

Quarterly Data Report Update

All data in this report is as of December 17, 2022



All data as of December 17, 2022



All Applicants Application Data

This data considers every received application, including those still under consideration and those already awarded.

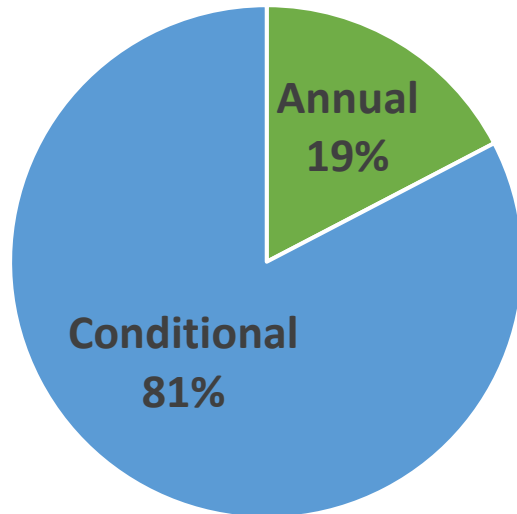
All data as of December 17, 2022



Application Type

All data as of December 17, 2022

<u>Application Type</u>	<u>Number</u>	<u>Percentage</u>
Annual	288	19%
Conditional	1209	81%
Grand Total	1497	100%



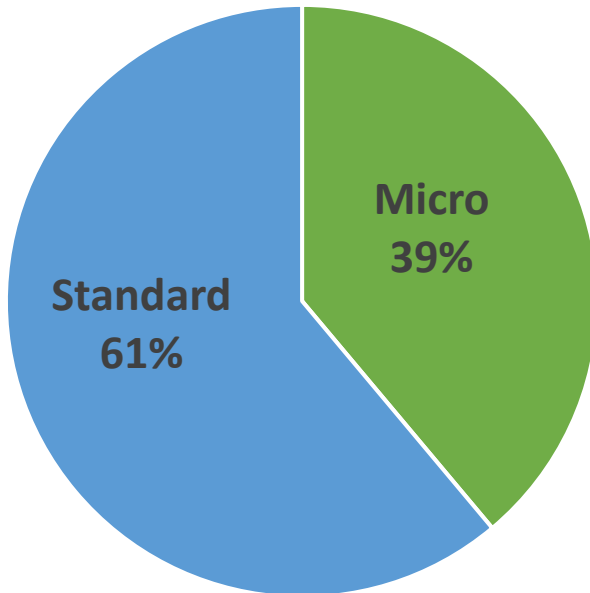
<u>License Type</u>	<u>Application Type</u>		<u>Total</u>
	<u>Annual</u>	<u>Conditional</u>	
Cultivator	84	312	396
Manufacturer	44	181	225
Wholesaler	1	4	5
Distributor	1	9	10
Retailer	144	695	839
Delivery	4	8	12
Testing Laboratory	10	0	10
Grand Total	288	1209	1497



Business Category

All data as of December 17, 2022

<u>Business Category</u>	<u>Number</u>	<u>Percentage</u>
Micro	584	39%
Standard	913	61%
Grand Total	1497	100%



<u>License Type</u>	<u>Business Category</u>		<u>Total</u>
	<u>Micro</u>	<u>Standard</u>	
Cultivator	165	231	396
Manufacturer	68	157	225
Wholesaler	2	3	5
Distributor	9	1	10
Retailer	328	511	839
Delivery	11	1	12
Testing Laboratory	0	10	10
Grand Total	583	914	1497



Diversely Owned Business by Category

As Self-reported in the Application Process

<u>Diversely Owned Category</u>	<u>Number</u>	<u>Percentage</u>
Disabled Veteran Owned	30	2%
Disabled Veteran Owned, Minority Owned	10	1%
Disabled Veteran Owned, Woman Owned, Minority Owned	9	1%
Minority Owned	393	26%
Minority Owned, Woman Owned	286	19%
Woman Owned	351	23%
Woman Owned, Disabled Veteran Owned	1	0%
Not Diversely Owned	417	28%
Grand Total	1497	100%

<u>Total State Department Certifications*</u>	<u>Number</u>
Disabled Veteran Owned	50
Minority Owned	698
Woman Owned	647

*A company may have multiple certifications as seen above.

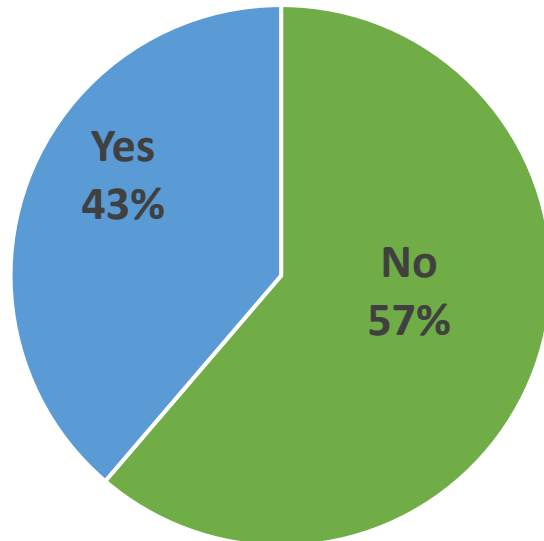
All data as of December 17, 2022



Proposed Location within an Impact Zone

All data as of December 17, 2022

<u>Located within an Impact Zone</u>	<u>Number</u>	<u>Percentage</u>
No	854	57%
Yes	643	43%
Grand Total	1497	100%



