



# 2022- 2023 Report on **Adult-Use Cannabis**



December 12, 2024

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## Table of Contents

Message From the Chair . . . . .	1
Message From the Acting Executive Director . . . . .	2
Introduction . . . . .	3
Enactment of Legalization Laws . . . . .	4
The Commission at a Glance . . . . .	5
Launch of the Adult-Use Market. . . . .	7
Equity in Cannabis . . . . .	7
Initiatives to Promote Diversity and Inclusion in the Cannabis Industry . . . . .	7
Supporting Registered Patients . . . . .	9
Recommendations on Investment of Cannabis Revenue. . . . .	9
Cannabis by the Numbers . . . . .	10
Licensing Data . . . . .	10
Diversity and Inclusion Data. . . . .	15
Cannabis Sales & Revenue . . . . .	21
Police Data . . . . .	21



## Message From the Chair



**Dianna Houenou,**  
**Chair**

In 2022 and 2023, the New Jersey Cannabis Regulatory Commission (NJ-CRC) maintained its momentum in developing a national model for sensible, fair oversight of the medicinal and adult-use cannabis industry. Though less than four years old, the Commission has made remarkable progress in implementing the medicinal and adult-use cannabis laws and has done so in a way that promotes diversity and inclusion, creates meaningful access to economic opportunities, and represents collaboration with the public.

In those two years, we issued 128 annual licenses to adult-use cannabis businesses and saw 119 new adult-use dispensaries open their doors to the public. In sum, New Jersey's adult-use cannabis businesses have generated \$1 billion in gross sales and \$65.9 million in tax revenue to the State during that period. We also partnered with the New Jersey Economic Development Authority to launch the country's largest state-funded grant program for

cannabis entrepreneurs, which provided much-needed capital to nearly 100 businesses. Through our outreach efforts and non-competitive application process, the Commission has surpassed, by significant percentages, its legislatively-mandated demographic benchmarks for licenses. Of approved licenses, 40% have been for minority-owned businesses and 48% have been for women- and disabled veteran-owned businesses.

This progress supports Governor Phil Murphy's vision for creating a stronger and fairer New Jersey for everyone. By supporting new business ventures, providing public education encouraging safe and responsible consumption, and underscoring corporate social responsibility in communities, the Commission has led the nation in safe and equitable approaches to cannabis regulation.

With New Jersey's legalized adult-use cannabis industry still very young, there remains much room for growth. As more towns begin to clear the path for cannabis businesses, we can expect to see more innovation and sustainability among our businesses.

I am honored to serve as Chair of the Commission and am grateful to my fellow Board members, our executive director, and all the dedicated staff who have worked tirelessly to move the agency and the industry forward. I am proud of all we have achieved to protect patients' access to medicinal cannabis and mitigate the negative impacts that the vestiges of cannabis prohibition have on New Jersey residents and communities. Together, alongside partners and stakeholders, we are working to uplift New Jersey businesses and residents, shaping a bright and stable economic future for the Garden State.

## Message From the Acting Executive Director

While my tenure as acting executive director did not begin until 2024, I have, as the former chief counsel, enjoyed a front row seat to the dynamism of New Jersey's new cannabis market and to the impactful and groundbreaking work the Commission staff has been able to do since its inception.

In 2022 and 2023, the Commission team grew to 75 people and continued to build out key agency systems, processes and departments to support regulatory functions in licensing, compliance, investigations, communications and data analytics necessary to regulate the adult-use cannabis market.

Most of the new hires were in the Office of Compliance & Investigations. Keeping up with the demands of the rapidly expanding market requires not only increased human resources, but the continued development of processes and IT systems.



**Chris Riggs, Acting  
Executive Director**

Committed to running the agency with efficiency and in service to all its stakeholders, we have been diligent about utilizing the best available tools to uncomplicate the application process, simplify the requirements of compliance, and educate New Jerseyans inside and outside the cannabis industry.

Since January 2023, all cannabis businesses licensed in New Jersey are required - by legislation and by regulation - to use the seed-to-sale tracking system, Metrc. The platform is a real-time inventory management system that prevents diversion and ensures the ability to pinpoint the source and path of any product - crucial to managing contaminations, for example.

In 2021, the Commission contracted with Tyler Technologies to develop and host a web-based licensing portal. In 2022 and 2023, the NJ-CRC continued to work with the company to add functionality - including now accommodating license update and license renewal processes for operators - and vetting and providing identification cards for cannabis company employees.

[NJ.gov/cannabis](https://nj.gov/cannabis) continues to be the Commission's primary tool for keeping the public safe, informed and resourced. The website provides education, instructions, forms, and tools for applicants, cannabis business operators, employees, patients, healthcare providers, municipal representatives, and consumers. The site aggregates and provides links to all agency documents, helps consumers find safe and legal retail locations, and keeps the public up to date on cannabis news.



# Introduction

This report highlights the agency’s major activities and accomplishments for the years 2022 and 2023. This includes equity-focused initiatives, data on issued licenses, and generated revenues.

The work of the New Jersey Cannabis Regulatory Commission follows the mandates of legislation to regulate a market for medicinal and adult-use cannabis, to ensure the safety of consumers, and to facilitate equity in the industry. In the years covered in this report, the agency:

- Oversaw an industry that generated more than \$980 million in sales
- Served more than 100,000 medicinal cannabis patients
- Held 23 public meetings
- Awarded 374 conditional and annual awards
- Licensed 56 new operators
- Saw the number of retail locations increase to more than 80



As remarkable as those achievements are for a new agency charged with creating an unprecedented market, it can be considered more so since it was done while writing new regulations that allowed the market to expand, surpassing benchmark indicators for a diverse market, and enforcing the safe practices that have ensured no reports of adverse events caused by legally purchased products.

