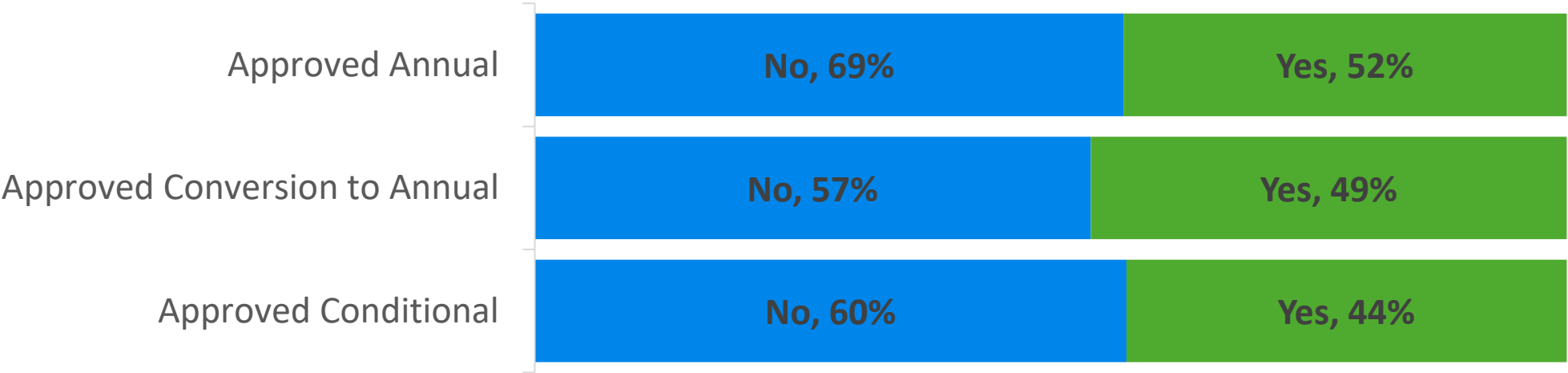
License	<u>Business Category</u>		Grand Total
	Micro	Standard	
Approved Annual	35	270	305
Approved Conversion to Annual	158	304	462
Approved Conditional	631	1017	1,648
Grand Total	824	1,591	2,415





# Impact Zone Business Awardees

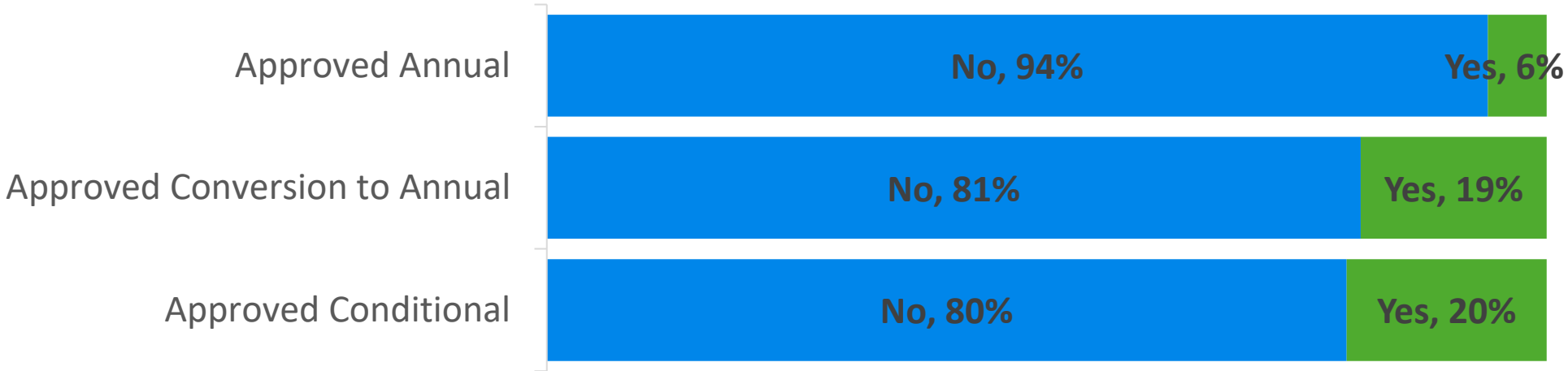
License	<u>Impact Zone Business</u>		Grand Total
	No	Yes	
Approved Annual	174	131	305
Approved Conversion to Annual	249	213	462
Approved Conditional	945	703	1,648
Grand Total	1,368	1,047	2,415