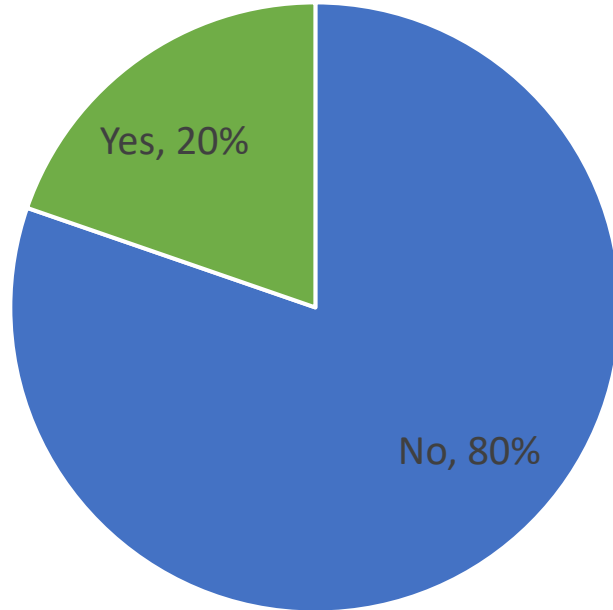
<u>License Type</u>	<u>Located within an Impact Zone</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Cultivator	202	194	396
Manufacturer	119	106	225
Wholesaler	3	2	5
Distributor	4	6	10
Retailer	513	326	839
Delivery	5	7	12
Testing Laboratory	8	2	10
Grand Total	854	643	1497



Majority Owner Resident of EDA

Is the license applicant majority-owned (51% or more) by persons who have lived in an economically disadvantaged area for 5 of last 10 years?

<u>Economically Disadvantaged Area</u>	<u>Number</u>	<u>Percentage</u>
No	1202	80%
Yes	295	20%
Grand Total	1497	100%



<u>License Type</u>	<u>Economically Disadvantaged Area</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Cultivator	309	87	396
Manufacturer	185	40	225
Wholesaler	3	2	5
Distributor	5	5	10
Retailer	686	153	839
Delivery	4	8	12
Testing Laboratory	10	0	10
Grand Total	1202	295	1497

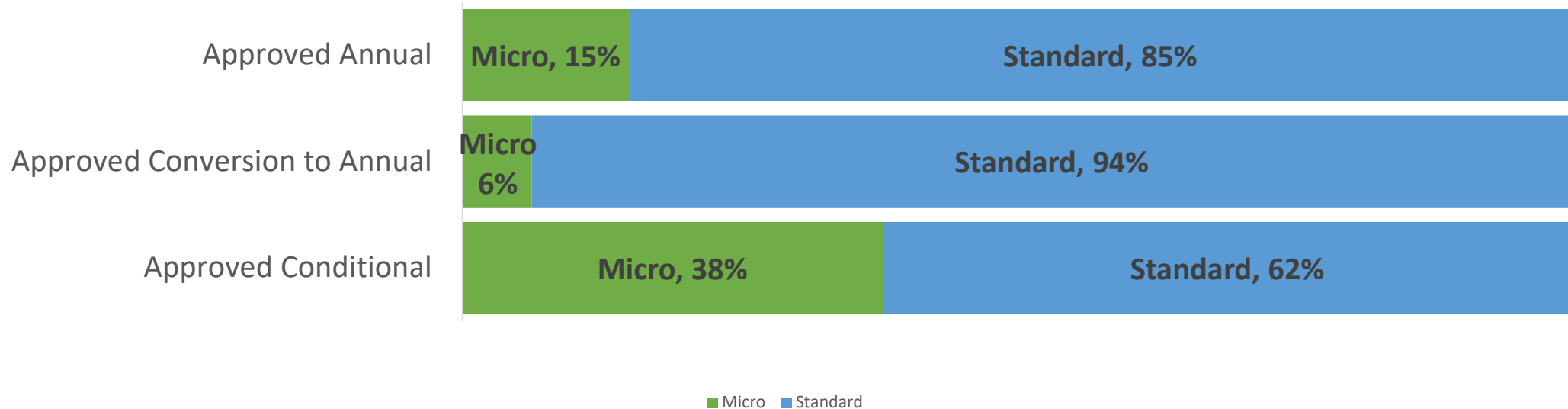


Business Category (Micro or Standard)

All data as of December 17, 2022

Licensees	Business Category		
	Micro	Standard	Total
Approved Annual	3	17	20
Approved Conversion to Annual	1	15	16
Approved Conditional	345	566	911
Grand Total	349	598	947

