

RESIN - Revenue Estimates Sales Inventory Numbers
Provided By: Tunseth / AMIA
Date Modified: 11/26/2022

<u>AMCO SPREADSHEET (10/10/22)</u>	<u>ACTIVE</u>	<u>PENDING</u>
RETAIL	159	8
LIMITED CULTIVATION	106	10
STANDARD CULTIVATION	135	13
CONCENTRATE MFG	18	1
PRODUCT MANUFACTURING	39	2
TESTING LABS	2	1
TOTALS	459	35

Source: AMCO Alaska - MJ Initiated APP list 10/10/22

<u>STATE OF ALASKA DOR REPORT (FISCAL YEAR)</u>	<u>2017</u>	<u>2018</u>
BUD OUNCES SOLD	29674	179087
BUD POUNDS SOLD	1060	6396
TRIM OUNCES SOLD	17640	142030
TRIM POUNDS SOLD	630	5073
IMMATURE / SEEDY / OTHER OUNCES	0	0
IMMATURE / SEEDY / OTHER POUNDS	0	0
Clones #	0	0
TOTAL OUNCES SOLD	47314	321117
TOTAL POUNDS SOLD	1690	11468

<u>ANNUAL PRODUCTION PROJECTIONS (CURRENT)</u>	<u>Number</u>	<u>Sq / Ft</u>
STANDARD (1000 sq ft)	135	1000
LIMITED (500 sq ft)	106	500
SUM OZ		
SUM LBS		
BUDS PRODUCED oz		
TRMIS PRODUCED oz		
IMMATURE / OTHER PRODUCED oz		

<u>ANNUAL PRODUCTION PROJECTIONS (PENDING & DELEGATED & COMPLETE)</u>	<u>Number</u>	<u>Sq / Ft</u>
STANDARD (1000 sq ft)	159	1000
LIMITED (500 sq ft)	127	500
SUM OZ		
SUM LBS		
BUDS PRODUCED oz		

TRMIS PRODUCED oz
 IMMATURE / OTHER PRODUCED oz

TAX COLLECTED (FY 2017 to Current)	2017	2018
Bud (\$50/oz)	\$1,483,700	\$8,954,350
Trim (\$15/oz)	\$264,600	\$2,130,450
IM (\$25/oz)	\$0	\$0
Clones (\$1)	\$0	\$0
Total	\$1,748,300	\$11,084,800

SHARE OF TAX COLLECTED (By % in AS 43.61)	2017	2018
General Fund (25%)	\$437,075	\$2,771,200
Recidivism Reduction (50%)	\$874,150	\$5,542,400
Marijuana Education Treatment Fund (25%)	\$437,075	\$2,771,200

Where did the tax money actually go? 2017 2018

License Fees Collected From Renewals	Rate/yr	2022
Retail	7000	\$1,113,000
Limited Cult	1400	\$148,400
Standard Cult	7000	\$945,000
Concentrate MFG	2000	\$36,000
Product MFG	7000	\$273,000
Testing	5000	\$10,000
Total		\$2,525,400

Estimated Sales From MPG - 10/2014 - Market Size and Demand for Marijuana in Alaska

Year	2016	2017
Price per gram	14	12
Retail Sales Value	\$55,565,228	\$64,835,925
Tax Revenues	\$7,064,722	\$9,617,329
Actual		\$1,748,300
Percent of projection (actual)		18%

Estimated Retail Sales (MJ Biz Factbook 2020 8th Ed)

	2019	2020
Low	\$170,000,000.00	\$180,000,000.00
High	\$210,000,000.00	\$220,000,000.00

Estimated Sales Value (Statista / New Frontier Data 2022)

	2019	2020
	\$102,700,000.00	\$119,500,000.00
AVERAGE	\$160,900,000.00	\$173,166,666.67

Current Tax rate assumptions**2022-23**

Blended tax on 1g (all)	\$1.07
Blended tax on 1g bud	\$1.79
Blended tax on 1g IM	\$0.54
Blended Tax on 1g trim	\$0.89

Retail Sales Assumptions by type (AK)**% of sales****Price**

*Averages from 3 retailers collected.