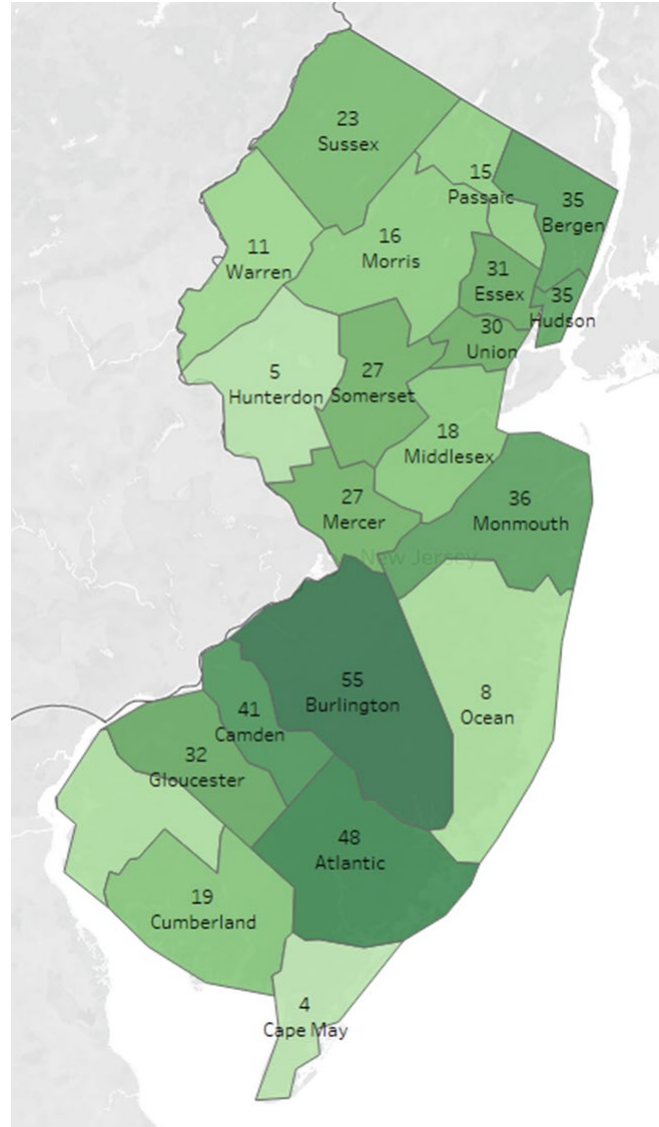
# Awardee Majority Owners in an Economically Disadvantaged Area (EDA)

License	EDA Business		Grand Total
	No	Yes	
Approved Annual	287	18	305
Approved Conversion to Annual	376	86	462
Approved Conditional	1,318	330	1,648
Grand Total	1,981	434	2,415





# Annual Licensee Awardees Distribution by County



Annual Awardees	
County	Number
Atlantic	37
Bergen	20
Burlington	40
Camden	23
Cape May	2
Cumberland	12
Essex	15
Gloucester	19
Hudson	18
Hunterdon	3
Mercer	14
Middlesex	6
Monmouth	19
Morris	9
Ocean	7
Passaic	7
Salem	3
Somerset	17
Sussex	7
Union	22
Warren	5
<b>Grand Total</b>	<b>305</b>