**Commissioners Del Cid Kosso, Houenou, and Nash before a public meeting.**

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## Enactment of Legalization Laws

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On February 22, 2021, Governor Phil Murphy signed the New Jersey Cannabis Regulatory, Enforcement Assistance, and Marketplace Modernization Act (“CREAMM Act”) into law, historically ending marijuana prohibition and laying the legal groundwork for the creation of a legal adult-use cannabis industry.



Key provisions of the CREAMM Act and its accompanying legislation included:

- Elimination of criminal and civil penalties for possession of small amounts of marijuana and hashish;
- Remedies for people currently facing marijuana charges;
- Legalization of cultivation, processing, and sale of cannabis for adults 21 years old or older;
- Critical employment protections for people who engage in lawful behavior with respect to cannabis;
- Establishing the Cannabis Regulatory Commission to regulate the medicinal and adult-use cannabis industries;
- Opportunities for people with prior criminal convictions to own and work in cannabis businesses; and
- Requirements for the State to reinvest cannabis revenues in designated “Impact Zones.”

The CREAMM Act established licenses for testing laboratories and six classes of licenses for regulated cannabis businesses: a Class 1 Cannabis Cultivator, a Class 2 Cannabis Manufacturer, a Class 3 Cannabis Wholesaler, a Class 4 Cannabis Distributor, a Class 5 Cannabis Retailer, and a Class 6 Cannabis Delivery license. The law also set a pathway for medicinal cannabis businesses (“alternative treatment centers” or “ATCs”) to expand into the recreational market. Many of the application requirements for a license were detailed in the law, but the Commission would be responsible for adopting regulations that elaborate on the application requirements and then reviewing each license application.

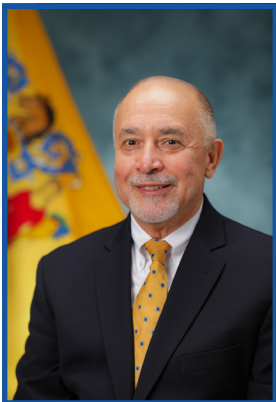
# The Commission at a Glance

Following the enactment of the CREAMM Act, the Cannabis Regulatory Commission was officially established on April 12, 2021. The Commission consists of five members, herein referred to as Commissioners or, collectively, the Board of Commissioners.

## Inaugural Board of Commissioners



Dianna  
Houenou,  
Chair



Sam Delgado,  
Co-Chair



Charles Barker,  
Commissioner



Maria Del  
Cid-Kosso,  
Commissioner



Krista Nash,  
Commissioner

## Inaugural Executive Director



Jeff Brown,  
Inaugural  
Executive  
Director

The organizational structure of the agency includes several offices and units:

1. The Board of Commissioners, which develops the vision and organizational direction of the agency and establishes regulations and procedures to ensure overall effectiveness and accountability;
2. The Office of the Executive Director, which includes staff leadership, legal counsel, communications, and other administrative functions;
3. The Office of Diversity and Inclusion, an office focused on promoting diversity within the cannabis industry (termed Office of Minority, Disabled Veteran and Women's Cannabis Business Development in statute);
4. The Office of Compliance and Licensing, which is responsible for licensing medicinal and recreational cannabis businesses, overseeing investigations, and providing on-the-ground inspections and compliance activities;
5. The Office of Patient and Customer Services, which is responsible for enrolling and assisting patients, caregivers and health care practitioners; and
6. The Office of Data and Business Analytics, which is responsible for setting up and maintaining systems for tracking sales and inventory and reporting publicly on key performance indicators in the market.

<b>2022-2023</b>	
Staff:	<b>74</b>
Public board meetings held:	<b>23</b>
Total licenses approved:	<b>1695</b>
Total licenses operational:	<b>56</b>
Total approved cannabis business employees:	<b>4195</b>
Total application and licensing fees collected:	<b>\$21,310,000</b>
Total gross sales:	<b>\$1,010,734,324</b>
Total tax revenue to State:	<b>\$65,921,737</b>
Retail sales tax revenue to State:	<b>\$62,029,546</b>
Excise tax revenue to State:	<b>\$3,892,191</b>



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## Launch of the Adult-Use Market

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In 2022, New Jersey's cannabis industry reached historic milestones. Not only did the year bring a remarkable start to legalized recreational cannabis sales, there was also tremendous growth in the number of businesses approved for licensure in the state.



**Commissioner Sam Delgado (second from left) discussing New Jersey's cannabis business opportunities at a career development event at William Paterson University.**

Under N.J.S.A. 24:6I-46(a)(3)(a) (ii), the CREAMM Act gave existing alternative treatment centers (ATCs) first right of entry into the adult-use cannabis industry. On April 21, 2022, 12 Expanded ATCs began selling recreational cannabis. That day, 12,438 sales transactions were recorded for a total of nearly \$1.9 million in gross earnings.

As more businesses were approved to begin operations in the adult-use cannabis market, sales receipts and tax revenue continued to increase. By the end of 2022, sales receipts totaled \$329.5 million from 20 operational dispensaries, resulting in \$20.8 million in revenue to the State.

