



Quarterly Data Report

Q3 2023



(All data in this report is as of August 24th, 2023, unless otherwise stated.)

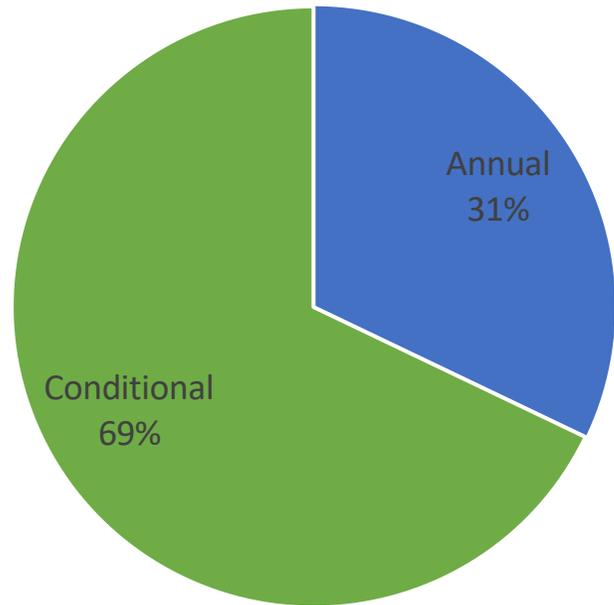


All Applicants Application Data



Applications by Application Type

<u>Application Type</u>	<u>Number</u>	<u>Percentage</u>
Annual	709	31%
Conditional	1548	69%
Grand Total	2257	100%

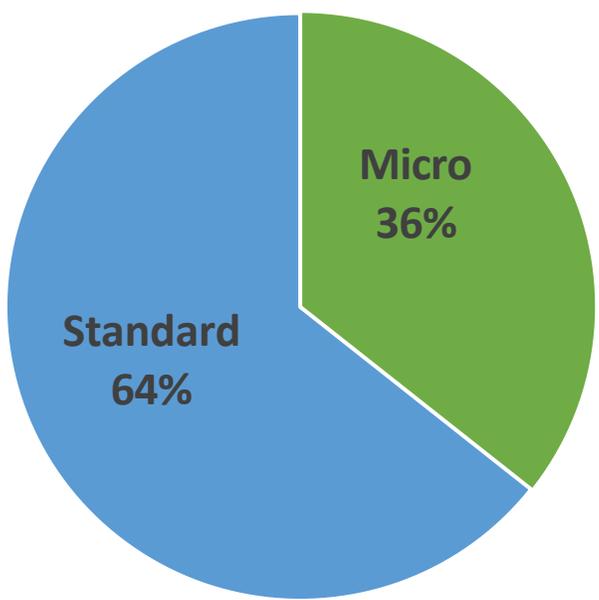


<u>License Type</u>	<u>Application Type</u>
	<u>Annual</u>
Cultivator	183
Manufacturer	125
Wholesaler	1
Distributor	1
Retailer	379
Delivery	5
Testing Laboratory	15
Grand Total	709



Microbusiness & Standard Business Applicants

<u>Business Category</u>	<u>Number</u>
Micro	805
Standard	1452
Grand Total	2257



<u>License Type</u>	<u>Business Category</u>	
	<u>Micro</u>	<u>Standard</u>
Cultivator	213	353
Manufacturer	97	267
Wholesaler	2	4
Distributor	9	1
Retailer	468	813
Delivery	14	1
Testing Laboratory	2	13
Grand Total	805	1452



Diversely-Owned Business Applicants by Category

<u>Diversely Owned Category</u>	<u>Number</u>	<u>Percentage</u>
Disabled Veteran & Minority Owned	7	0.31%
Disabled Veteran & Woman Owned	1	0.04%
Disabled Veteran Owned	58	2.57%
Disabled Veteran, Minority & Woman Owned	15	0.66%
Minority & Woman Owned	410	18.17%
Minority Owned	565	25.03%
Not Diversely Owned	711	31.50%
Woman Owned	490	21.71%
Grand Total	2257	100.00%

<u>Total State Department Certifications*</u>	<u>Number</u>
Disabled Veteran Owned	81
Minority Owned	997
Woman Owned	916

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



Applicants Proposed in Impact Zones

Located within an Impact Zone

No
Yes

Grand Total

Number

1334
923

2257

Percentage

59%
41%

100%

Located within an Impact Zone

No

Yes

Total

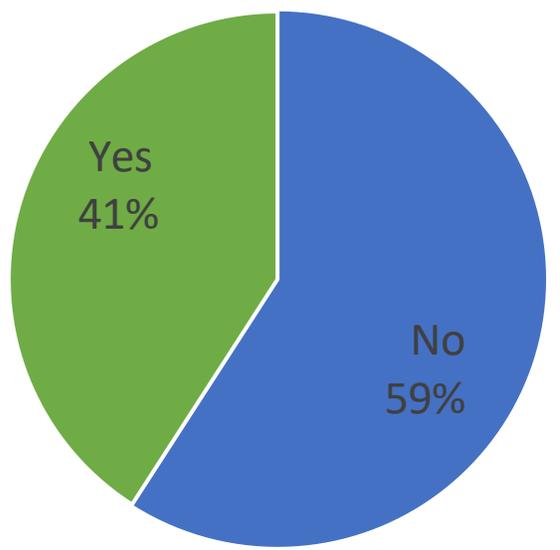
Cultivator	299	267	566
Manufacturer	207	157	364
Wholesaler	3	3	6
Distributor	4	6	10
Retailer	803	478	1281
Delivery	6	9	15
Testing Laboratory	12	3	15