Licensee Business Category

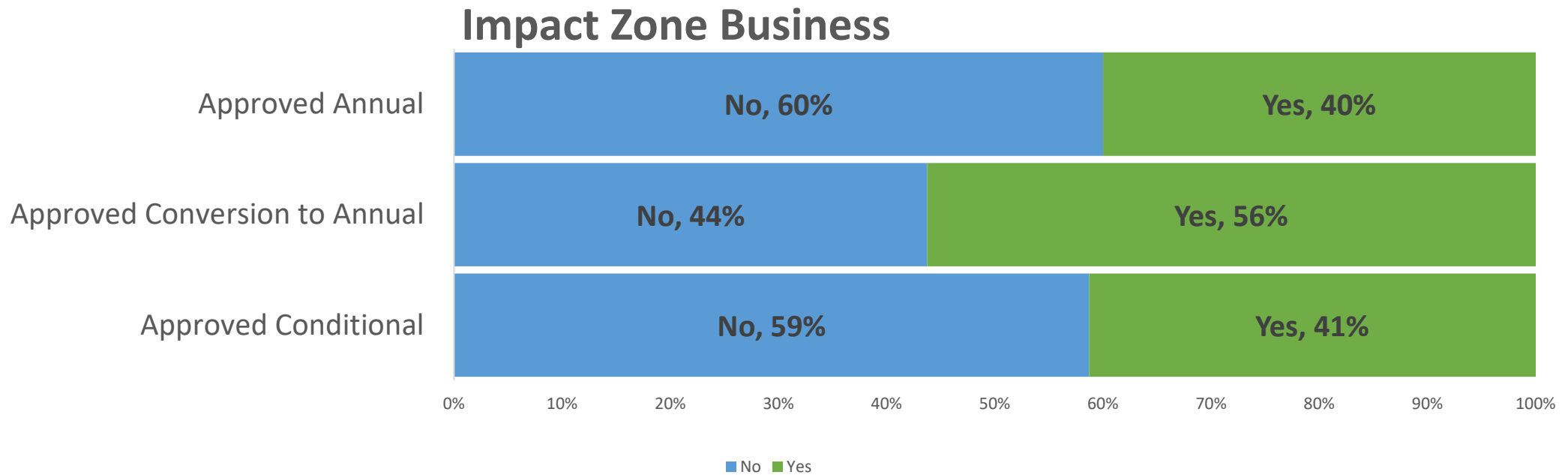




Proposed Location within an Impact Zone (Yes or No)

All data as of December 17, 2022

<u>Business Category</u>	<u>Impact Zone Business</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Approved Annual	12	8	20
Approved Conversion to Annual	7	9	16
Approved Conditional	535	376	911
Grand Total	554	393	947

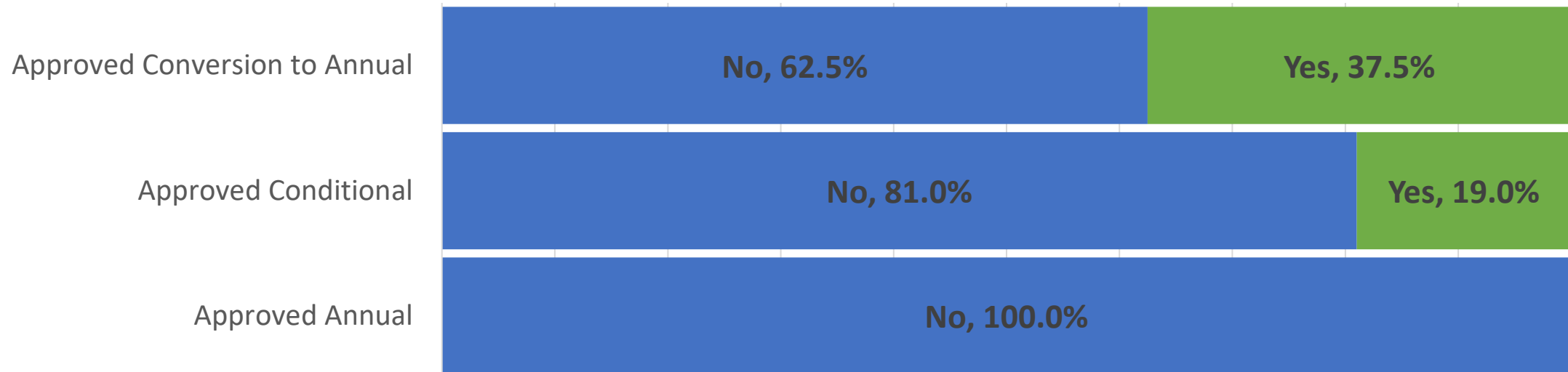




Majority Owner Resident of EDA

Is the license applicant majority-owned (51% or more) by persons who have lived in an economically disadvantaged area for 5 of last 10 years?

<u>Business Category</u>	<u>Impact Zone Business</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Approved Annual	20	0	20
Approved Conversion to Annual	738	173	911
Approved Conditional	10	6	16
Grand Total	768	179	947

