



Ultra Health[®]

Recommended Changes

Patient Benefits:

1. Volume discounts allowed for patients to encourage lower pricing
2. Product limits should be increased to 5 oz./month - traditional measurement
3. Remove maximum concentration of THC artificial limits of 70%
4. No fee for replacement or lost cards
5. Renewal of cards every 3 years for chronic conditions
6. Presumptive eligibility – retrospective review to determine compliance

Provider Changes:

1. Plant count should be completely eliminated or substantially increased to no less than 6 plants per patient enrolled in the program
2. Amendments for dispensaries in rural and underserved areas should be prioritized and issued in 30 days, maximum of 45 days approval on all amendments submitted. Formal appeal process adopted to avoid litigation.

Other Considerations:

1. Remove NMGRT from all product purchases similar to all medications and/or allocate a portion of NMGRT to provide for healthcare fund
2. Reciprocity – accept out-of-state approved authorizations (cards or approval letters) for allowed dispensing

MEDICAL CANNABIS UPDATE

FOURTH MEETING of the LEGISLATIVE HEALTH AND HUMAN SERVICES COMMITTEE

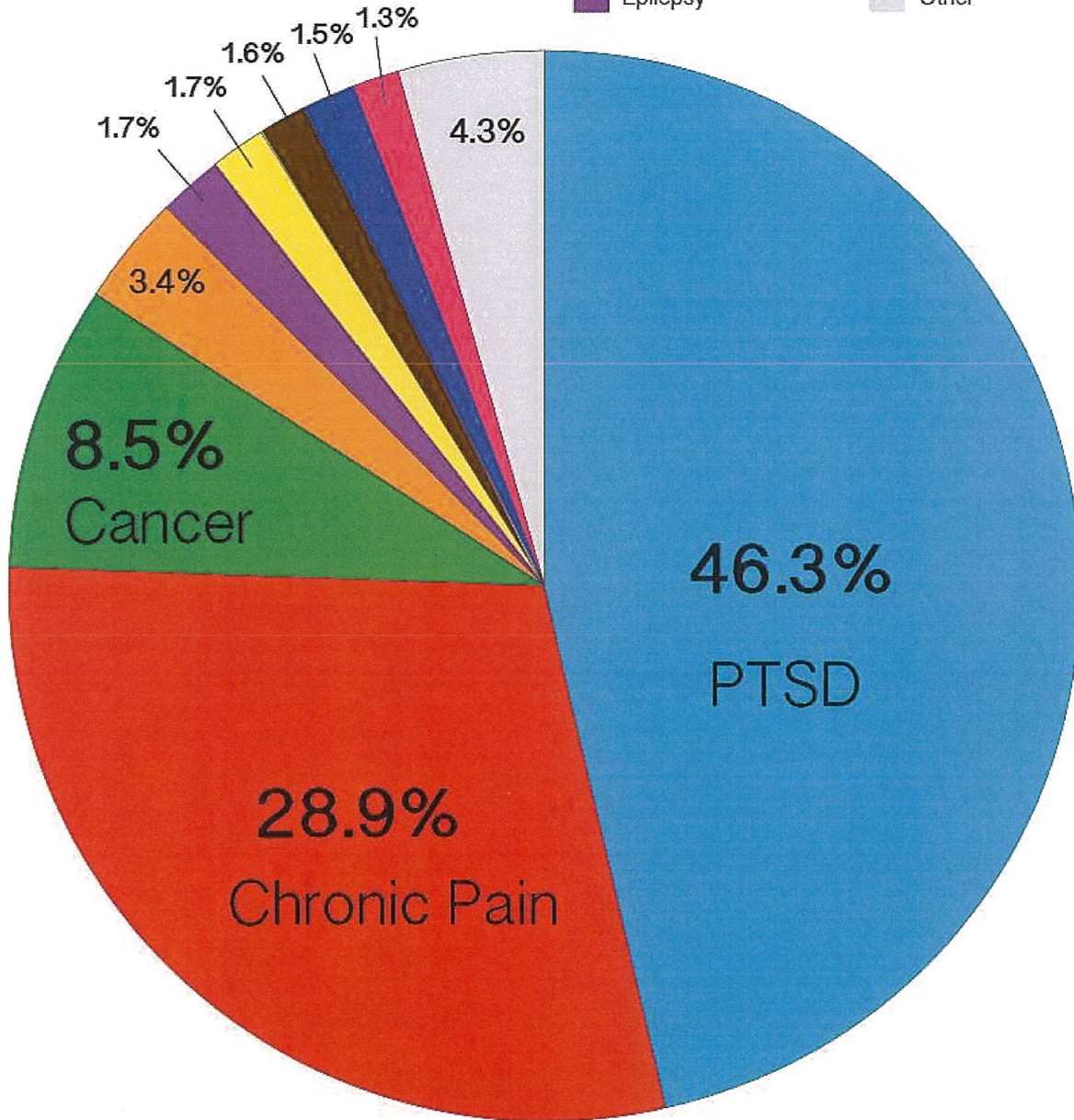
August 22-24, 2016
Taos County Commission Chambers
105 Albright Rd.