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## Equity in Cannabis

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### Initiatives to Promote Diversity and Inclusion in the Cannabis Industry

Even before launching adult-use cannabis sales, the Commission understood that reviewing and awarding licenses could not be the sum total of its work establishing the regulated industry. One of the Commission's top priorities has been promoting diversity and inclusion in the industry, developing a national model for sensible, fair oversight. To support this priority, the Commission sought to reduce barriers faced by entrepreneurs looking to enter the regulated cannabis market. It did so by ensuring equity and diversity are intrinsic parts of the application process, agency operations, and outreach efforts.

The Commission established a non-competitive rolling application submission, marking a dramatic shift away from competitive application processes that historically give well-funded and well-connected businesses significant advantages. The Commission also set some of the nation's lowest application fees and prioritized review and approval of applications from Social Equity Businesses and certified minority-owned, women-owned, or disabled veteran-owned businesses.

The Office of Diversity and Inclusion (ODI) has worked tirelessly to tap into stakeholder resources to inform NJ-CRC policy, and to collaborate on best practices to make New Jersey's industry equitable. As part of those efforts, the Office engages daily with potential cannabis entrepreneurs through numerous community events, in its Legacy to Legal workgroup, and through direct applicant contact offering assistance.

The Legacy to Legal workgroup acknowledges cannabis entrepreneurs who have operated outside the legal space (the legacy market) and their role in helping to lift prohibition and usher in legalization, and helps them plot pathways towards participation in the legal, regulated market.

ODI staff's direct contact with entrepreneurs includes offering guidance in remedying incomplete applications after the applicant receives a "cure" letter - a notification that an application is incorrect or incomplete with instructions on making the application whole.

In 2022, the NJ-CRC launched a robust, statewide public information campaign to promote that the agency was accepting applications and to educate the public on the social equity components built into the application process. Campaign ads lead interested cannabis entrepreneurs to a microsite with a recorded application webinar, a business application navigator, an application guide with a list of needed documents, and several primers to help applicants understand the process and avoid pitfalls.



**One of several information sessions facilitated by the Office of Diversity & Inclusion**

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Recognizing that access to capital was a common challenge for businesses, the Commission also worked with the New Jersey Economic Development Authority (NJEDA) to support the creation and launch of a \$20 million grant program in 2023, which provided up to \$250,000 in capital for nearly 100 businesses.

As a result of these efforts, New Jersey has been a national leader in giving aspiring entrepreneurs meaningful opportunities to establish a cannabis business.

### **Supporting Registered Patients**

Another key tenet of the Commission's work in expanding the cannabis industry has been to protect registered patients' access to medicinal cannabis within the context of a regulated, recreational cannabis market. To that end, the Commission eliminated registration fees for digital patient IDs and established specific patient access protections.

As a condition of approval to begin adult-use sales, alternative treatment centers were required to provide the following benefits for patients:

- patient-only business operating hours;
- exclusive parking for patients and designated caregivers at all times; and
- lines and points of sale exclusive for patients and caregivers.

The NJ-CRC also encouraged these medicinal operators to offer home delivery of purchased products to registered patients.

Despite our efforts, New Jersey has not been spared the typical patient registration fall-off following the opening of the adult-use market. The number of patients enrolled in the Medicinal Cannabis Program between January 2022 and December 2023 fell 30% from 123,402 to 91,370.

### **Recommendations on Investment of Cannabis Revenue**

Under the CREAMM Act, the Governor and Legislature must take revenues collected through the Social Equity Excise Fee (SEEF) - a fee imposed on cannabis cultivators - and invest them into community programs that support social equity efforts. To inform the Governor's and Legislature's program funding decisions, the NJ-CRC submits recommendations based on public input gathered at hearings hosted by the Commission.

The Commission held three of these hearings in 2022 and five in 2023. Reflective of the in-person public comments given during the meetings and from submitted written comments, the Commission's recommendations fell largely into four public policy categories: economic and

community development; criminal justice reform and reinvestment; workforce development and youth services; and public health. The Commission's recommendation reports summarizing the public's feedback are available online at <https://www.nj.gov/cannabis/resources/reports-stats-info>.

## Cannabis by the Numbers

### Licensing Data

*Required: The total number of personal use cannabis licenses issued since the distribution of the previous report to the Governor and Legislature, including a) The number for each class of license issued, and b) The total number and type of applicants that submitted applications for licenses and c) Whether they were approved, reapproved, or denied.*

### Applications Received

License Type	Annual	Conditional	Total
Cultivator	192	404	596
Manufacturer	140	249	389
Wholesaler	1	13	14
Distributor	2	16	18
Retailer	432	964	1396
Delivery	6	25	31
Testing Laboratory	17	0	17
<b>Grand Total</b>	<b>790</b>	<b>1671</b>	<b>2461</b>