Grand Total

1334

923

2257

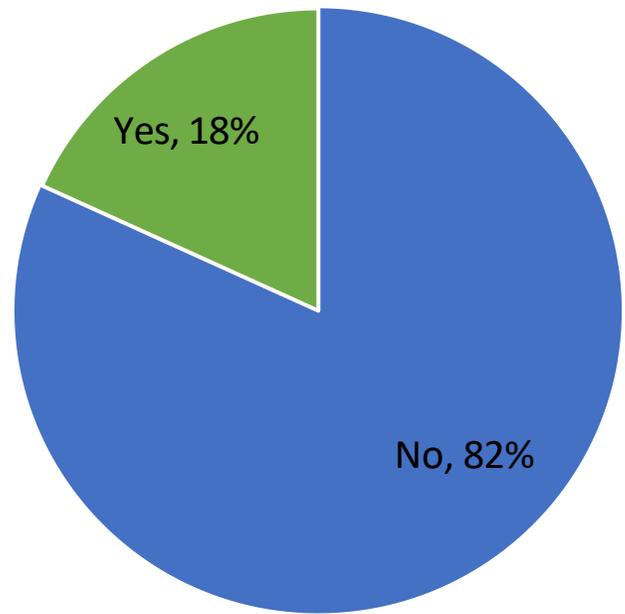




Applicant Majority Owners Resided/ing in an EDA

Economically Disadvantaged Area

	<u>Number</u>	<u>Percentage</u>
No	1846	82%
Yes	411	18%
Grand Total	2257	100%



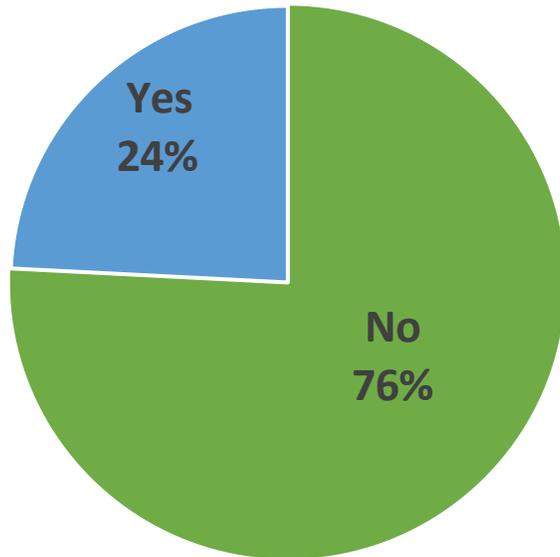
Economically Disadvantaged Area

<u>License Type</u>	<u>No</u>	<u>Yes</u>
Cultivator	451	115
Manufacturer	313	51
Wholesaler	4	2
Distributor	5	5
Retailer	1052	229
Delivery	6	9
Testing Laboratory	15	0
Grand Total	1846	411



Applications by Social Equity Status

<u>Social Equity Business</u>	<u>Number</u>	<u>Percentage</u>	<u>License Type</u>	<u>Social Equity</u>		<u>Total</u>
				<u>No</u>	<u>Yes</u>	
No	1711	76%	Cultivator	384	182	566
Yes	546	24%	Manufacturer	276	88	364
Grand Total	2257	100%	Wholesaler	3	3	6
			Distributor	4	6	10
			Retailer	1024	257	1281
			Delivery	6	9	15
			Testing Laboratory	14	1	15
			Grand Total	1711	546	2257

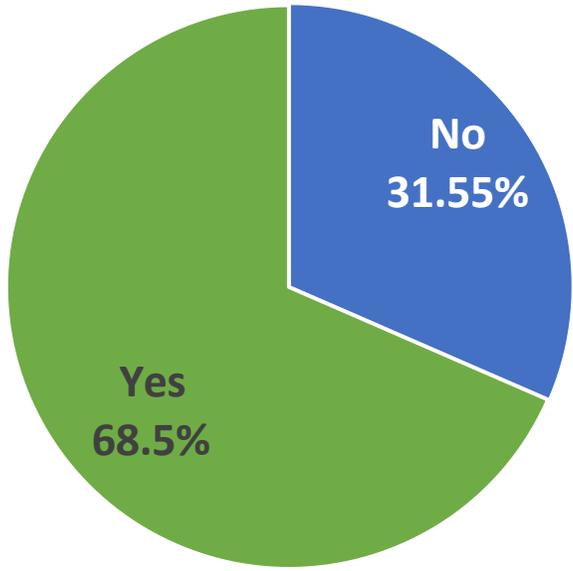


A “Social Equity Business” is a license applicant or license-holder that meets the requirements of N.J.A.C. 17:30-6.6



Applications by Diversely-Owned Business Status

<u>Diversely Owned</u>	<u>Number</u>	<u>Percentage</u>
No	712	31.5%
Yes	1545	68.5%
Grand Total	2257	100%