*Assuming average price per g at retail and price / 100mg edibles

*Assuming THC of 17% flower and 65% concentrates

*Assuming 15% extraction rate from flower to concentrate or edible

*Assuming all trim goes to MFG

Bud / Flower	67.0	\$10
Concentrates	21.7	\$75
Edibles	11.3	\$20

MG Produced 2023

BUD	2885740480
All Others	1319496360

<u>DELEGATED</u>	<u>COMPLETE</u>	<u>TOTAL</u>
23	2	192
10	1	127
11	0	159
2	0	21
3	0	44
0	0	3
49	3	546

<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>
291037	341848	377748	324236
10394	12209	13491	11580
239462	288348	377614	454935
8552	10298	13486	16248
42145	124561	173538	234021
1505	4449	6198	8358
6746	8381	8318	8120
572644	754757	928900	1013192
20452	26956	33175	36185

			LOW (.15)
<u>Total Sq ft</u>	<u>.15lbs/sq ft/yr</u>	<u>.3 lbs /sq ft/yr</u>	<u>Ounces / yr</u>
135000	20250	40500	567000
53000	7950	15900	222600
			789600
			28200
			236880
			315840
			236880

			LOW (.15)
<u>Total Sq ft</u>	<u>.15lbs/sq ft/yr</u>	<u>.3 lbs /sq ft/yr</u>	<u>Ounces / yr</u>
159000	23850	47700	667800
63500	9525	19050	266700
			934500
			33375
			280350

373800
280350

<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>
\$14,551,850	\$17,092,400	\$18,887,400	\$16,211,800
\$3,591,930	\$4,325,220	\$5,664,210	\$6,824,025
\$1,053,625	\$3,114,025	\$4,338,450	\$5,850,525
\$6,746	\$8,381	\$8,318	\$8,120
\$19,204,151	\$24,540,026	\$28,898,378	\$28,894,470

<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>
\$4,801,038	\$6,135,007	\$7,224,595	\$7,223,618
\$9,602,076	\$12,270,013	\$14,449,189	\$14,447,235
\$4,801,038	\$6,135,007	\$7,224,595	\$7,223,618

<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>
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<u>2023</u>	<u>2024</u>
1344000	
177800	
1113000	
42000	
308000	
15000	
\$2,999,800	

2018	2019	2020
10	9	8
\$79,908,625	\$91,270,074	\$106,916,870
\$14,223,735	\$18,051,192	\$23,789,003
\$11,084,800	\$19,204,151	\$24,540,026
78%	106%	103%

2021	2022	2023	2024
\$200,000,000.00	\$220,000,000.00	\$230,000,000.00	\$150,000,000.00
\$240,000,000.00	\$260,000,000.00	\$290,000,000.00	\$310,000,000.00

2021	2022	2023	2024
\$123,700,000.00	\$127,900,000.00	\$132,200,000.00	\$135,400,000.00
\$187,900,000.00	\$202,633,333.33	\$217,400,000.00	\$198,466,666.67



<u>mg/g or package</u>	<u>Tax Per g (Current)</u>	<u>Tax Rate per mg</u>
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170	\$1.79	\$0.0105
650	\$0.62	\$0.0009
100	\$0.62	\$0.0009





<u>2023 Projected</u>	<u>2023 *3mo</u>	<u>BY Percent (2023)</u>	
303664	75916	Bud	
10845	2711		28%
483332	120833	Trim	
17262	4315		44%
302584	75646	IM	
10807	2702		28%
5012	1253		
1089580	272395		
38914	9728		

HIGH (.3)

Ounces / yr

1134000	
445200	
1579200	
56400	
473760	30%
631680	40%
473760	30%

HIGH (.3)