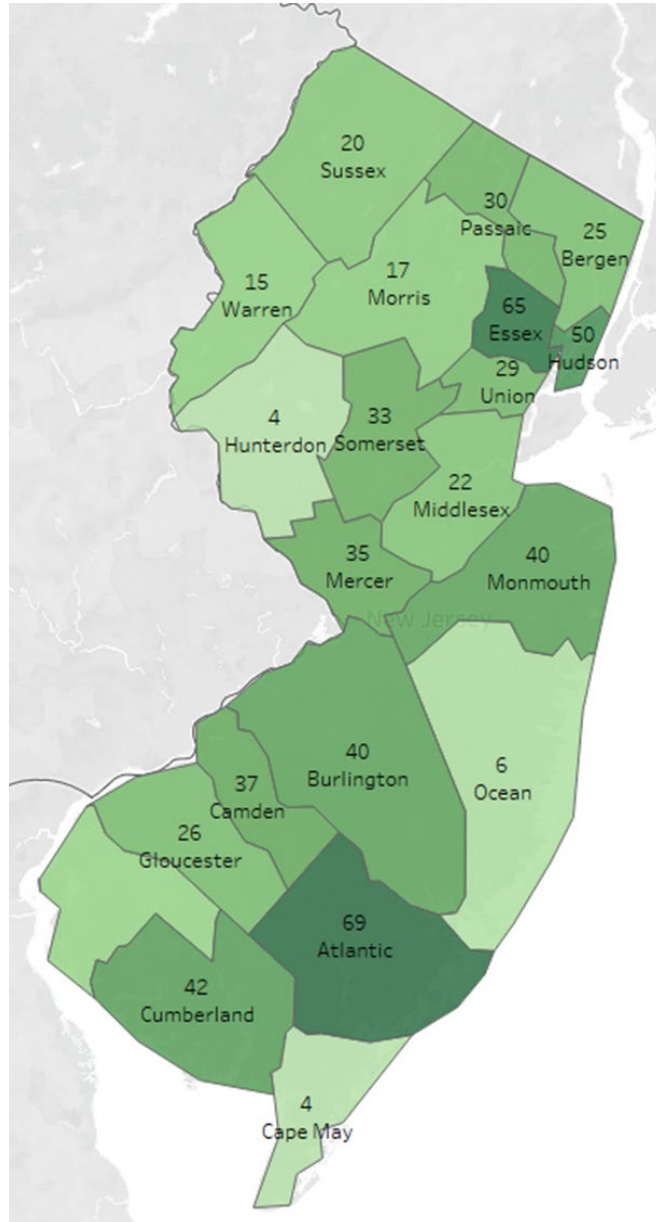


# Annual Licensee Awardees Distribution by County

	<u>class1Cultivator</u>	<u>class2Manufacturer</u>	<u>class3Wholesaler</u>	<u>class4Distributor</u>	<u>class5Retailer</u>	<u>class6Delivery</u>	<u>testingLaboratory</u>	<u>Total</u>
Atlantic	7	9	-	1	20	-	-	37
Bergen	4	6	1	1	8	-	-	20
Burlington	9	9	1	-	19	-	2	40
Camden	4	4	-	-	14	-	1	23
Cape May	1	-	-	-	1	-	-	2
Cumberland	5	6	-	-	1	-	-	12
Essex	2	1	-	-	10	1	1	15
Gloucester	7	5	-	-	7	-	-	19
Hudson	-	-	-	-	18	-	-	18
Hunterdon	-	-	-	-	3	-	-	3
Mercer	3	6	-	-	3	-	2	14
Middlesex	-	-	-	-	5	-	1	6
Monmouth	4	5	-	1	9	-	-	19
Morris	-	1	-	1	5	-	2	9
Ocean	-	2	-	-	5	-	-	7
Passaic	2	1	-	-	4	-	-	7
Salem	-	1	-	-	2	-	-	3
Somerset	1	4	-	-	12	-	-	17
Sussex	2	2	-	-	3	-	-	7
Union	2	5	1	1	13	-	-	22
Warren	2	2	-	-	1	-	-	5
	55	69	3	5	163	1	9	305



# Conditional-to-Annual Conversions Distribution by County



Conversion Awardees	
County	Number
Atlantic	50
Bergen	16
Burlington	29
Camden	26
Cape May	4
Cumberland	33
Essex	46
Gloucester	19
Hudson	41
Hunterdon	4
Mercer	24
Middlesex	19
Monmouth	32
Morris	12
Ocean	3
Passaic	22
Salem	10
Somerset	26
Sussex	14
Union	24
Warren	8
<b>Grand Total</b>	<b>462</b>