Diversely Owned

<u>License Type</u>	<u>No</u>	<u>Yes</u>	<u>Total</u>
Cultivator	232	334	566
Manufacturer	141	223	364
Wholesaler	3	3	6
Distributor	2	8	10
Retailer	319	962	1281
Delivery	3	12	15
Testing Laboratory	12	3	15
Grand Total	712	1545	2257



Majority Ownership Applicants with Prior Marijuana Convictions

Prior Marijuana Conviction

No
Yes

Number

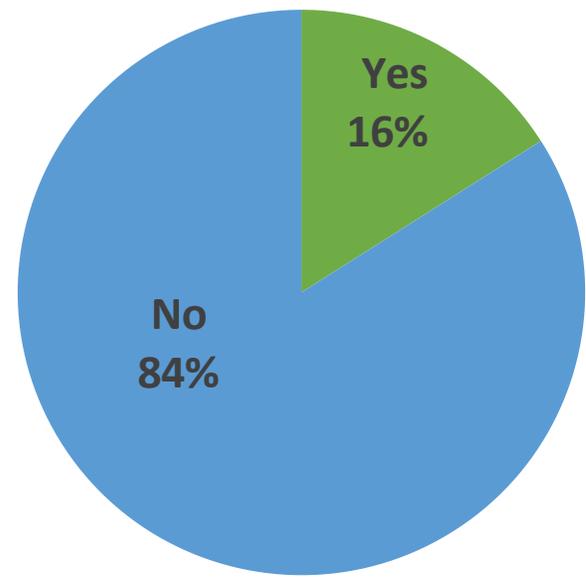
1887
370

Percentage

84%
16%

Grand Total

2257



Prior Marijuana Conviction

No

441
298
5
9
1107
12
15

License Type

Cultivator
Manufacturer
Wholesaler
Distributor
Retailer
Delivery
Testing Laboratory

Grand Total

1887

Yes

12
6
1
1
17
3
37



Awardee Application Data



Awards by Class & Application Types

<u>License Type</u>	<u>Approved Annual</u>	<u>Approved Conversion to Annual</u>	<u>Approved Conditional</u>	<u>Grand Total</u>
Class1 Cultivator	22	42	287	351
Class2 Manufacturer	14	29	197	240
Class5 Retailer	55	63	718	836
Testing Laboratory	6	-	-	6
Grand Total	97	134	1202	1433

<u>License Type</u>	<u>Approved Annual</u>	<u>Approved Conversion to Annual</u>	<u>Approved Conditional</u>	<u>Grand Total</u>
Class1 Cultivator	23%	31%	24%	24%
Class2 Manufacturer	14%	22%	16%	17%
Class5 Retailer	57%	47%	60%	58%
Testing Laboratory	6%	0%	0%	0%
Grand Total	100%	100%	100%	100%



DVOB and SEB Awardees

231 Annual Licenses Awarded*		
Social Equity Businesses	49	21%
Diversely-Owned Businesses	157	68%

**Includes conditional-to-annual conversions*

Note: Fourteen awarded licenses were designated as both Social Equity Businesses and Diversely-Owned Businesses.



Key Population Data

<u>Key Population</u>	<u>Conditional Submission</u>	<u>Conditional Approval</u>	<u>Annual Submission*</u>	<u>Annual Approval*</u>
Justice Involved	18%	18%	12%	16%
Minority Owned	49%	49%	34%	39%
Black or African American	20%	19%	12%	11.4%
Hispanic or Latino	11.8%	11.4%	6.7%	7.5%

Notes:

Annual data includes conditional-to-annual conversions.

*Includes Conversion to Annual

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

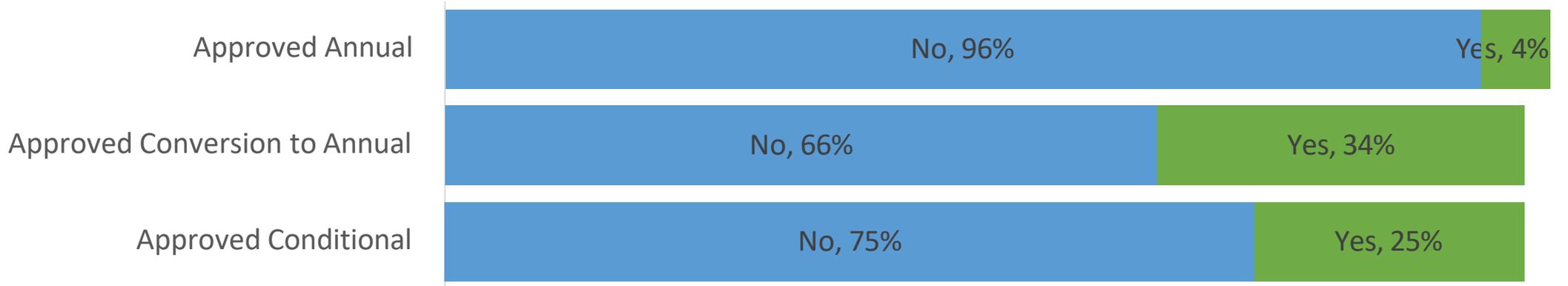
Black or African American/Hispanic or Latino are subsets of "Minority-Owned" and are a percentage of total persons of interest, not percentage of ownership.