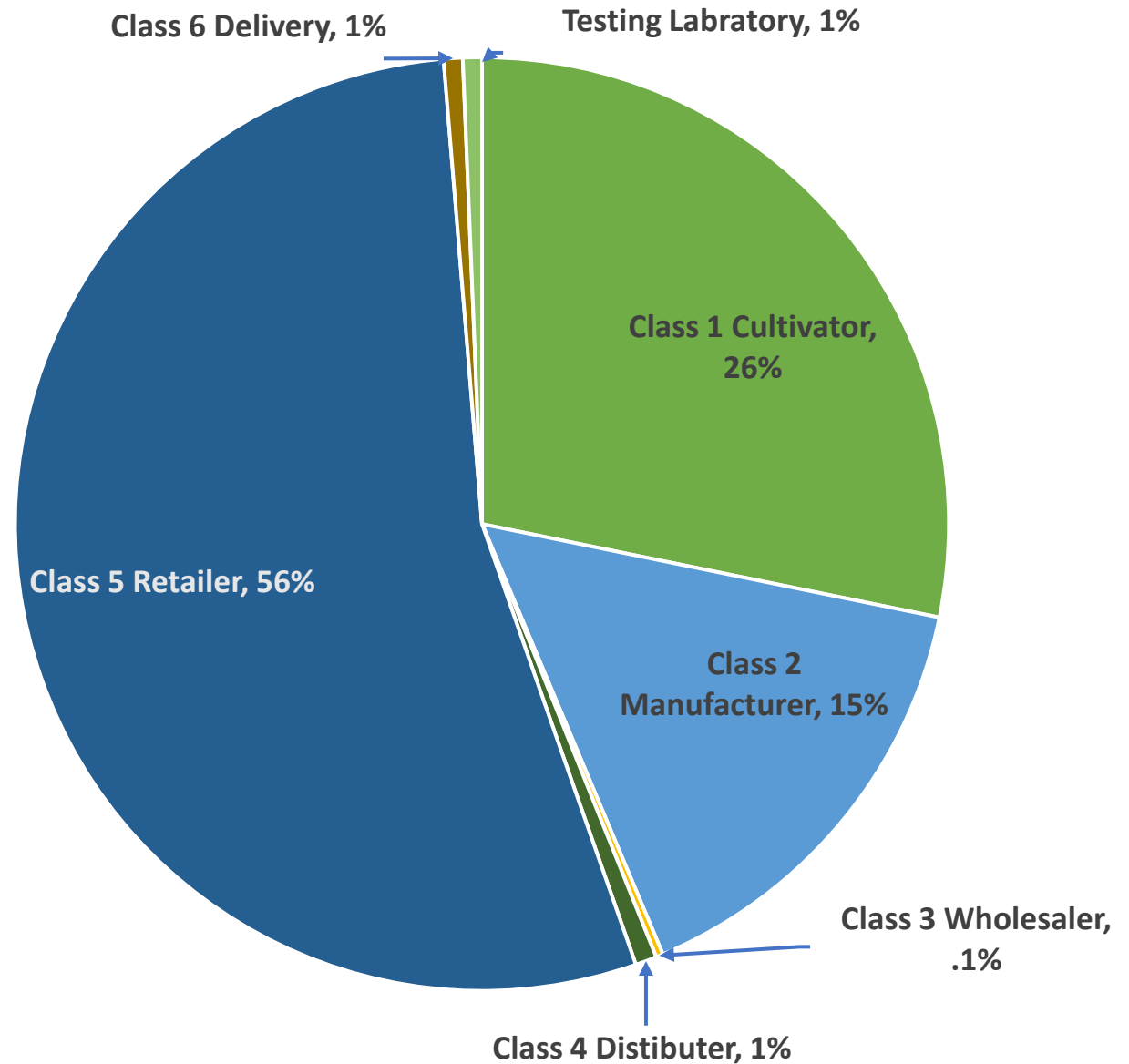




Business License Type

All data as of December 17, 2022

<u>License Type</u>	<u>Number</u>	<u>Percentage</u>
Cultivator	396	26%
Manufacturer	225	15%
Wholesaler	5	0%
Distributor	10	1%
Retailer	839	56%
Delivery	12	1%
Testing Laboratory	10	1%
Grand Total	1497	100%

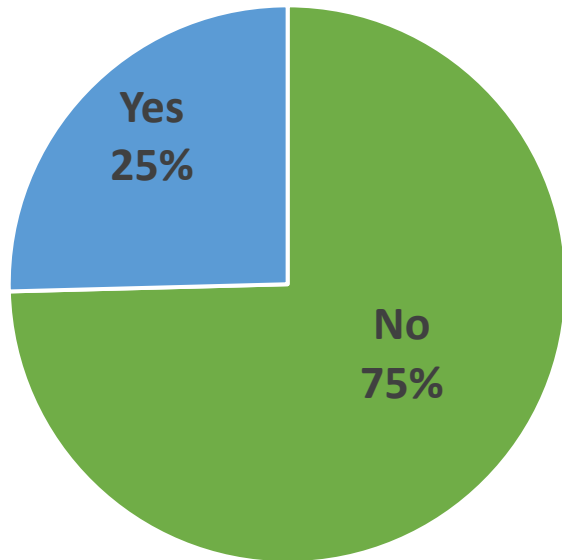




Social Equity Business

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

<u>Social Equity Business</u>	<u>Number</u>	<u>Percentage</u>
No	1122	75%
Yes	375	25%
Grand Total	1497	100%



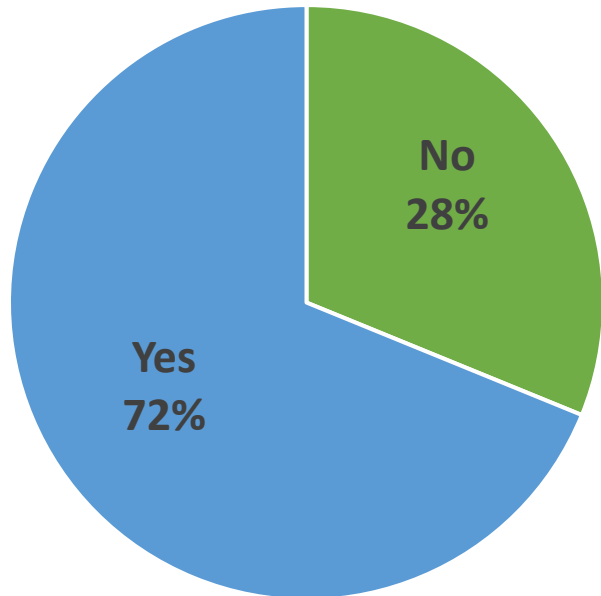
<u>License Type</u>	<u>Social Equity</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Cultivator	263	133	396
Manufacturer	168	57	225
Wholesaler	2	3	5
Distributor	4	6	10
Retailer	672	167	839
Delivery	4	8	12
Testing Laboratory	9	1	10
Grand Total	1122	375	1497