Senator Gerald Ortiz y Pino, Chair
Representative Nora Espinoza, Vice Chair

Patient count as of June 30, 2016

Currently there are 21 conditions approved by the NMDOH

- PTSD
- Chronic Pain
- Cancer
- Neuropathy
- Epilepsy
- HIV/AIDS
- Arthritis
- Nausea/Vomiting
- Multiple Sclerosis
- Other

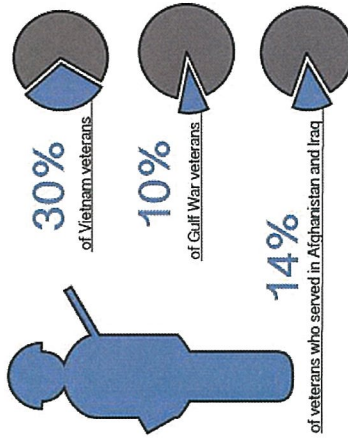


26,568 total patients

PTSD AND CANNABIS

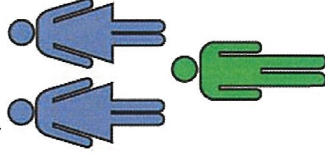
Post-traumatic stress disorder, or PTSD, is caused when a person sees or lives through a traumatic event. People with PTSD can experience symptoms including having flashbacks of the event, avoiding situations that could trigger upsetting memories, feeling irritable or helpless and much more. 8 out of every 100 people in the United States will experience PTSD at some point in their lifetime, and about 8 million adults will have PTSD within a given year.

Percentage of veterans affected by PTSD

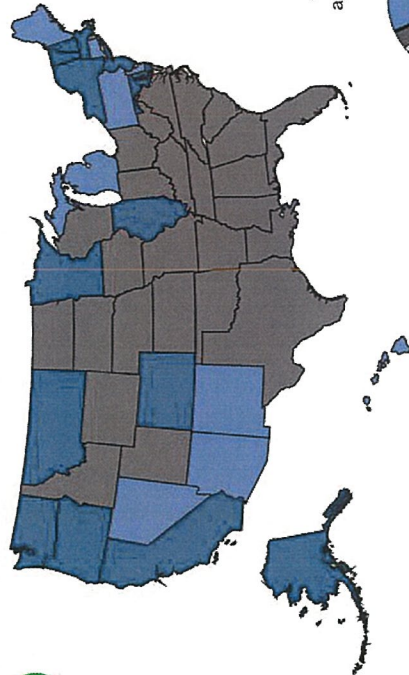


Congress is now considering a proposal to allow federal Veterans Affairs psychiatrists to recommend use of cannabis to those veterans receiving PTSD treatment.

Women are twice as likely to develop PTSD than men

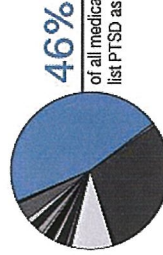


8 total medical cannabis states with PTSD as an approved condition



Legend:

- Blue: medical cannabis states with PTSD as an approved condition
- Light Blue: medical cannabis states without PTSD as an approved condition
- Grey: non-medical cannabis states



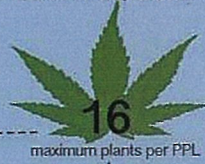
*All statistical data was taken from the National Center for PTSD
Madisca Novel

STATUS OF MEDICAL CANNABIS IN NEW MEXICO

prepared by:  **Ultra Health.**

Personal Production Licenses (PPL) | Licensed Non-Profit Producers (LNPP)