Awards by Social Equity Status

<u>License</u>	<u>Social Equity Business</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Approved Annual	93	4	97
Approved Conversion to Annual	89	45	134
Approved Conditional	896	306	1202
Grand Total	1078	355	1433

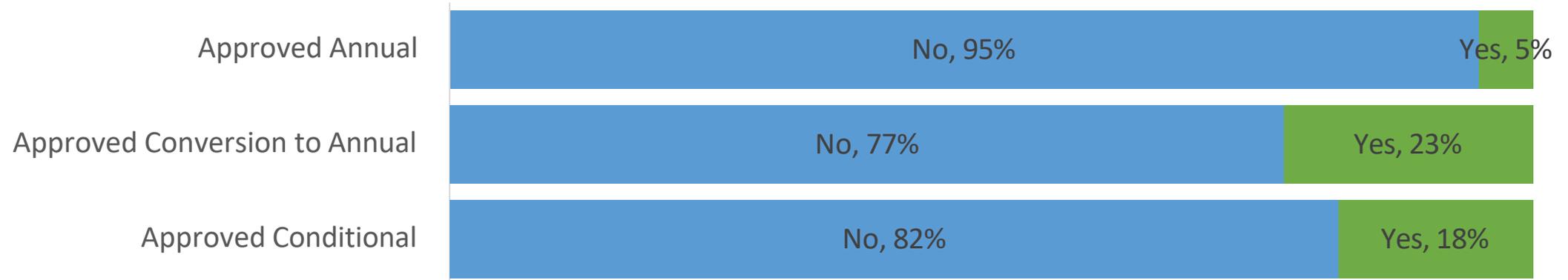
Wes Mtg Slide





Majority Ownership Awardees with Prior Marijuana Conviction

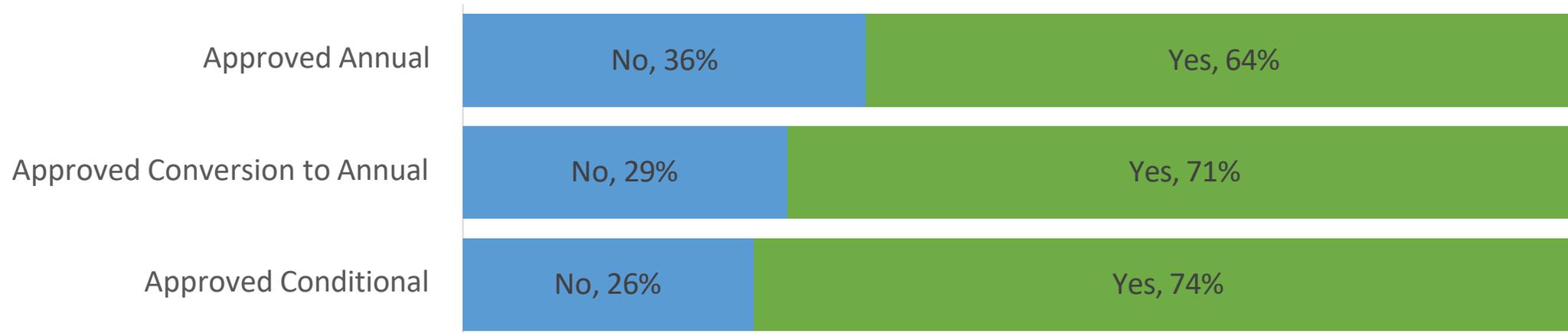
<u>License</u>	<u>Previous Marijuana Conviction</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Approved Annual	92	5	97
Approved Conversion to Annual	103	31	134
Approved Conditional	989	213	1202
Grand Total	1184	249	1433





Diversely-Owned Business Awardees by Application Type

<u>License</u>	<u>Diversely Owned Business</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Approved Annual	35	62	97
Approved Conversion to Annual	39	95	134
Approved Conditional	314	888	1202
Grand Total	388	1045	1433



