

Addendum: By the Numbers

Application Activity, Provisional Licenses Issued, Backlog, and Months to Clear the Queue

| Month | Jul-'18 | Aug-'18 | Sep-'18 | Oct-'18 | Nov-'18 | Dec-'18 | Jan-'19 | Feb-'19 | Mar-'19 | Apr-'19 | May-'19 | Jun-'19 | Jul-'19 | Aug-'19 |
|----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 1. Apps In | 86 | 9 | 49 | 26 | 30 | 31 | 38 | 28 | 13 | 74 | 37 | 34 | 28 | 29 |
| 2. Less: | - | 1 | - | - | - | - | - | 1 | - | 1 | - | 4 | 2 | 1 |
| 3. Net Apps | 86 | 8 | 49 | 26 | 30 | 31 | 38 | 27 | 13 | 73 | 37 | 30 | 26 | 28 |
| 4. Prov Lics | - | - | 38 | 15 | 23 | 15 | 16 | 11 | 8 | 18 | 13 | 21 | 7 | 4 |
| 5. Avg. PLs | | | 38.0 | 26.5 | 25.3 | 22.8 | 21.4 | 19.7 | 18.0 | 18.0 | 17.4 | 17.8 | 16.8 | 15.8 |
| 6. Backlog | 86 | 94 | 105 | 116 | 123 | 139 | 161 | 177 | 182 | 237 | 261 | 270 | 289 | 313 |
| 7. Mo to Clear | | | 2.8 | 4.4 | 4.9 | 6.1 | 7.5 | 9.0 | 10.1 | 13.2 | 15.0 | 15.2 | 17.2 | 19.9 |

1. Completed applications where all packets have been submitted and the application fee paid
2. Less: Denied applications and withdrawn or terminated applications. One denied application has since been issued a provisional license
3. Net Applications represents new complete applications less those withdrawn, terminated, or denied
4. Provisional licenses represents provisional licenses issued. The Commission controls issuance of provisional licenses. Because the applicant must perform various tasks to move from provisional to final license, timing for that stage is not within the Commission's exclusive control
5. Avg. Prov. Lic. Represents the average number of provisional licenses issued each month, starting with the first provisional licenses that appeared on the September 2018 report
6. Backlog is the cumulative amount of submitted and complete applications awaiting a Commission decision for issuance of a provisional license
7. Months to clear represents the number of months needed to clear the backlog, based upon average number of provisional licenses issued

Average license approval performance over prior three and six months:

| | Lifetime | Mar - Aug 180-day Avg | Jun - Aug 90-day Avg |
|--------------------------------|-------------|--------------------------|-------------------------|
| Applications Submitted | 512 | 215 | 91 |
| Less Denied or Terminated: | 10 | 8 | 7 |
| Net Applications | 502 | 207 | 84 |
| Prov Licenses Issued | 189 | 71 | 32 |
| Avg. Monthly Licenses Issued | 15.8 | 12 | 11 |
| Application Backlog | 313 | 313 | 313 |
| Months to Clear Backlog | 19.9 | 26.5 | 29.3 |

How far applications have advanced (Data set 9/13/2019):

| License Class | Apps Submitted | Denied | Provisional Licenses | Final Licenses | Commence Operations |
|------------------------|----------------|--------|----------------------|----------------|---------------------|
| MARIJUANA RETAILER | 218 | 1 | 44 | 7 | 26 |
| MARIJUANA PRODUCT MANU | 128 | 1 | 27 | 7 | 17 |

| | | | | | |
|-------------------------------|------------|----------|------------|-----------|-----------|
| MARIJUANA CULTIVATOR | 161 | 3 | 32 | 10 | 17 |
| MARIJUANA MICROBUSINESS | 13 | 0 | 3 | 1 | 0 |
| CRAFT MARIJUANA COOPERATIVE | 2 | 0 | 0 | 0 | 0 |
| EXISTING LICENSEE TRANSPORTER | 3 | 0 | 0 | 0 | 2 |
| THIRD-PARTY TRANSPORTER | 3 | 0 | 1 | 0 | 0 |
| MARIJUANA RESEARCH FACILITY | 4 | 0 | 0 | 0 | 0 |
| INDEPENDENT TESTING LAB | 6 | 0 | 1 | 0 | 2 |
| UNDEFINED | 2 | 0 | 0 | 0 | 0 |
| TOTALS | 540 | 5 | 108 | 25 | 64 |

540 applications have been submitted. Five were denied, though one of those denials (a cultivator) did eventually secure a provisional license. 197 provisional licenses have been awarded. Hence, there are 339 remaining applications in the submitted application queue.

197 applicants have been awarded a provisional license. 89 of those licensees have been awarded a final license. Hence, there are 108 remaining provisional license holders.

89 applicants have been awarded a final license, 64 have received authority to commence operations. Hence, there are 25 remaining final license holders.

What's waiting to come in (communities with at least 8 retail stores):

| Municipality | Off-Premise ABCC Licenses | Min. MJ Stores (20%) | Retail Apps Submitted Thru 9/13/2019 | Likely Remaining Apps to be Filed |
|---------------------|----------------------------------|-----------------------------|---|--|
| Boston | 267 | 54 | 7 | 47 |
| Worcester | 57 | 12 | 9 | 3 |
| Springfield | 55 | 11 | 0 | 11 |
| Lowell | 43 | 9 | 1 | 8 |
| Fall River | 40 | 8 | 6 | 2 |
| Lynn | 40 | 8 | 4 | 4 |
| Brockton | 38 | 8 | 8 | 0 |
| Cambridge | 38 | 8 | 0 | 8 |
| New Bedford | 38 | 8 | 0 | 8 |
| Pittsfield | 37 | 8 | 8 | 0 |
| Quincy | 36 | 8 | 0 | 8 |
| TOTALS | N/M² | 142 | 43 | 99 |

¹ One application was denied and subsequently approved for a provisional license

² N/M Not Meaningful