

New York Cannabis

Market Facts



Launch

- **2016** – Med
- **2022** – Rec



Structure

- **Med:** Limited license, vertically-integrated
- **Rec:** Social-equity licenses, two-tier structure



Key Regs

Conditional Adult-Use Retail Dispensary (CAURD):

CAURD licenses are for businesses owned by justice-impacted individuals. They are the first in line to access the rec market.



Size

\$1.3B

Estimated total legal sales in 2023, growing to \$2.7B by 2027¹

Commentary

- New York's recreational market roll-out has been extremely slow since the Empire State legalized recreational weed back in 2021.
- As of March 2023, there are 3 recreational dispensaries open in NYC, and an estimated 1,400+ illicit shops, prompting calls for a crackdown.
- A coalition of legal license holders, including MSOs in the med market, have sued the state to allow access to the rec market and toss out the CAURD program.
- The social equity fund led by former NBA star Chris Webber has failed to raise any money as of January, despite a \$150 million target.

¹ BDSA report, January 2023