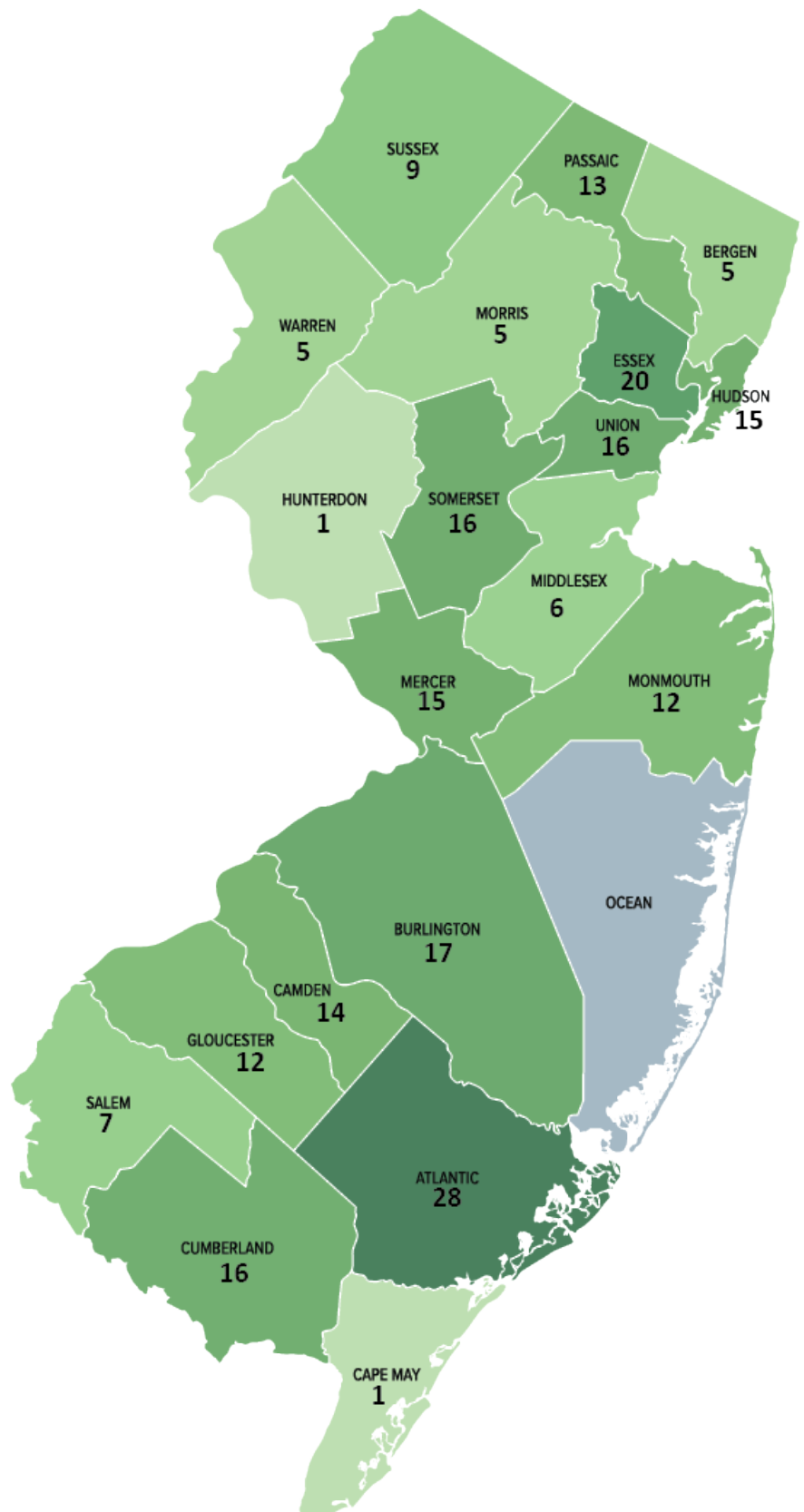
### Applications Awarded

License Type	Approved Annual	Approved Conditional	Grand Total
Cultivator	95	317	412
Manufacturer	69	222	291
Wholesaler	-	1	1
Distributor	-	2	2
Retailer	204	777	981
Delivery	-	2	2
Testing Laboratory	6	-	6
<b>Grand Total</b>	<b>374</b>	<b>1321</b>	<b>1695</b>