6,033 Total number of patients with PPLs as of July 31, 2016



\$1.88
fee per plant

\$30
fee per PPL

The 96,528 plants PPLs are allowed to secure as of July 31, 2016 accounts for **88%** of the maximum medical cannabis plants currently allowed in New Mexico

If every PPL had to pay their licensing fee at the same time for a maximum of 96,528 plants, they would pay



\$180,990

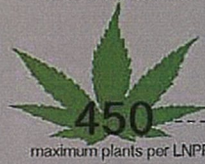
As of July 31, 2016, PPL holders account for **22%** off all medical cannabis patients in New Mexico



Percentage of patients with PPLs

July 31, 2015	23%
July 31, 2014	30%
July 31, 2013	35%

Total number of LNPPs as of July 31, 2016 **35**



\$200
fee per plant



which can total up to **\$90,000** in fees per LNPP

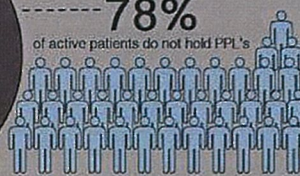
The 13,800 plants LNPPs secured from August 1, 2016 to July 31, 2017 accounts for only **12%** of the maximum medical cannabis plants currently allowed in New Mexico

On August 1, 2016, the 35 LNPPs bought 13,800 plants and paid fees totalling



\$2.76 million

As of July 31, 2016 **78%** of active patients do not hold PPL's



110,328
maximum medical cannabis plants currently allowed in New Mexico as of August 1, 2016