Diversely Owned Business

All data as of December 17, 2022

<u>Diversely Owned</u>	<u>Number</u>	<u>Percentage</u>
No	417	28%
Yes	1080	72%
Grand Total	1497	100%



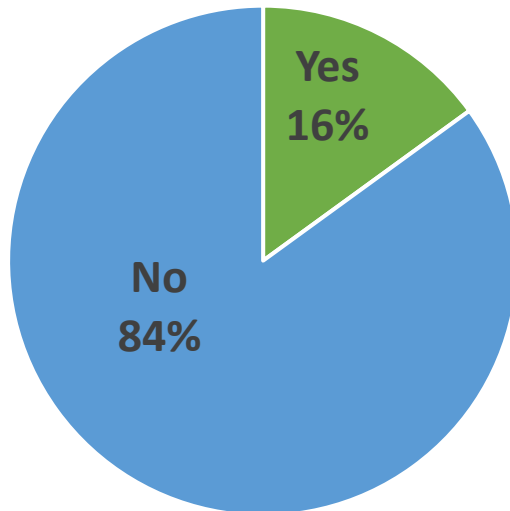
<u>License Type</u>	<u>Diversely Owned</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Cultivator	152	244	396
Manufacturer	77	148	225
Wholesaler	2	3	5
Distributor	2	8	10
Retailer	175	664	839
Delivery	1	11	12
Testing Laboratory	8	2	10
Grand Total	417	1080	1497



Majority Owner with Prior Marijuana Convictions

All data as of December 17, 2022

<u>Prior Marijuana Conviction</u>	<u>Number</u>	<u>Percentage</u>
No	1255	84%
Yes	242	16%
Grand Total	1497	100%



<u>License Type</u>	<u>Prior Marijuana Conviction</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Cultivator	310	86	396
Manufacturer	188	37	225
Wholesaler	4	1	5
Distributor	9	1	10
Retailer	725	114	839
Delivery	9	3	12
Testing Laboratory	10	0	10
Grand Total	1255	242	1497



Awardee Data

This data considers available information about applicants and related persons of interest associated with conditional, conditional and conditional-to-annual conversion licenses already awarded.

All data as of December 17, 2022



License Type

All data as of December 17, 2022

<u>License Type</u>	<u>Approved Annual</u>	<u>Approved Conversion to Annual</u>	<u>Approved Conditional</u>
Class1 Cultivator	2	11	238
Class2 Manufacturer	1	3	148
Class5 Retailer	13	2	525
Testing Laboratory	4	0	0
Grand Total	20	16	911

<u>License Type</u>	<u>Approved Annual</u>	<u>Approved Conversion to Annual</u>	<u>Approved Conditional</u>
Class1 Cultivator	10%	69%	26%
Class2 Manufacturer	5%	19%	16%
Class5 Retailer	65%	13%	58%
Testing Laboratory	20%	0%	0%
Grand Total	100%	100%	100%



Awardee DVOB and SEB Summary

All data as of December 17, 2022

36 Total Annual Licenses Awarded		
Social Equity Businesses	10	28%
Diversely Owned Businesses	24	67%

Four (4) awarded licenses were designated as both Social Equity Businesses and Diversely Owned Businesses



Approved Annual and Conversion to Annual Race/Ethnicity of Majority Owners by License Award

<u>Race/Ethnicity</u>	<u>Annual***</u>	<u>Conversion***</u>	<u>Total</u>	<u>Percent of Licensees (N=50)****</u>
Black	6	9	15	30%
White	5	8	13	26%
Asian	9	3	12	24%
Blank	3	1	4	8%
Hispanic/Latino**	3	0	3	6%
No majority	1	1	2	4%
American Indian*	1	0	1	2%
Other	1	0	1	2%

*One POI reported being both black/African American and American Indian/Native Hawaiian

**The three majority owners reporting to be Hispanic/Latino all reported their race as being "Other", but are listed under Hispanic/Latino since their ethnicity qualified them for MBEs

***Reported by licenses awarded. Some awardees received two licenses and therefore are counted twice.

****As noted above, Licensees may have majority ownership that identified as multiple Race/Ethnicities



Approved Annual and Conversion to Annual Race/Ethnicity of Majority Owners by Entity Awarded

<u>Race/Ethnicity</u>	<u>Annual***</u>	<u>Conversion***</u>	<u>Total</u>	<u>Percent of Licensees (N=50)****</u>
Asian	9	3	12	27%
Black	5	7	12	27%
White	3	7	10	23%
Blank	3	1	4	9%
Hispanic/Latino**	3	0	3	7%
No majority	1	1	2	5%
American Indian*	1	0	1	2%
Other	1	0	1	2%

*One POI reported being both black/African American and American Indian/Native Hawaiian

**The three majority owners reporting to be Hispanic/Latino all reported their race as being "Other", but are listed under Hispanic/Latino since their ethnicity qualified them for MBEs