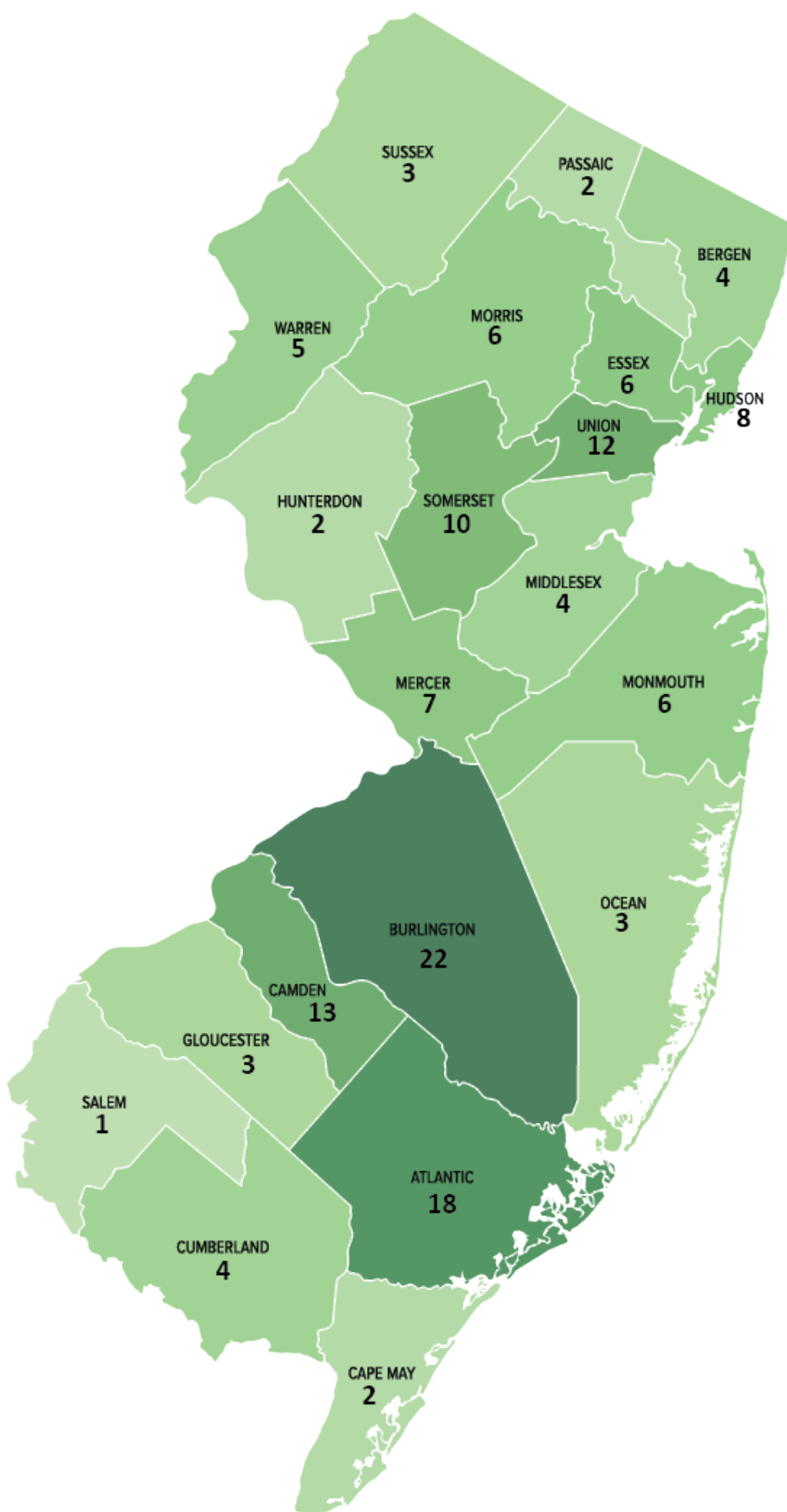
## Annual Awardees

County	Number
Atlantic	28
Bergen	5
Burlington	17
Camden	14
Cape May	1
Cumberland	16
Essex	20
Gloucester	12
Hudson	15
Hunterdon	1
Mercer	15
Middlesex	6
Monmouth	12
Morris	5
Passaic	13
Salem	7
Somerset	16
Sussex	9
Union	16
Warren	5



## Conversions to Annual

County	Number
Atlantic	18
Bergen	4
Burlington	22
Camden	13
Cape May	2
Cumberland	4
Essex	6
Gloucester	3
Hudson	8
Hunterdon	2
Mercer	7
Middlesex	4
Monmouth	6
Morris	6
Ocean	3
Passaic	2
Salem	1
Somerset	10
Sussex	3
Union	12
Warren	5



<b>Person of Interest Self Identity (97 Awardees)</b>	<b>Number</b>	<b>Percentage</b>	<b>Average Ownership Percentage</b>	<b>Percent of Total Ownership</b>
Asian	42	6.60%	42.70%	12.71%
Asian & Black or African American	1	0.20%	15.00%	0.11%
Asian & Other or Not Listed	1	0.20%	77.00%	0.55%
Asian & White	1	0.20%	4.90%	0.03%
Black or African American	79	12.40%	17.20%	9.61%
Black or African American & American Indian or Alaska Native	1	0.20%	51.00%	0.36%
Black or African American & Other or Not Listed	1	0.20%	5.00%	0.04%
Native Hawaiian or Other Pacific Islander	1	0.20%	0.10%	0.00%
Other or Not Listed	50	7.90%	36.90%	13.08%
Other or Not Listed & American Indian or Alaska Native	1	0.20%	0.10%	0.00%
White	391	61.50%	15.60%	43.18%
White & American Indian or Alaska Native	1	0.20%	0.00%	0.00%
No Response or Entity of Interest	66	10.40%	43.40%	20.33%
<b>Grand Total</b>	<b>636</b>	<b>100.00%</b>	<b>22.20%</b>	<b>100.00%</b>

\*Column totals are rounded.

<b>Person of Interest Self Identity (134 Awardees)</b>	<b>Number</b>	<b>Percentage</b>	<b>Average Ownership Percentage</b>	<b>Percent of Total Ownership</b>
American Indian or Alaska Native	11	1.30%	17.30%	0.80%
American Indian or Alaska Native & White	2	0.20%	50.00%	0.40%
American Indian or Alaska Native & Black or African American	1	0.10%	40.00%	0.20%
Asian	115	13.40%	32.80%	16.20%
Black or African American	93	10.80%	35.30%	14.10%
Black or African American & Other or Not Listed	1	0.10%	50.00%	0.20%
Native Hawaiian or Other Pacific Islander	1	0.10%	0.00%	0.00%
Other or Not Listed	80	9.30%	37.50%	12.90%
Other or Not Listed & Black or African American	1	0.10%	57.00%	0.20%
White	450	52.30%	22.40%	43.30%
White & Asian	1	0.10%	43.50%	0.20%
White & Other or Not Listed	2	0.20%	30.50%	0.30%
No Response or Entity of Interest	102	11.90%	25.70%	11.30%
<b>Grand Total</b>	<b>860</b>	<b>100.00%</b>	<b>27.10%</b>	<b>100.00%</b>



## Diversity and Inclusion Data

*Required: The data compiled by the Office of Minority, Disabled Veterans, and Women Cannabis Business Development pursuant to section 32 of P.L.2019, c. 153 (C.24:6I-25) about participation in the lawful operation of cannabis establishments, distributors, and delivery services by persons from socially and economically disadvantaged communities, including minority, disabled veterans', and women's business licensing and business development in the personal use cannabis marketplace, and the data shall include the office's analysis of the total number of licenses applied for and issued since the distribution of the previous report to the Governor and Legislature compared with the total number of minority businesses and women's businesses, as these terms are defined in section 2 of P.L.1986, c. 195 (C.52:27H-21.18), and disabled veterans' businesses, as defined in section 2 of P.L.2015, c. 116 (C.52:32-31.2), that submitted applications for licenses and whether they were approved, reapproved, or denied.*

### Advancing Equity in New Jersey's Cannabis Industry

The NJ-CRC's work in 2022-2023 underscores the agency's leadership in fostering an inclusive cannabis market. At the heart of these efforts was the prioritization of licenses for Social Equity Businesses-applicants with a conviction for cannabis offenses or from designated Impact Zones.