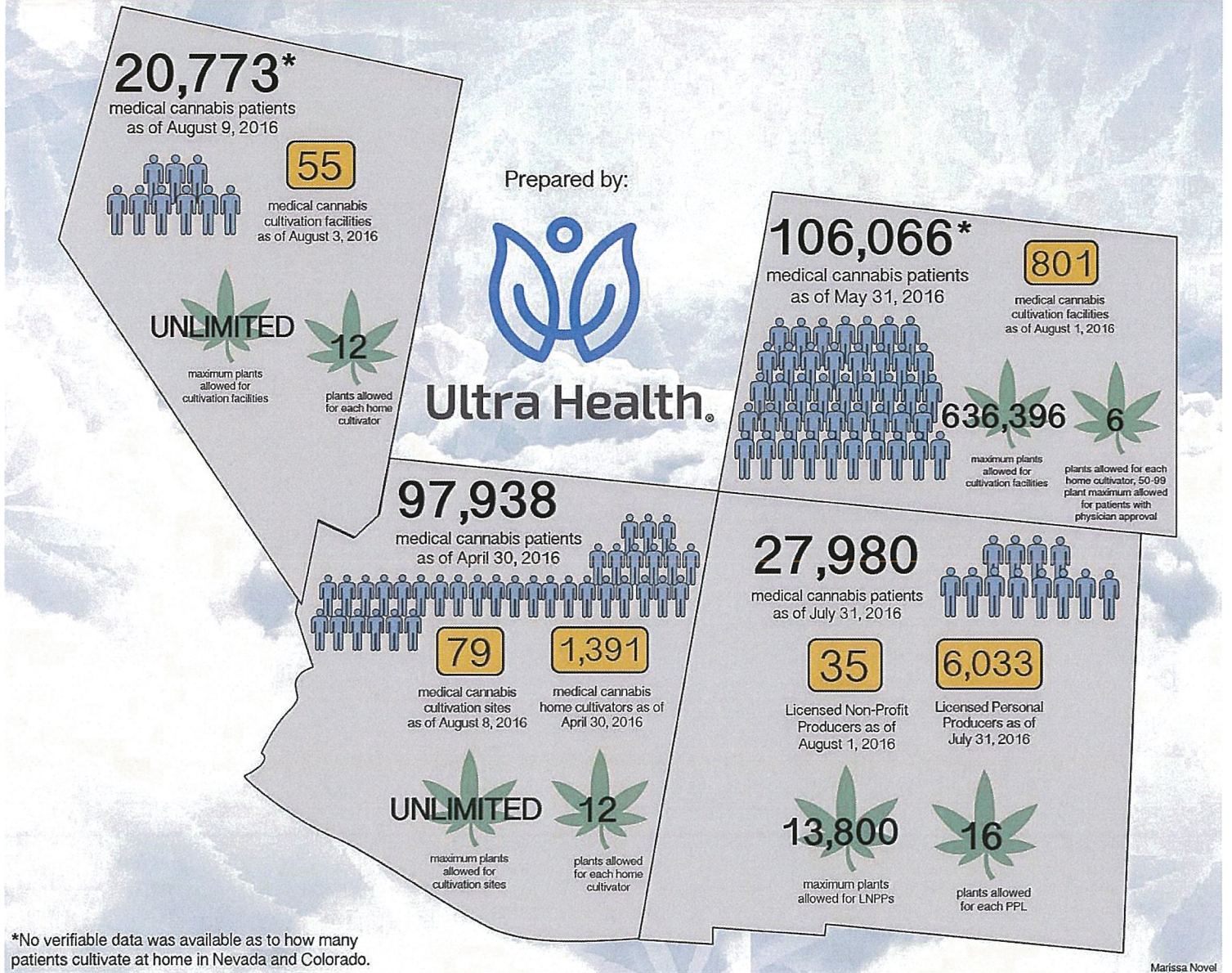


27,980
total medical cannabis patients in New Mexico as of July 31, 2016

Percentage of patients without PPLs

July 31, 2015	77%
July 31, 2014	70%
July 31, 2013	65%

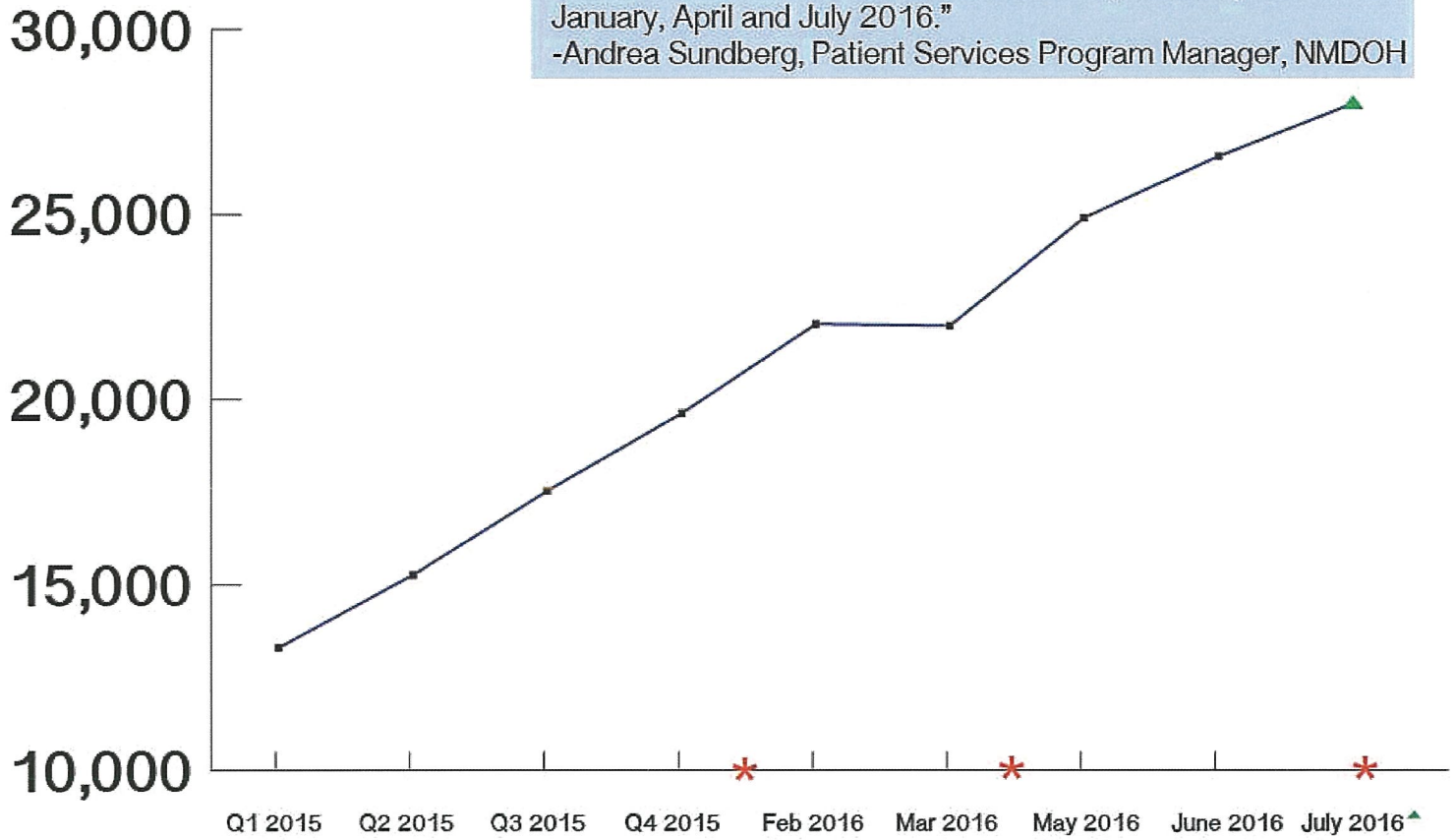
STATUS OF MEDICAL CANNABIS IN SURROUNDING STATES