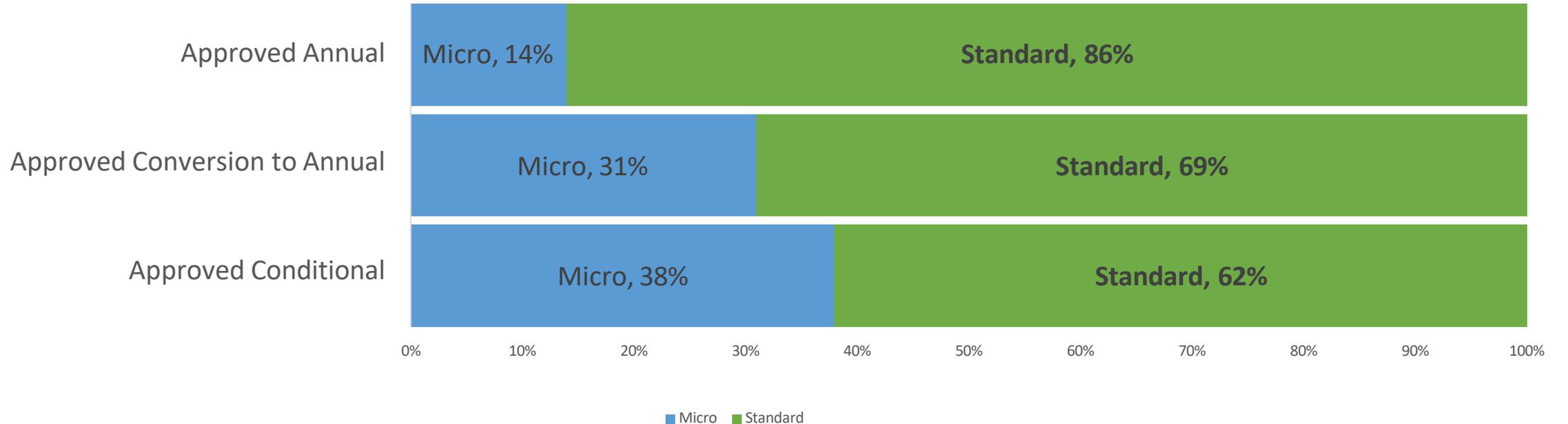
■ No ■ Yes



Microbusiness & Standard Business Awardees

<u>Licensees</u>	<u>Business Category</u>		
	<u>Micro</u>	<u>Standard</u>	<u>Total</u>
Approved Annual	14	83	97
Approved Conversion to Annual	42	92	134
Approved Conditional	457	745	1202
Grand Total	513	920	1433

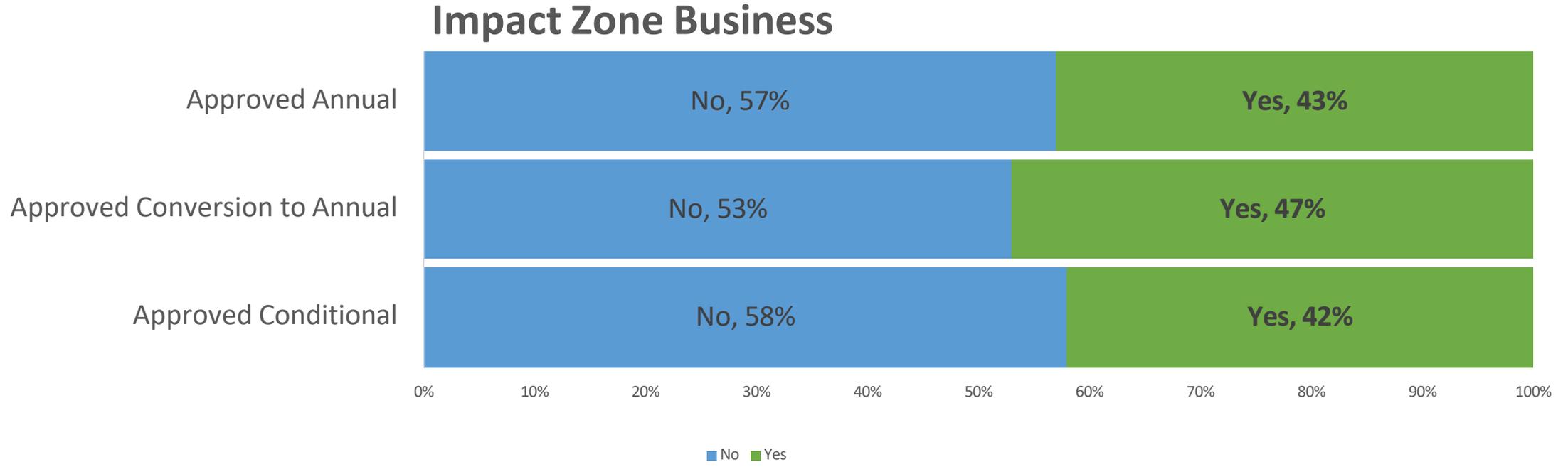
Impact Zone Business





Awardees Located in Impact Zones

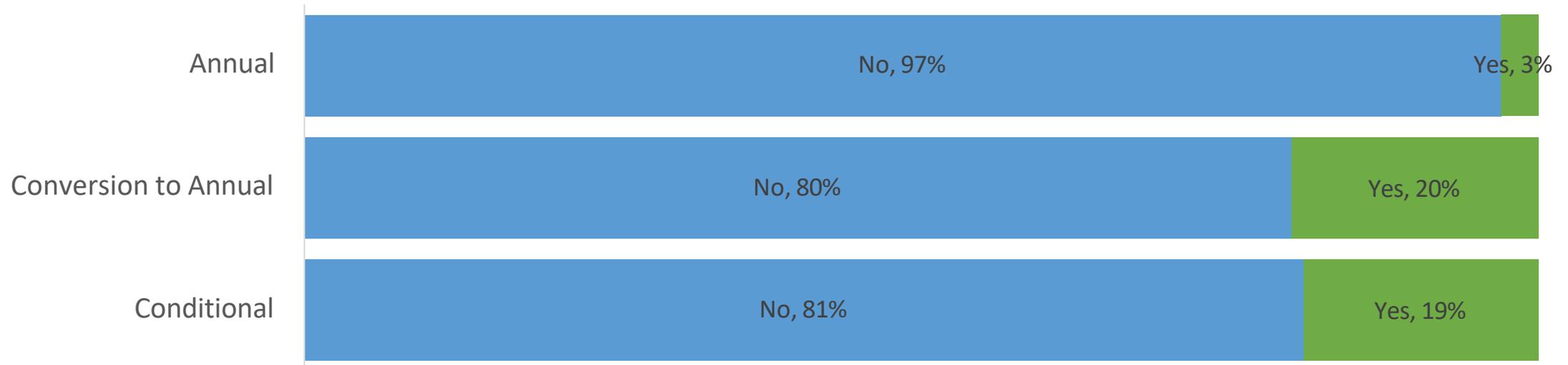
<u>Business Category</u>	<u>Impact Zone Business</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Approved Annual	55	42	97
Approved Conversion to Annual	71	63	134
Approved Conditional	696	506	1202
Grand Total	822	611	1433