Recognizing barriers to entry in the cannabis industry, NJ-CRC launched comprehensive support systems, including application guidance workshops, webinars, and partnerships with community organizations. These efforts aimed to demystify the licensing process for new entrepreneurs and equip them with the tools to succeed.

In this period, NJ-CRC also introduced policy frameworks that incentivized participation by Diversely-Owned Businesses, offering enhanced scoring criteria and additional resources to ensure these applicants thrived.



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## Public initiatives further complemented the NJ-CRC's DEI strategy.

### Key successes included:

- **Community Equity Outreach Events:** These sessions connected prospective applicants with regulatory and statutory guidance, fostering trust and collaboration.
- **Social Equity Excise Fee Hearings:** In 2022, the New Jersey Cannabis Regulatory Commission (NJ-CRC) held its inaugural hearings on the Social Equity Excise Fee (SEEF), a groundbreaking initiative designed to direct cannabis industry revenue toward addressing the harm caused by decades of prohibition. These hearings marked an essential step in ensuring that legalization supports restorative justice and economic development for communities disproportionately impacted by the War on Drugs. SEEF Hearings also maintained a level of trust and transparency between the Commission and the public, further increasing our levels of engagement.
- **Transparency & Data Reporting:** In 2022, the Office of Diversity and Inclusion, under the direction of the Executive Director and support of the Office of Data and Analytics commenced its first quarterly data reports. These comprehensive reports, presented to the Board and Public, provide an opportunity to keep the public engaged and informed on the outcomes of our policies practices and procedures.

### Public Licensing Achievements (2022-2023)

The NJ-CRC's equity-first policies directly impacted licensing outcomes. Among approved licenses:

- 17 % were awarded to Social Equity Businesses.
- 71 % went to Diversely-Owned Businesses, including minority- and women-owned enterprises.
- 45% represented Impact Zone Businesses, highlighting a focused investment in economic growth for communities in need.

### Conclusion

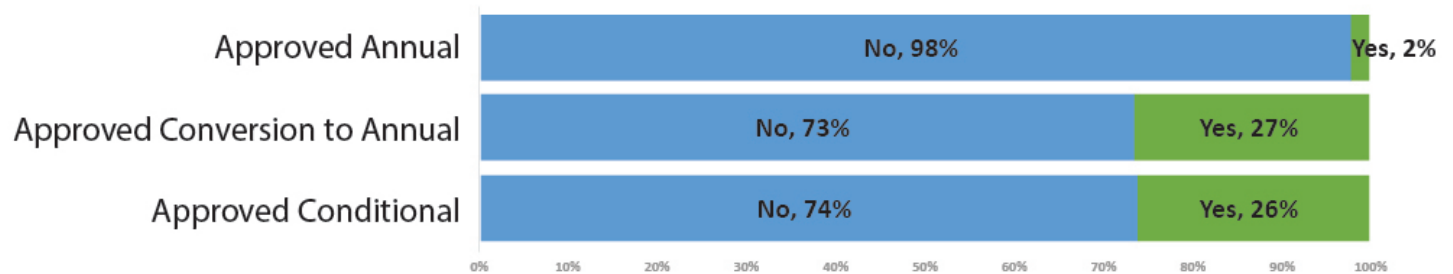
By embedding equity at every stage of cannabis regulation, NJ-CRC made strides toward leveling the playing field in New Jersey's cannabis industry. The 2022-2023 period marks a milestone in the Commission's efforts to ensure that the benefits of legalization extend to those historically marginalized by prohibition, laying the foundation for a fair, inclusive, and thriving cannabis market.

## Key Population Data

	Annual Submission	Annual Approval
Justice Involved	13%	14%
Minority Owned	37%	41%
Black or African American	12%	12%
Hispanic or Latino	7%	7%

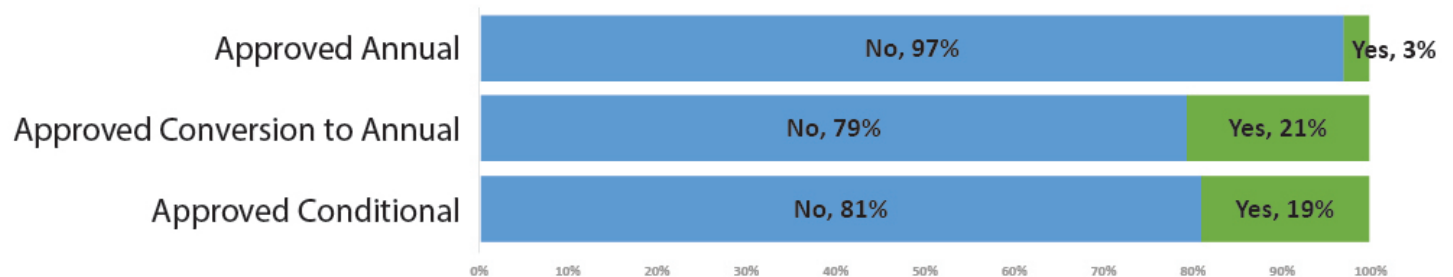
## Awardees with Social Equity Status

License Type	No	Yes	Total
Approved Annual	138	3	141
Approved Conversion to Annual	171	62	233
Approved Conditional	978	343	1321
<b>Grand Total</b>	<b>1287</b>	<b>408</b>	<b>1695</b>



