



# Quarterly Benchmark Data Report Q4 2023



*(All data in this report is as of December 31, 2023 unless otherwise stated.)*

---



# Microbusiness Benchmark Data

	<u>Total Number</u>	<u>Percent of Licensees</u>	<u>Benchmark</u>	<u>Plus/(Minus)</u>
Micro Businesses	584	34%	25%	+9%

<u>License Type</u>	<u>Number of Microbusinesses</u>	<u>Percent of License Class</u>	<u>Benchmark</u>	<u>Plus/(Minus)</u>
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 Benchmark Data

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



# Conditional License Benchmark Data

	<u>Number</u>	<u>Percent of Licensees</u>	<u>Benchmark</u>	<u>Plus/(Minus)</u>
Conditional Licenses Issued	1554*	92%	35%	+57%

\*Conversions to Annual are included with Conditional licensees for this benchmark per statute



# ODI Update: Diversely-Owned Certification Data

DOB Certification Type	New AU Licenses		Expansions	Percent of Licenses Awarded	
	Annual	Conversion	Annual	New AU	Total Awarded
DVOB	3	2	0	1.3%	1.1%
MBE	33	41	0	20%	17%
MBE/DVOB	0	1	0	0%	0%
MDVOB	2	1	0	1%	1%
MWBE	20	48	5	18%	17%
MWBE/DVOB	0	2	0	1%	0%
WBE	38	60	3	26%	23%
No Certification	45	78	49	33%	40%
<b>Sub Total by Type</b>	<b>141</b>	<b>233</b>	<b>57</b>		
<b>Sub Total by Group</b>		<b>374</b>	<b>57</b>		
<b>Grand Total</b>		<b>431</b>			



# ODI Update: Diversely-Owned Benchmarks

Benchmarks Including Expansion Licensees			
	<u>Percent of Licensees</u>	<u>Benchmark</u>	<u>Plus/(Minus)</u>
Minority Owned	35%	15%	+20%
Woman or Disabled Veteran Owned	40%	15%	+25%



# Reconciled Race/Ethnicity for Annual Awardees

Reconciled Majority Owner Race/Ethnicity Table (DORES/Self-Report)		
<u>Race</u>	<u>Number</u>	<u>Percentage</u>
White	140	37%
Asian	71	19%
Black or African American	67	18%
Hispanic or Latino	35	9%
No POI Majority or Certification	30	8%
Other or Not Listed	29	8%
American Indian or Alaska Native	2	1%
Grand Total	374	100%

**Note: Includes all Annual/Conversion to Annual Awardees**



# Operational Businesses Licensed under CREAMM Act

License Type		
<u>License Type</u>	<u>Number</u>	<u>Percentage</u>
Class 1 Cultivator	5	7%
Class 2 Manufacturer	4	7%
Class 5 Retailer	45	79%
Testing Laboratory	5	7%
Grand Total	59	100%

Key Categories		
<u>Category</u>	<u>Yes</u>	<u>No</u>
Impact Zone Business	38%	62%
Previous Marijuana Conviction	11%	89%
Social Equity	15%	85%
Diversely Owned	67%	33%



# Operational Businesses Licensed under CREAMM Act

DORES Certifications		
<u>DORES Certification</u>	<u>Number</u>	<u>Percentage</u>
No Certification	20	34%
WBE	17	29%
MBE	12	20%
MBE/WBE	9	15%
DVOB	1	2%
Grand Total	59	100%



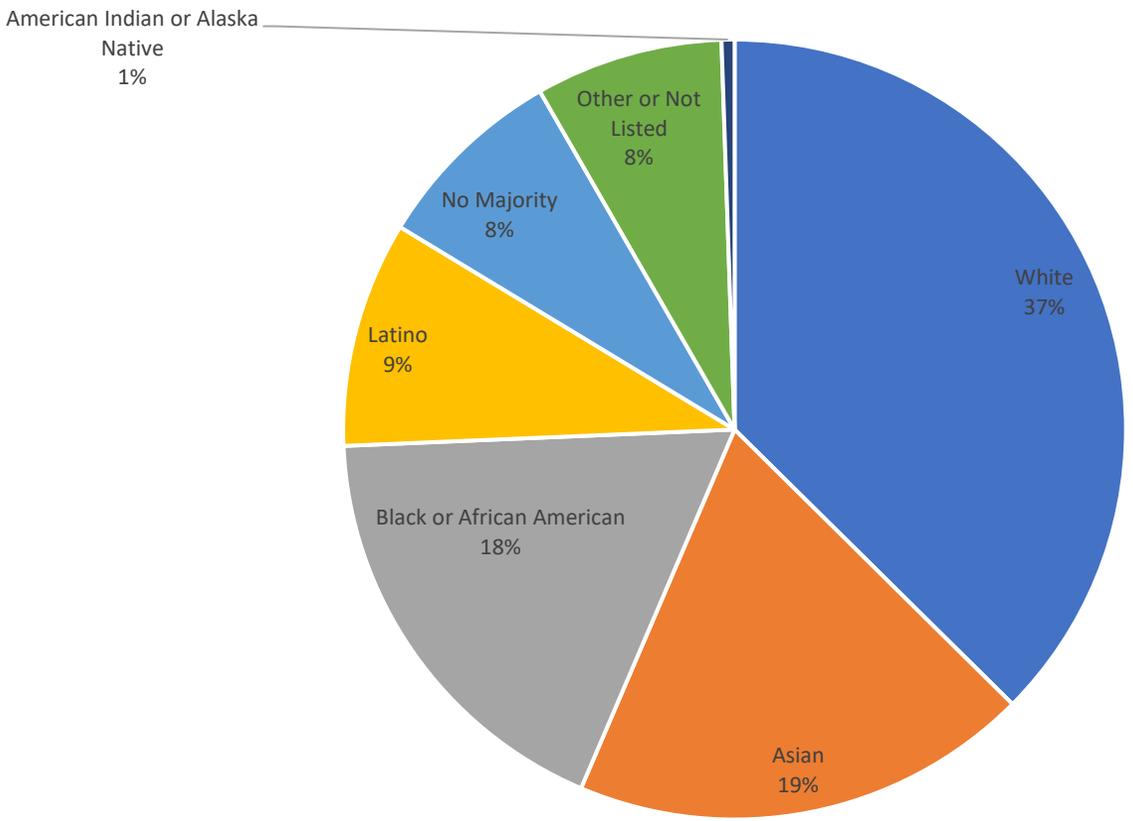
# Operational Businesses Licensed under CREAMM Act

Reconciled Majority Owner Race/Ethnicity Table (DORES/Self-Report)		
<u>Race/Ethnicity</u>	<u>Number</u>	<u>Percentage</u>
Other or Not Listed	17	29%
Asian	13	22%
White	10	17%
Hispanic or Latino	9	15%
Entity of Interest & No Certification	6	10%
Black or African American	4	7%
Grand Total	59	100%



# Reconciled Race/Ethnicity for Annual Awardees

Reconciled Majority Ownership (DORES/Self-Report)



**Note: Includes all Conditional-to-Annual Conversion Awardees**