# Conditional-to-Annual Conversions Distribution by County

	<u>class1Cultivator</u>	<u>class2Manufacturer</u>	<u>class3Wholesaler</u>	<u>class4Distributor</u>	<u>class5Retailer</u>	<u>class6Delivery</u>	<u>testingLaboratory</u>	<u>Total</u>
Atlantic	17	5	-	-	27	1	-	50
Bergen	3	6	-	-	7	-	-	16
Burlington	9	6	1	-	13	-	-	29
Camden	2	4	1	-	19	-	-	26
Cape May	1	-	-	-	3	-	-	4
Cumberland	17	9	-	-	7	-	-	33
Essex	7	9	-	-	29	1	-	46
Gloucester	3	4	-	-	12	-	-	19
Hudson	2	-	-	-	39	-	-	41
Hunterdon	-	-	-	-	4	-	-	4
Mercer	9	6	-	-	9	-	-	24
Middlesex	3	6	-	-	10	-	-	19
Monmouth	9	7	-	-	16	-	-	32
Morris	-	2	-	-	10	-	-	12
Ocean	2	-	1	-	-	-	-	3
Passaic	7	5	-	-	10	-	-	22
Salem	5	3	-	-	2	-	-	10
Somerset	4	3	-	-	18	1	-	26
Sussex	3	2	-	-	9	-	-	14
Union	4	3	-	-	15	2	-	24
Warren	2	3	-	-	3	-	-	8
	109	83	3	0	262	5	0	462

# **Persons of Interest Data**



# Approved Annual Licensee Persons of Interest Self-Identity

## With Average & Aggregate Ownership Percentages

<u>Person of Interest Self Identity</u>	<u>Number</u>	<u>Percentage</u>	<u>Average Ownership Percentage</u>	<u>Percent of Total Ownership</u>
American Indian Or Alaska Native, Black Or African American	1	0.1%	100.0%	0.3%
American Indian Or Alaska Native	2	0.1%	0.0%	0.0%
Asian, Black Or African American	1	0.1%	15.0%	0.0%
Asian, Other Or Not Listed	5	0.4%	37.0%	0.6%
Asian, White	2	0.1%	19.0%	0.1%
Asian	108	8.0%	35.2%	12.5%
Black Or African American, American Indian Or Alaska Native	1	0.1%	51.0%	0.2%
Black Or African American, Other Or Not Listed	1	0.1%	5.0%	0.0%
Black or African American, White	1	0.1%	10.0%	0.0%
Black Or African American	147	10.9%	22.2%	10.7%
Native Hawaiian Or Other Pacific Islander	4	0.3%	21.3%	0.3%
Other Or Not Listed, American Indian Or Alaska Native	1	0.1%	0.1%	0.0%
Other Or Not Listed, Asian	1	0.1%	0.0%	0.0%
Other Or Not Listed, Black Or African American	1	0.1%	96.0%	0.3%
Other Or Not Listed, White	1	0.1%	95.0%	0.3%
Other Or Not Listed	109	8.1%	34.9%	12.5%
White, Other Or Not Listed	2	0.1%	75.0%	0.5%
White	760	56.3%	18.3%	45.7%
Prefer Not To Answer	12	0.9%	43.0%	1.7%
Entity	190	14.1%	22.9%	14.2%
<b>Grand Total</b>	<b>1,350</b>	<b>100%</b>	<b>23%</b>	<b>100%</b>