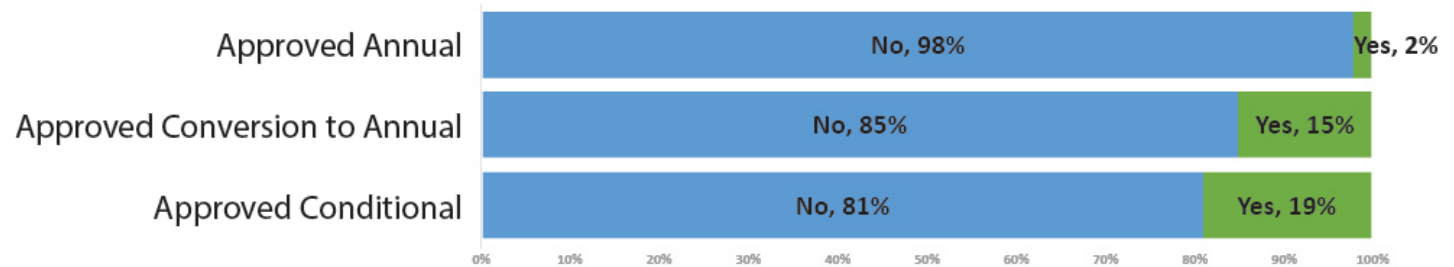
## Applicants with Previous Marijuana Conviction

License Type	No	Yes	Total
Approved Annual	137	4	141
Approved Conversion to Annual	185	48	233
Approved Conditional	1075	246	1321
<b>Grand Total</b>	<b>1397</b>	<b>298</b>	<b>1695</b>



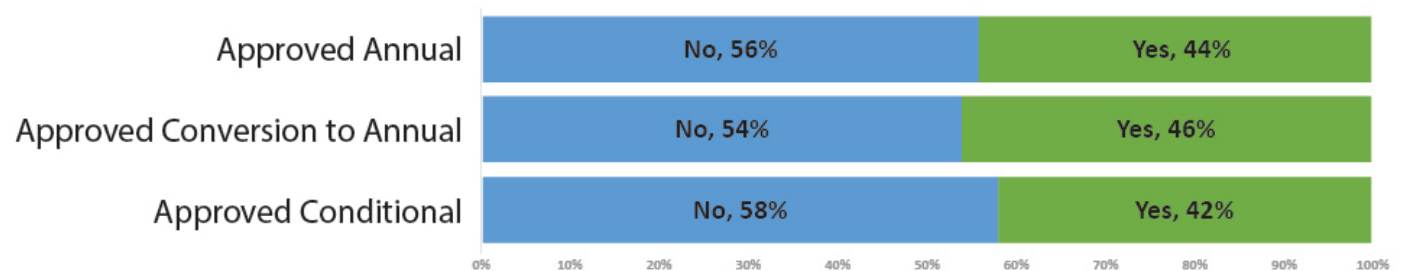
## Awardees with Majority Owners from Economically Disadvantaged Areas

License Type	No	Yes	Total
Approved Annual	138	3	141
Approved Conversion to Annual	199	34	233
Approved Conditional	1064	257	1321
<b>Grand Total</b>	<b>1401</b>	<b>294</b>	<b>1695</b>



## Impact Zone Awardees

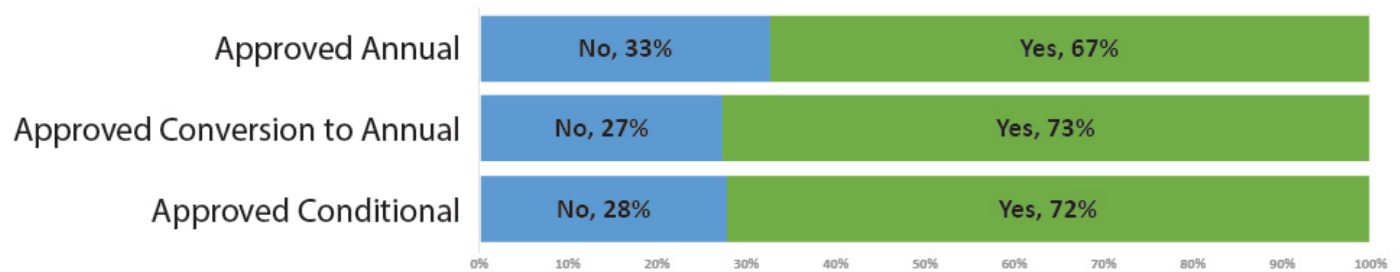
License Type	No	Yes	Total
Approved Annual	79	62	141
Approved Conversion to Annual	126	107	233
Approved Conditional	768	553	1321
<b>Grand Total</b>	<b>973</b>	<b>722</b>	<b>1695</b>





## Diversely Owned Business Awardees

License Type	No	Yes	Total
Approved Annual	46	95	141
Approved Conversion to Annual	64	169	233
Approved Conditional	367	954	1321
<b>Grand Total</b>	<b>477</b>	<b>1218</b>	<b>1695</b>