Ounces / yr

1335600	
533400	
1869000	
66750	
560700	30%

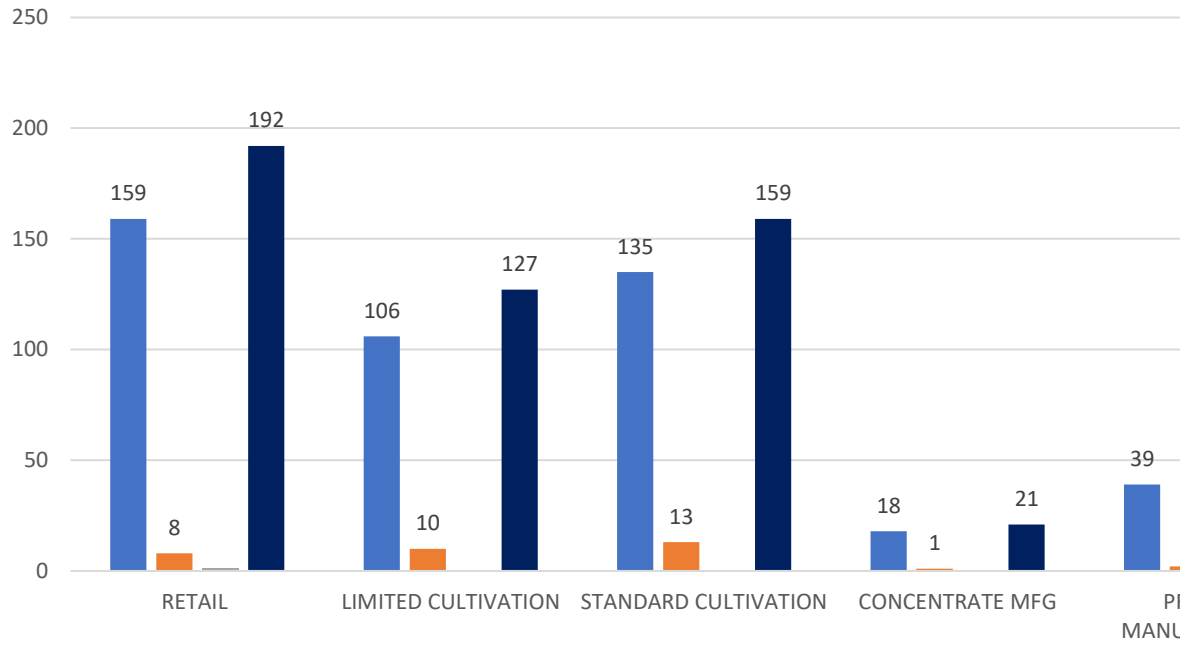
747600	40%
560700	30%

<u>2023*</u>	<u>Total</u>
\$15,183,200	\$92,364,700
\$7,249,980	\$30,050,415
\$7,564,600	\$21,921,225
\$5,012	\$36,577
\$30,002,792	\$144,372,917

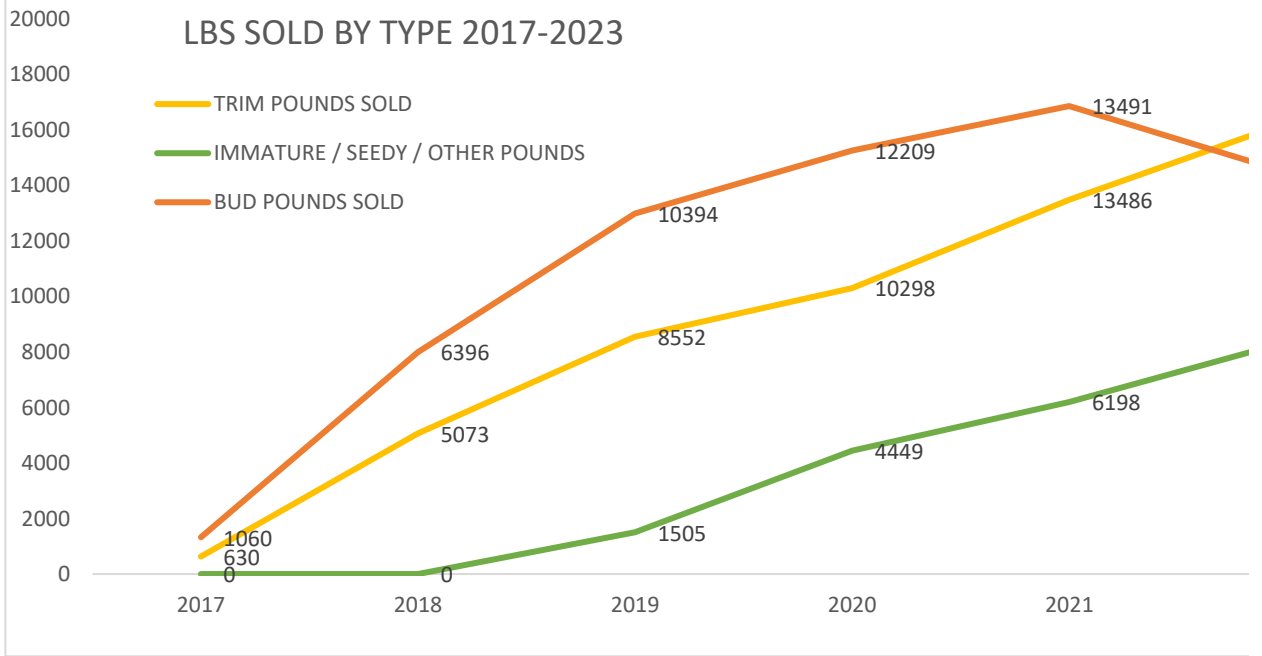
<u>2023</u>
\$7,500,698
\$15,001,396
\$7,500,698