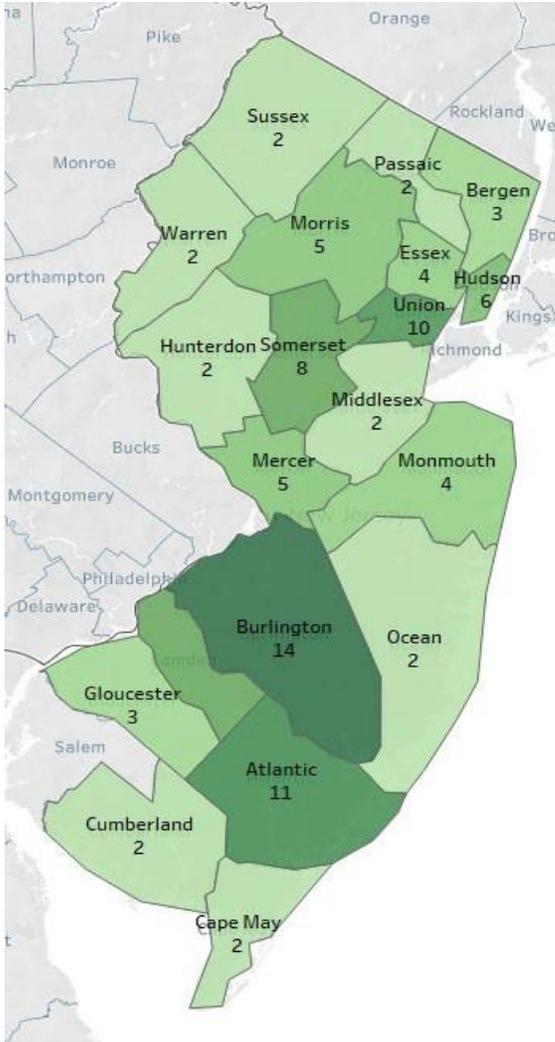
Awardee Majority Owners Resided/ing in an EDA

<u>Business Category</u>	<u>Impact Zone Business</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Approved Annual	94	3	97
Approved Conversion to Annual	107	27	134
Approved Conditional	969	233	1202
Grand Total	1170	263	1433





Annual Licensee Awardees Distribution by County

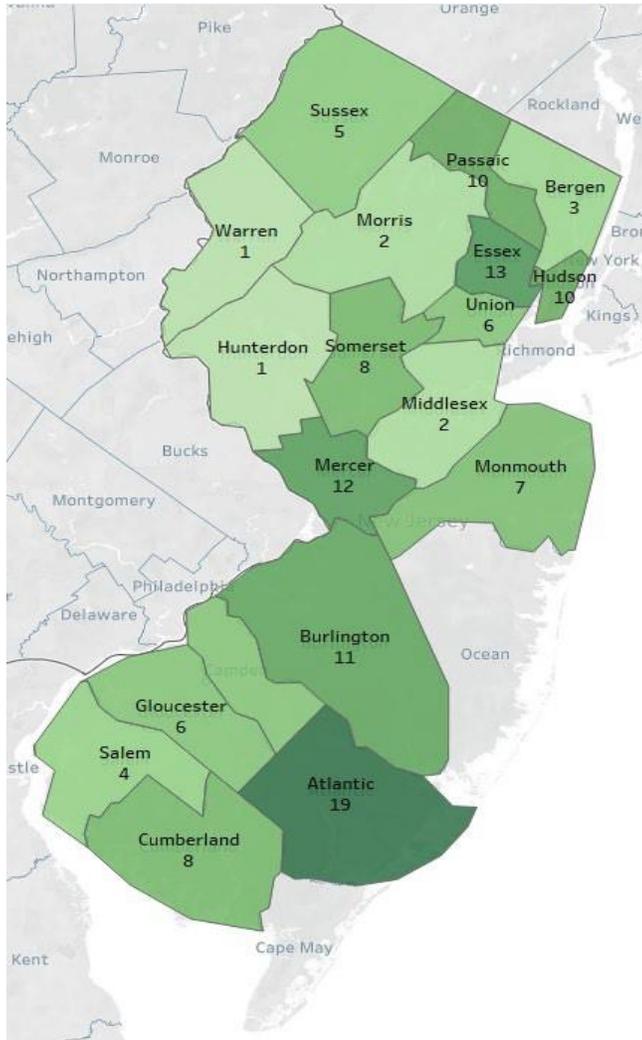


Annual Awardees	
County	Number
Atlantic	11
Bergen	3
Burlington	14
Camden	8
Cape May	2
Cumberland	2
Essex	4
Gloucester	3
Hudson	6
Hunterdon	2
Mercer	5
Middlesex	2
Monmouth	4
Morris	5
Ocean	2
Passaic	2
Somerset	8
Sussex	2
Union	10
Warren	2