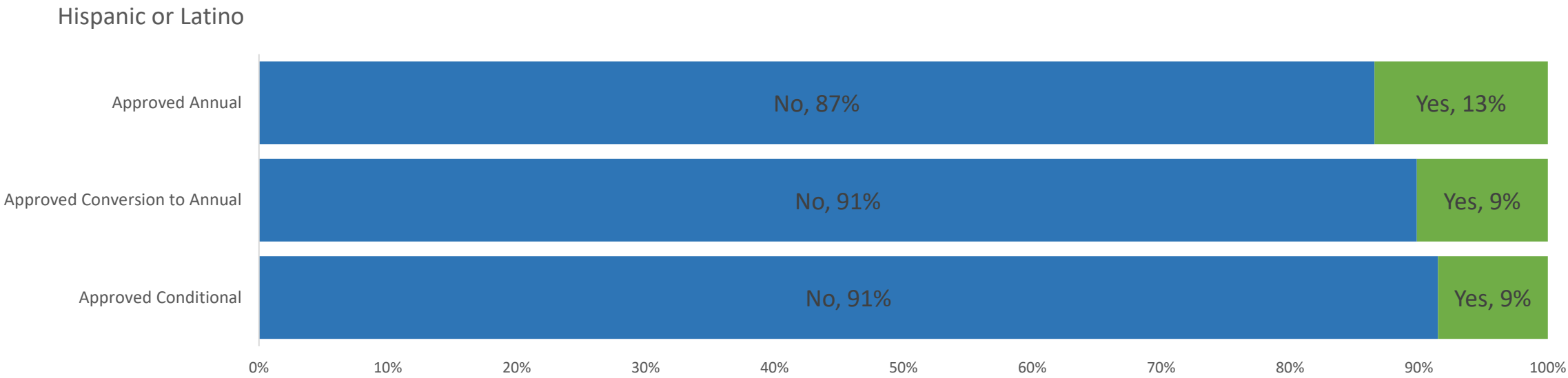
# Approved Conversion to Annual Licensee Persons of Interest Self-Identity (With Average & Aggregate Ownership Percentages)

Person of Interest Self Identity	Number	Percentage	Average Ownership Percentage	Percent of Total Ownership
American Indian Or Alaska Native, Black Or African American	1	0.1%	40.0%	0.1%
American Indian Or Alaska Native, White	2	0.1%	50.0%	0.2%
American Indian Or Alaska Native	11	0.7%	17.3%	0.4%
Asian, Native Hawaiian Or Other Pacific	1	0.1%	100.0%	0.2%
Asian, Other Or Not Listed	1	0.1%	16.3%	0.0%
Asian	174	11.1%	35.4%	13.3%
Black Or African American, Asian, Other Or Not Listed	1	0.1%	10.0%	0.0%
Black Or African American, Other Or Not Listed	2	0.1%	75.0%	0.3%
Black or African American, White	2	0.1%	25.0%	0.1%
Black Or African American	224	14.3%	42.4%	20.6%
Native Hawaiian Or Other Pacific Islander	1	0.1%	0.0%	0.0%
Black Or African American, American Indian Or Alaska Native	1	0.1%	0.0%	0.0%
Other Or Not Listed, Asian	1	0.1%	16.3%	0.0%
Other Or Not Listed, "Black Or African American	2	0.1%	78.5%	0.3%
Other Or Not Listed	134	8.6%	39.8%	11.5%
Asian, White	1	0.1%	43.5%	0.1%
White, Black Or African American	1	0.1%	50.0%	0.1%
White, Other Or Not Listed	3	0.2%	53.7%	0.3%
White	798	50.9%	23.6%	40.8%
Prefer Not To Answer	12	0.8%	42.6%	1.1%
Entity	194	12.4%	24.6%	10.3%
<b>Grand Total</b>	<b>1,567</b>	<b>100%</b>	<b>29%</b>	<b>100%</b>



# Approved Licensee Persons of Hispanic or Latino of Any Race (Yes or No)

	Hispanic or Latino		
<u>Licensees</u>	<u>No</u>	<u>Yes</u>	<u>Grand Total</u>
Approved Annual	1,030	96	1,350
Approved Conversion to Annual	1,193	135	1,567
Approved Conditional	3,088	480	4,241
<b>Grand Total</b>	<b>5,311</b>	<b>711</b>	<b>7,158</b>







# Testing Labs Entity Data

<u>Number</u>	<u>Social Equity</u>	<u>Diversely Owned</u>	<u>Impact Zone Business</u>
8	1	1	2