DOB Certification Type	Annual	Conversion	Total
DVOB	3	2	5
MBE	33	41	74
MBE/DVOB	2	2	4
MWBE	20	48	68
MWBE/DVOB	0	2	2
WBE	38	60	98
No Certification	45	78	123
<b>Total</b>	<b>141</b>	<b>233</b>	<b>374</b>

## Diversely Owned Business Benchmark Data

	Number	Percent of Licensees	Benchmark	Plus/(Minus)
Minority Owned	787	46%	15%	31%
Woman or Disabled Veteran Owned	777	46%	15%	31%

## Microbusiness Benchmark Data

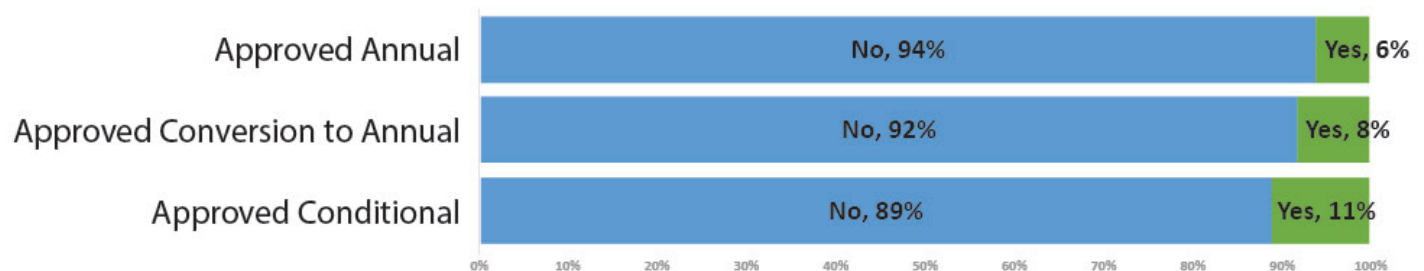
License Type	Number	Percent of Licenses	Benchmark	Plus/(Minus)
Class 1 Cultivator	148	36%	15%	21%
Class 2 Manufacturer	78	27%	15%	12%
Class 5 Retailer	357	36%	15%	21%
Class 6 Delivery	1	50%	15%	35%

## Diversely Owned Business Benchmark Data

	Number	Percent of Licenses	Benchmark	Plus/(Minus)
Minority Owned	787	46%	15%	31%
Woman or Disabled Veteran Owned	777	46%	15%	31%

## Awardees who are Hispanic or Latino of Any Race

License Type	No	Yes	Total
Approved Annual	596	40	636
Approved Conversion to Annual	791	69	860
Approved Conditional	3072	399	3471
<b>Grand Total</b>	<b>4459</b>	<b>508</b>	<b>4967</b>



## Cannabis Sales & Revenue

Quarter	Medicinal Sale	Recreational Sales	Total	Recreational Tax Revenue	Social Equity Excise Fees
Q1 2022	\$55,838,072	N/A	\$55,838,072	N/A	N/A
Q2 2022	\$59,262,014	\$79,698,831	\$138,960,845	\$4,429,720	\$219,482
Q3 2022	\$61,138,231	\$116,572,533	\$177,710,764	\$7,482,618	\$224,594
Q4 2022	\$49,874,667	\$133,270,446	\$183,145,113	\$8,227,317	\$254,783
Q1 2023	\$34,539,474	\$144,865,706	\$179,405,180	\$9,362,309	\$459,093
Q2 2023	\$33,046,296	\$159,364,500	\$192,410,796	\$9,490,747	\$702,071
Q3 2023	\$29,308,039	\$176,778,253	\$206,086,292	\$10,565,179	\$864,431
Q4 2023	\$27,837,896	\$200,184,055	\$228,021,951	\$12,471,656	\$1,167,737
<b>TOTALS</b>	<b>\$350,844,689</b>	<b>\$1,010,734,324</b>	<b>\$1,361,579,013</b>	<b>\$62,029,546</b>	<b>\$3,892,191</b>

## Police Data

*Required: The number of citations, arrests, or charges for manufacturing, distributing, or possessing or having under control with the intent to distribute marijuana or hashish in violation of paragraph (12) of subsection b. of N.J.S.2C:35-5, or for obtaining or possessing marijuana or hashish in violation of paragraph (3) of subsection a. of N.J.S.2C:35-10, cataloged by a) The jurisdictions in which the acts resulting in the citations, arrests, or charges occurred, and b) The race, ethnicity, gender, and age of the persons cited, arrested, or charged;*

New Jersey State Police aggregate all drug sales together for reporting and only share information down to the municipal level to protect the identity of persons involved. Data on Drug arrests can be found at [www.njoag.gov/justicedata](http://www.njoag.gov/justicedata).

*Required: The number of motor vehicle stops by law enforcement involving violations of R.S.39:4-50, or section 5 of P.L.1990, c. 103 (C.39:3-10.13) concerning operators of commercial motor vehicles, for driving under the influence of personal use cannabis or marijuana, or suspicion thereof, cataloged by: a) The jurisdictions in which the stop occurred, and b) The race, ethnicity, gender, and age of the vehicle driver and any other vehicle occupants.*

New Jersey State Police do not have statewide information on traffic stops.

Each municipality aggregates data differently therefore there is no guarantee that the information exists. Finally, at this level of granularity the data would potentially jeopardize the anonymity of the persons arrested.



**Former executive director, Jeff Brown, speaking on some of the challenges of financing and operating cannabis businesses at a conference on banking.**