Patient Growth 2015-2016

* IPRA Response 212 states:
 "...due to database issues there was no report compiled for January, April and July 2016."
 -Andrea Sundberg, Patient Services Program Manager, NMDOH

Number of patients in the Medical Cannabis Program

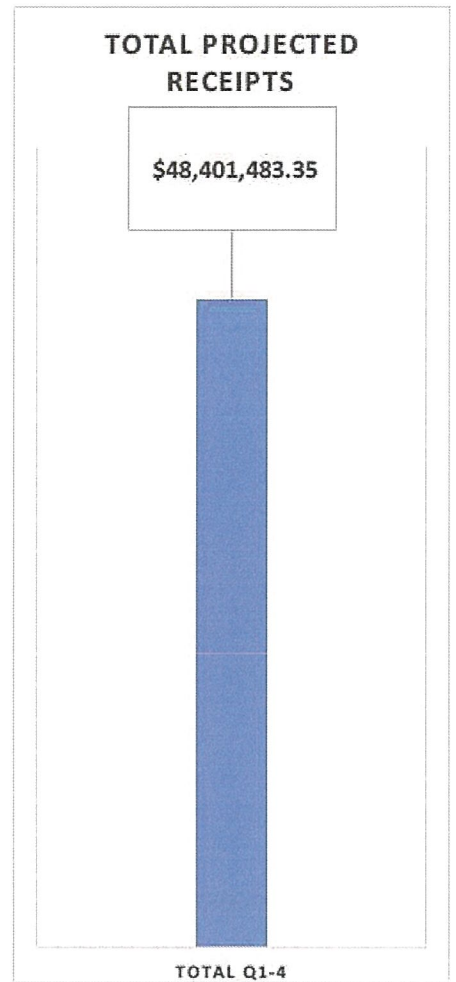
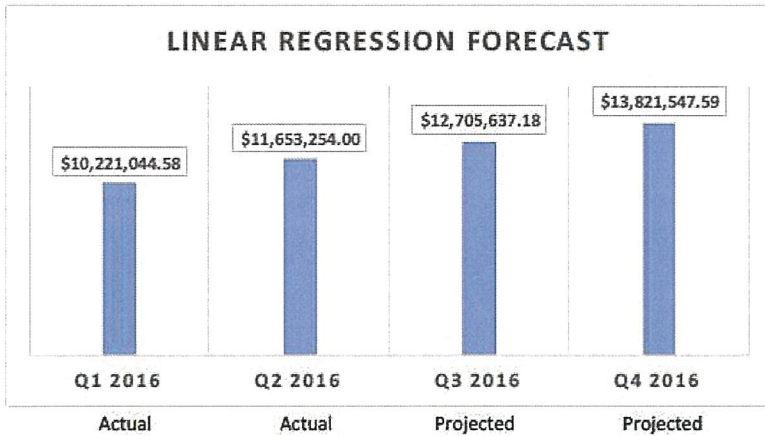


▲ NMDOH issued a handout August 4, 2016 for total patient count as of July 31, 2016