****Reported by entity. Some awardees received two licenses but are only counted once here.

*****As noted above, Licensed Entities may have majority ownership that identified as more than one Race/Ethnicity

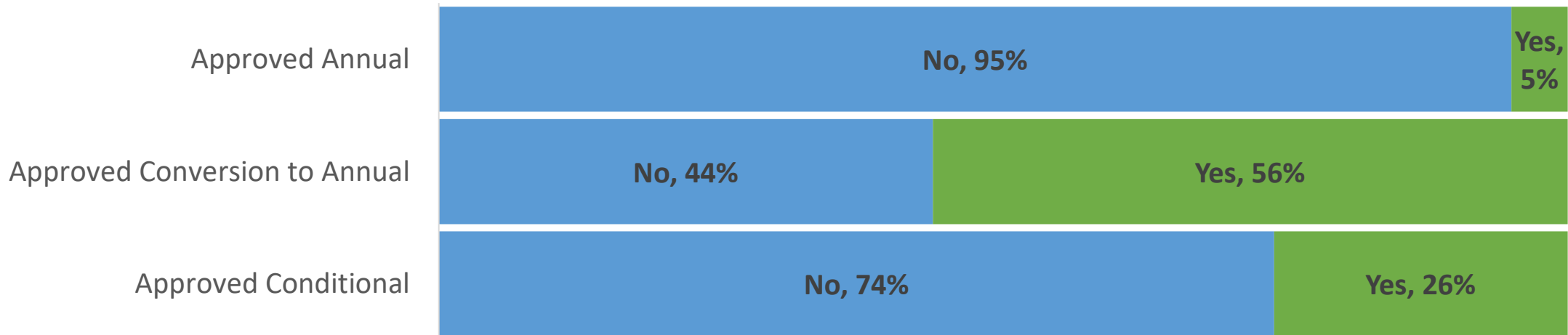


Social Equity Businesses (Yes or No)

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

Licensees	Social Equity Business		Total
	No	Yes	
Approved Annual	19	1	20
Approved Conversion to Annual	7	9	16
Approved Conditional	674	237	911
Grand Total	700	247	947

Social Equity Businesses



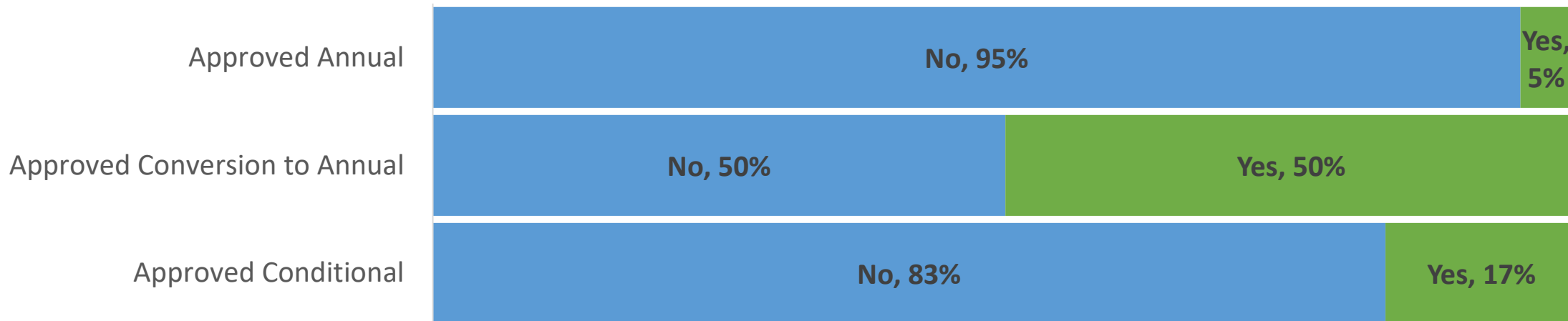
All data as of December 17, 2022



Majority Previous Marijuana Conviction (Yes or No)

<u>Business Category</u>	<u>Previous Marijuana Conviction</u>		<u>Total</u>
	<u>No</u>	<u>Yes</u>	
Approved Annual	19	1	20
Approved Conversion to Annual	8	8	16
Approved Conditional	758	153	911
Grand Total	785	162	947

Majority Owned Previous Marijuana Conviction



All data as of December 17th, 2022

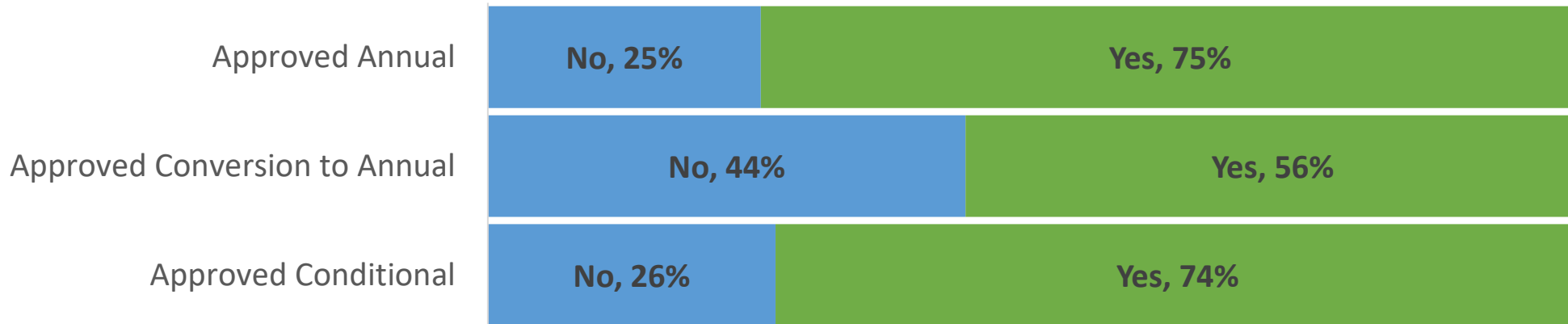


Diversely Owned Business (Yes or No)