Annual Awardee by County & License Type					
County	Class 1 Cultivator	Class 2 Manufacturer	Class 5 Retailer	Testing Laboratory	Grand Total
Atlantic	3	1	7	-	11
Bergen	1	2	-	-	3
Burlington	5	1	6	2	14
Camden	-	-	7	1	8
Cape May	1	-	1	-	2
Cumberland	1	1	-	-	2
Essex	1	1	2	-	4
Gloucester	2	-	1	-	3
Hudson	-	-	6	-	6
Hunterdon	-	-	2	-	2
Mercer	2	2	-	1	5
Middlesex	-	-	2	-	2
Monmouth	1	1	2	-	4
Morris	-	1	2	2	5
Ocean	-	-	2	-	2
Passaic	1	-	1	-	2
Somerset	1	1	6	-	8
Sussex	1	-	1	-	2
Union	2	2	6	-	10
Warren	-	1	1	-	2
Grand Total	22	14	55	6	97



Conditional-to-annual Conversions Distribution by County



Conversions to Annual by County	
County	Approved Annual
Atlantic	19
Bergen	3
Burlington	11
Camden	6
Cumberland	8
Essex	13
Gloucester	6
Hudson	10
Hunterdon	1
Mercer	12
Middlesex	2
Monmouth	7
Morris	2
Passaic	10
Salem	4
Somerset	8
Sussex	5
Union	6
Warren	1

Conversion to Annual Awardee by County & License Type				
County	Class 1 Cultivator	Class 2 Manufacturer	Class 5 Retailer	Grand Total
Atlantic	9	3	7	19
Bergen	-	2	1	3
Burlington	4	1	6	11
Camden	-	1	5	6
Cumberland	5	3	-	8
Essex	2	3	8	13
Gloucester	2	2	2	6
Hudson	-	-	10	10
Hunterdon	-	-	1	1
Mercer	5	3	4	12
Middlesex	-	1	1	2
Monmouth	4	3	-	7
Morris	-	-	2	2
Passaic	3	2	5	10
Salem	2	2	-	4
Somerset	3	1	4	8
Sussex	2	1	2	5
Union	1	1	4	6
Warren	-	-	1	1
Grand Total	42	29	63	134



Persons of Interest Data



Approved Annual Licensee Persons of Interest Self-Identity

With Average & Aggregate Ownership Percentages

Person of Interest Self Identity (97 Awardees)	Number	Percentage	Average Ownership Percentage	Percent of Total Ownership
Asian	28	6.67%	39%	11.49%
Asian & Black or African American	1	0.24%	15%	0.16%
Asian & Other or Not Listed	1	0.24%	77%	0.80%
Asian & White	1	0.24%	5%	0.05%
Black or African American	47	11.19%	19%	9.24%
Black or African American & American Indian or Alaska Native	1	0.24%	51%	0.53%
Black or African American & Other or Not Listed	1	0.24%	5%	0.05%
Native Hawaiian or Other Pacific Islander	1	0.24%	0%	0.00%
Other or Not Listed	33	7.86%	37%	12.86%
Other or Not Listed & American Indian or Alaska Native	1	0.24%	0%	0.00%
White	258	61.43%	17%	44.99%
White & American Indian or Alaska Native	1	0.24%	0%	0.00%
(blank)	46	10.95%	41%	19.83%
Grand Total	420	100.00%	23%	100.00%



Approved Conversion to Annual Licensee Persons of Interest Self-Identity

With Average & Aggregate Ownership Percentages

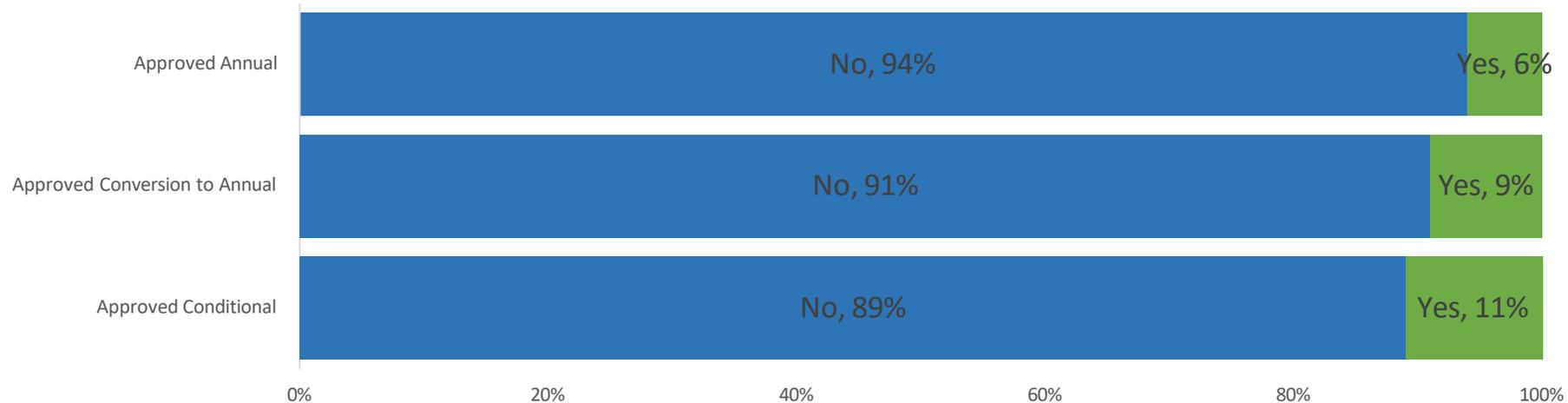
Person of Interest Self Identity (134 Awardees)	<u>Number</u>	<u>Percentage</u>	<u>Average Ownership Percentage</u>	<u>Percent of Total Ownership</u>
American Indian or Alaska Native	9	1.65%	21%	1.39%
American Indian or Alaska Native & White	1	0.18%	5%	0.04%
Asian	79	14.52%	30%	17.49%
Black or African American	60	11.03%	33%	14.86%
Native Hawaiian or Other Pacific Islander	1	0.18%	0%	0.00%
Other or Not Listed	61	11.21%	29%	13.10%
White	277	50.92%	21%	42.87%
White & Other or Not Listed	2	0.37%	31%	0.46%
(blank)	54	9.93%	24%	9.80%
Grand Total	544	100.00%	25%	100.00%