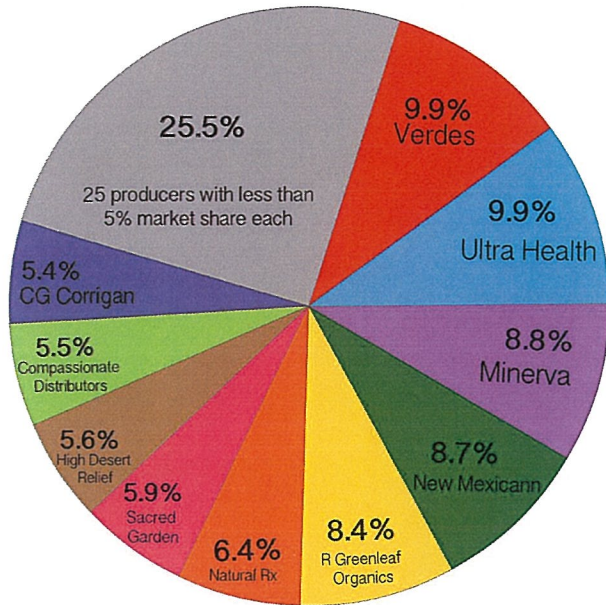
Revenue Forecast

Quarter/Yr	Quarter	Total Receipts	[Test]		
			Forecast Q2	Forecast Q3	Forecast Q4
Mar-15	Q1 2015	\$ 5,692,781.00	\$ 11,466,922.53	\$ 12,705,637.18	\$ 13,821,547.59
Jun-15	Q2 2015	\$ 7,400,174.00			
Sep-15	Q3 2015	\$ 8,327,392.00			
Mar-16	Q1 2016	\$ 10,221,044.58			
Jun-16	Q2 2016	\$ 11,653,254.00			
Sep-16	Q3 2016	\$ 12,705,637.18			
Dec-16	Q4 2016	\$ 13,821,547.59			

Total Q1-3	\$ 34,579,935.76
Total Q1-4	\$ 48,401,483.35



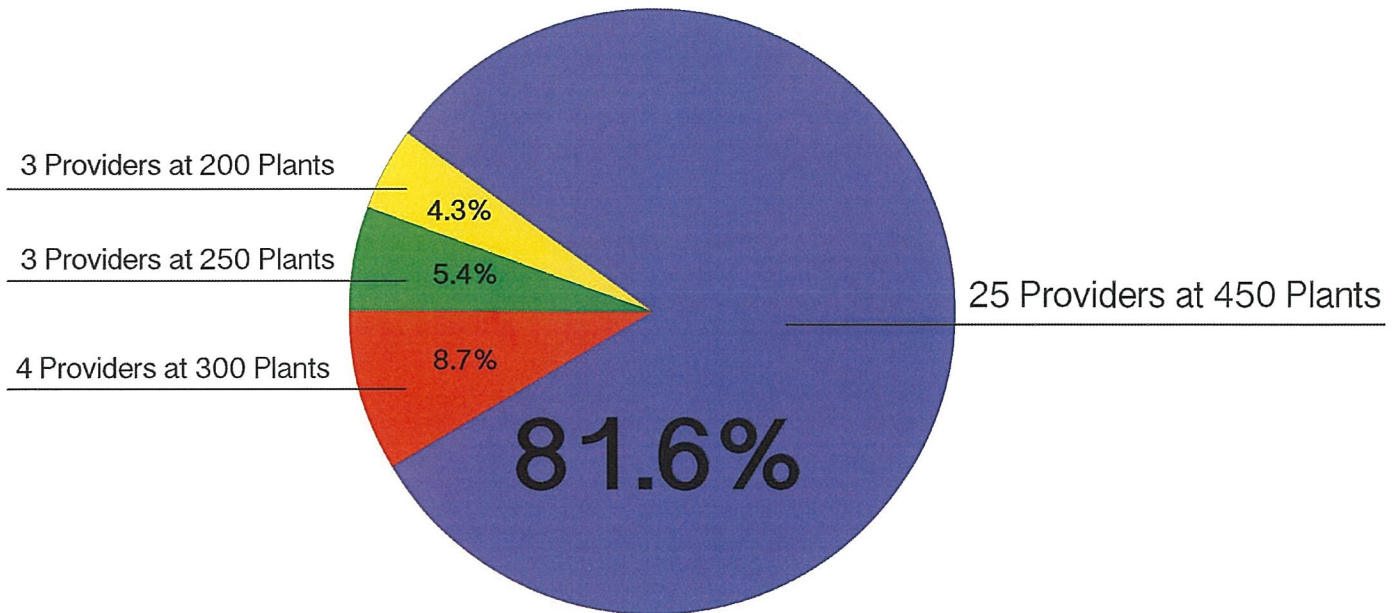
Market Analysis



Q2 Market Share

TOP 5 GAINERS ↑	
1. ULTRA HEALTH	+58.2%
2. HEALTHY EDUCATION SOCIETY	+43.9%
3. FRUIT OF THE EARTH ORGANICS	+32.3%
4. MOTHER EARTH HERBS	+22.9%
5. SACRED GARDEN	+19.5%