As Self-reported in the Application Process

Business Category	Diversely Owned Business		Total
	No	Yes	
Approved Annual	5	15	20
Approved Conversion to Annual	7	9	16
Approved Conditional	240	671	911
Grand Total	700	247	947

Diversely Owned Business



■ No ■ Yes

All data as of December 17, 2022



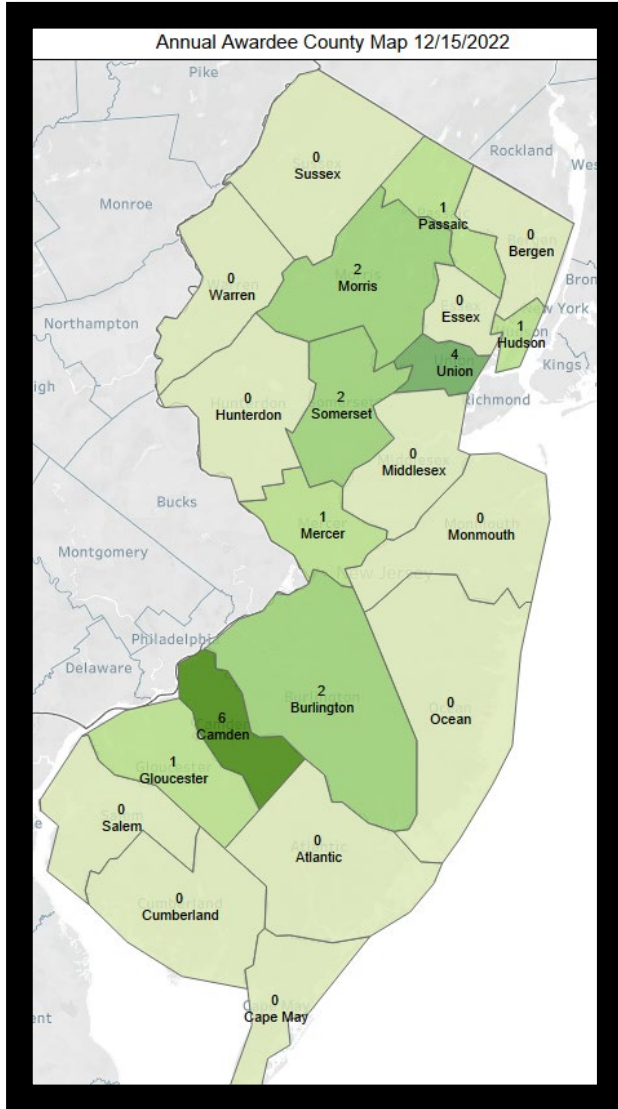
Diversely Owned Businesses

As Self-reported in the Application Process

<u>Total State Department Certifications</u>	<u>Board Approved Annual</u>	<u>Board Approved Conditional</u>	<u>Board Approved Conversion</u>
Disabled Veteran Owned	2	28	0
Minority Owned	12	434	6
Woman Owned	5	400	5



Annual Awardee Distribution by County



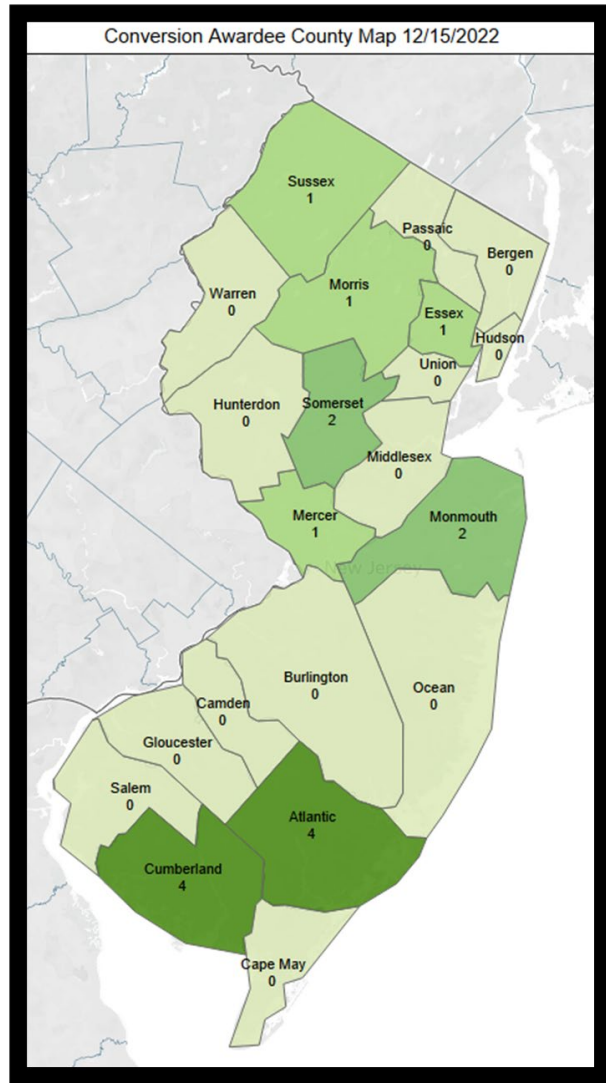
Annual Awardees 12/15/2022	
County	Approved Annual
Atlantic	0
Bergen	0
Burlington	2
Camden	6
Cape May	0
Cumberland	0
Essex	0
Gloucester	1
Hunterdon	0
Hudson	1
Mercer	1
Middlesex	0
Monmouth	0
Morris	2
Ocean	0
Passaic	1
Salem	0
Somerset	2
Sussex	0
Union	4
Warren	0