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

	<u>Hispanic or Latino</u>		
<u>Licensees</u>	<u>No</u>	<u>Yes</u>	<u>Grand Total</u>
Approved Annual	396	24	420
Approved Conversion to Annual	496	48	544
Approved Conditional	2817	361	3178
Grand Total	3709	433	4142

Hispanic or Latino





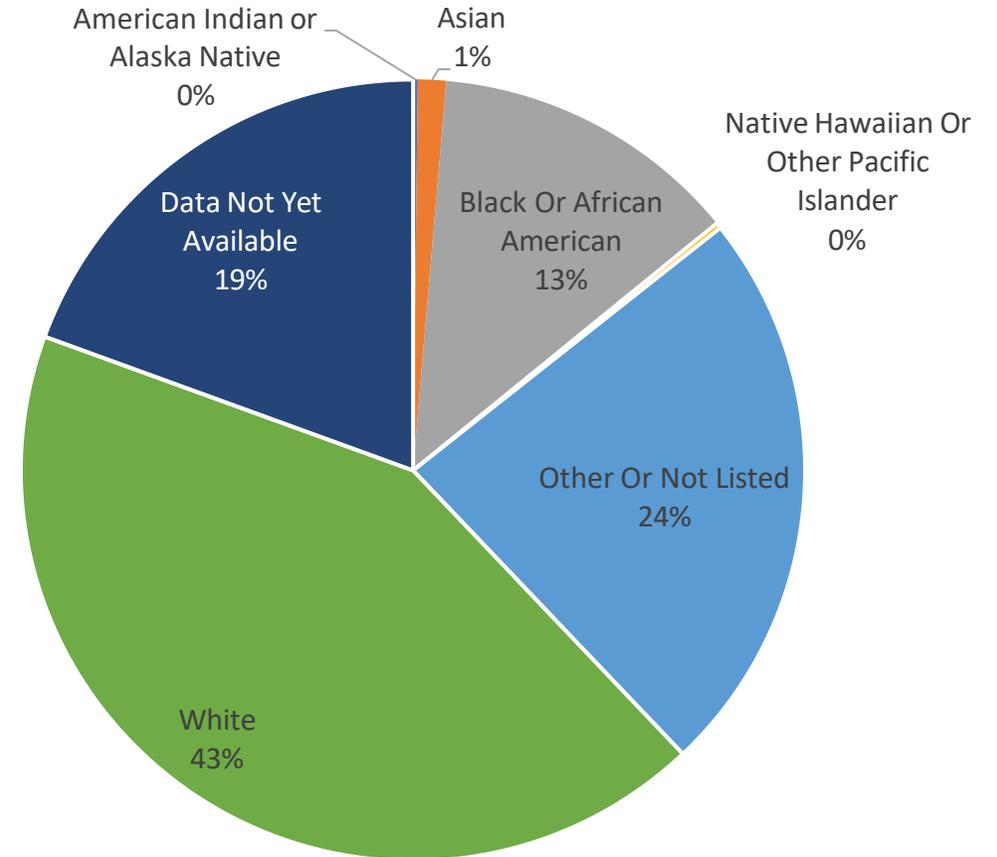
Additional Data



All ATC Employee Self-Identity Demographics

Race/Ethnicity

<u>Race/Ethnicity</u>	<u>Number</u>	<u>Percentage</u>
American Indian or Alaska Native	9	0.2%
Asian	54	1.2%
Black Or African American	592	12.7%
Native Hawaiian Or Other Pacific Islander	11	0.2%
Other Or Not Listed	1096	23.6%
White	1981	42.6%
Data not yet available	903	19.4%
Grand Total	4646	100.0%





Testing Labs Entity Data

<u>Entity Name</u>	<u>License Type</u>	<u>Business Category</u>	<u>Social Equity</u>	<u>Diversely Owned</u>	<u>Impact Zone Business</u>	<u>Disabled Veteran Owned</u>
Trichome Analytical LLC	Testing Laboratory	Standard	No	No	Yes	No
NEW JERSEY CANNALYTICS LLC	Testing Laboratory	Standard	No	No	No	No
Green Analytics East LLC	Testing Laboratory	Standard	No	No	No	No
SRIVEN LABS LLC	Testing Laboratory	Standard	No	No	No	No
Highgrade Labs of New Jersey	Testing Laboratory	Standard	No	No	Yes	No
Smithers CTS NJ LLC	Testing Laboratory	Standard	No	No	No	No