TOP 5 DECLINERS ↓	
1. BUDDING HOPE	-29.7%
2. NATURAL RX	- 7.1%
3. MJ EXPRESSO	- 5.6%
4. NM ALTNERATIVE CARE	- 3.5%
5. N/A	



35 Providers = 13,800 Plants

Provided by:



Ultra Health.

“BioTrack is not designed to meet the needs of the LNPPs it is meant to meet the needs of the MCP.”

- Ken Groggel, Manager, MCP 8/17/16


- Unit = 1 gram of dried leaves/flower
- Unit = 0.2 gram (200 mg) of THC for cannabis-infused products
- Maximum = 230 units/3 months

With this in mind;

If you test the product at the intermediate stage, the potency results are in units of %, if you test at the final stage, the potency results are in units of "mg".
So if you tested at the intermediate stage, here is the formula
((amount of cannabis in a single unit of inventory due to conversion) x (THC%)) / .2 = units. So if you have 10 g of oil and create 100 units and test it at 25%
 $((.1g) \times (.25)) / .2 = .125$ units

If the final product got tested and it was tested at 300 mg then,
300 / 200 = 1.5 units

I hope this information helps,
Please let me know if there is anything else I can do for you.
Souron A. Badliyan
Business Development



“This customer has exceeded the suggested limit by X amount of grams. Are you sure you want to proceed?”

Yesterday at 9:14 PM · 🌐

Come on Department of Health NM, and fuckin BIO-TRACK you need to get your shit together. We can't get our medicine because of bullshit limits and we have to go without eating, sleeping, stressing, running around its not cool and having a 50/50 chance if your going to get your medication. I have only been able to purchase 04. Of a gram for the last 1 1/2 months without anything " dropping off" ass they say but can purchase 4 places thank God, 2 just stopped selling a week ago!!! It makes no fuckin sense and is getting really stressful!!! COME ON HELP!!!

“This patient’s mmj card has expired.”

Limits by State

Colorado	No more than two ounces of a usable form of cannabis	Calculated by Net Weight of product.	
Arizona	2.5 ounces of cannabis in a 14-day period	Calculated by Net Weight of product.	
Nevada	2.5 ounces of cannabis in a 14-day period	Calculated by Net Weight of product.	
New Mexico	230 units every 90 days	Calculated by Net Weight of product for flower only. Edibles and concentrates: 1 unit = 200 mg of THC*	
		*Does not include other cannabinoids such as CBD, CBG, CBN	
THC	Tetrahydrocannabinol	1 ounce = 28.35 grams	
	mg	2.5 ounces = 70.87 grams	
	g		
1 gram = 1000 milligrams		Clear= A cannabis extract with 99.9% THC, available in most cannabis programs that no do have a potency limit on cannabis extracts.	
		1 gram of Clear = 999 mg of THC	
		1 Chocolate Bar = 200 mg of THC = 0.2 grams in AZ, NV, CO by net weight = NM 1 Unit	
	70% Maximum THC in a cannabis extract for New Mexico. 70% is 700mg per gram. 1 gram at 70% with 700mg THC= 2.5 Units		
New Mexico	1 Unit= 200 mg THC		
	200 x 230= 46,000	230 units/ 3 months=	76.66 units per month
	46,000 / 90 days = 511.11 mg per day of THC		76.66 Chocolate Bars per month
AZ and NV	70.87 grams x 999 = 70,799.13	2.5 ounces every 14 days= 5 ounces of any product per month	1 gram/ 0.2= 5
	70,799.13 / 14 = 5,057.08 mg per day of THC	5 x 28.35= 141.75 grams	708.75 Chocolate bars per month
		141.75 grams x 5=	
Colorado	2 ounces= 56.7 grams	56.7 grams x 5=	283.5 bars per day x 30=
	56.7 grams x 999= 56,643.3		8505 Chocolate Bars per month
	56,643.3 mg per day of THC		