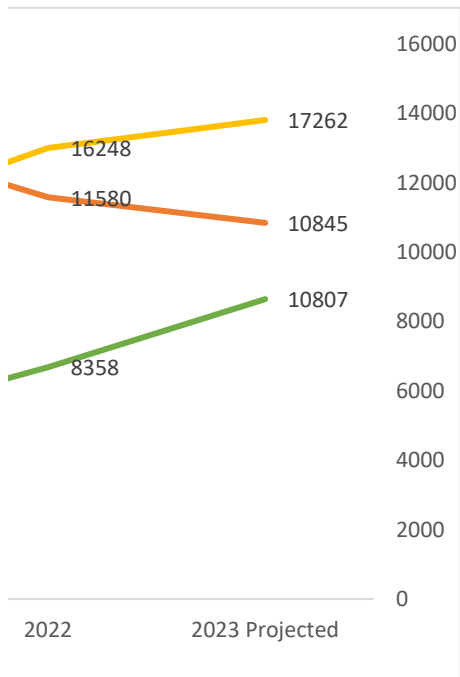
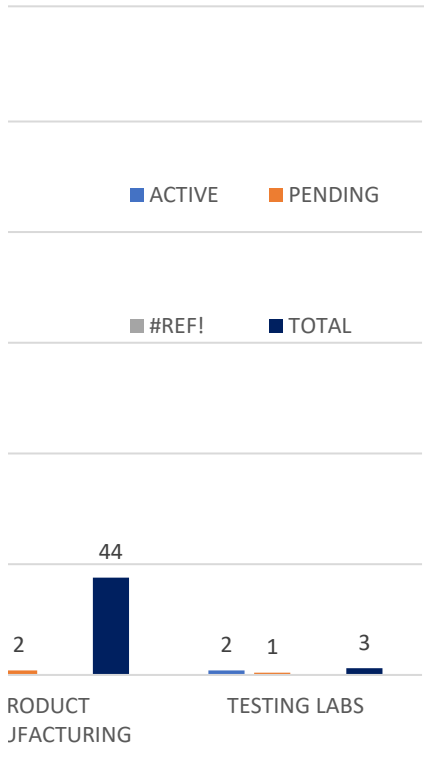
<u>2023</u>

ALASKA MARIJUANA LICENSES 10/2022



LBS SOLD BY TYPE 2017-2023





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ADJUST

Model Purpose

Current Tax Collected (FY 23 Estimate)

Desired Amount of 2023 Estimated Tax
(Enter Percent)

Amount to be collected

Required % At Retail

Required tax/mg At Retail

BUD 70%

Other 30%

CHANGE IN FLAT EXCISE AMOUNT

Bud /OZ

IM/ OZ

TRIM / OZ

Amount Generated at Change in Excise

ry Numbers

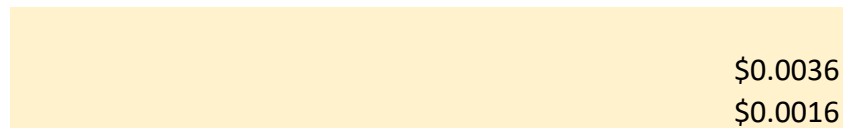
VALUES IN GREEN ONLY

This model estimates the percentage or mg rate of tax that would need to be collected given a set reduction desired on the current tax. And, looks at what changes to the current excise tax would yield.

\$30,002,792.00



\$15,001,396.00



Rate/OZ	
\$25.00	\$7,591,600.00
\$5.00	\$1,512,920.00
\$5.00	\$2,416,660.00
	\$11,521,180.00