Annual Awardee by County & License Type 12/15/2022					
County	class1Cultivator	class2Manufacturer	class5Retailer	testingLaboratory	Grand Total
Burlington	0	0	1	1	2
Camden	0	0	5	1	6
Gloucester	1	0	0	0	1
Hudson	0	0	1	0	1
Mercer	0	0	0	1	1
Morris	0	0	1	1	2
Passaic	0	0	1	0	1
Somerset	0	0	2	0	2
Union	1	1	2	0	4
Grand Total	2	1	13	4	20

All data as of December 17, 2022



Conversion to Annual Awardee Distribution by County



Conversions to Annual by County 12/15/2022	
County	Approved Annual
Atlantic	4
Bergen	0
Burlington	0
Camden	0
Cape May	0
Cumberland	4
Essex	1
Gloucester	0
Hudson	0
Hunterdon	0
Mercer	1
Middlesex	0
Monmouth	2
Morris	1
Ocean	0
Passaic	0
Salem	0
Somerset	2
Sussex	1
Union	0
Warren	0

Conversion to annual Awardee by County & License Type 12/15/2022				
County	class1Cultivator	class2Manufacturer	class5Retailer	Grand Total
Atlantic	3	0	1	4
Cumberland	3	1	0	4
Essex	1	0	0	1
Mercer	1	0	0	1
Monmouth	1	1	0	2
Morris	0	0	1	1
Somerset	1	1	0	2
Sussex	1	0	0	1
Grand Total	11	3	2	16

All data as of December 17, 2022



Awardee Persons of Interest Data

All data as of December 17, 2022



Key Population Data

All data as of December 17, 2022

<u>Key Population</u>	<u>Conditional Submission</u>	<u>Conditional Approval</u>	<u>Annual Submission</u>	<u>Annual Approval</u>
Justice Involved	17%	17%	2%	25%
Minority Owned	49%	48%	31%	50%
Black or African American	18%	18%	13%	11%
Hispanic or Latino	11%	11%	6%	8%

Additional Data



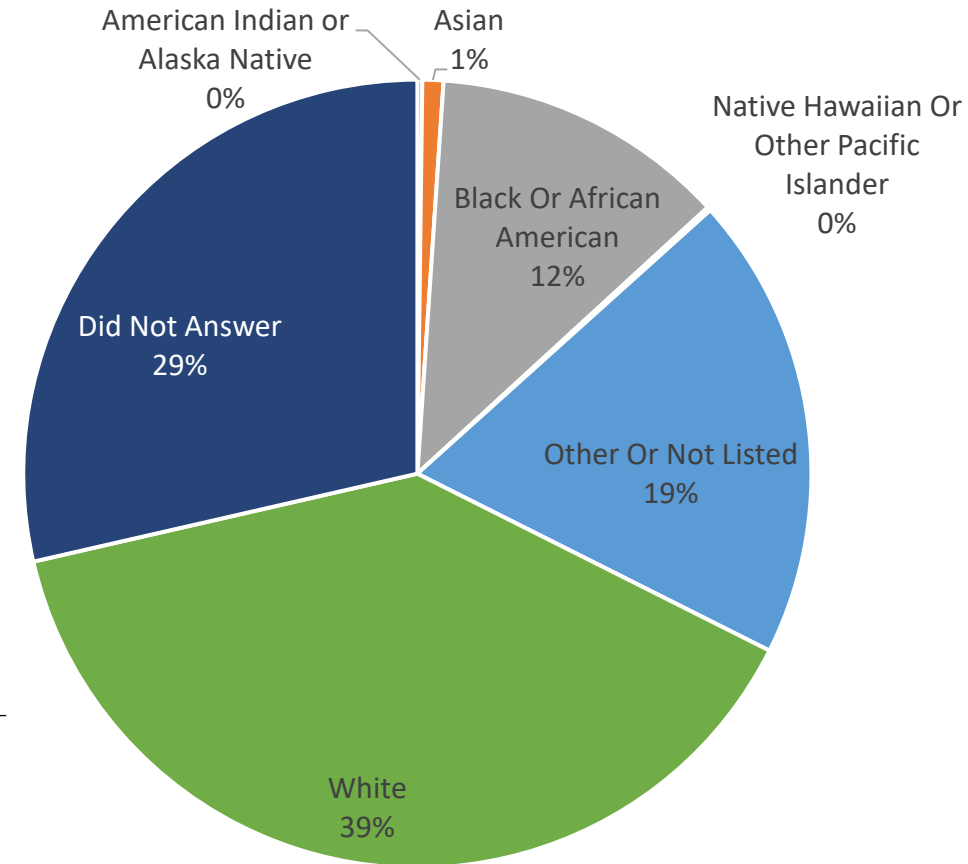
All data as of December 17, 2022



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%
Asian	39	1%
Black Or African American	548	12%
Native Hawaiian Or Other Pacific Islander	7	0%
Other Or Not Listed	862	19%
White	1763	39%
Data not yet available	1292	29%
Grand Total	4520	100%





Testing Labs Entity Data

<u>ID</u>	<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>
1173	Trichome Analytical LLC	Testing Laboratory	Standard	No	No	Yes	No
1328	NEW JERSEY CANNALYTICS LLC	Testing Laboratory	Standard	No	No	No	No
1757	Green Analytics East LLC	Testing Laboratory	Standard	No	No	No	No
1903	SRIVEN LABS LLC	Testing Laboratory	Standard	No	No	No	No

All data as of December 17, 2022