



# Cannabis Legalization

## Update on Distribution and Sales

Government of  
Northwest Territories

**Department of Finance**  
October, 2018



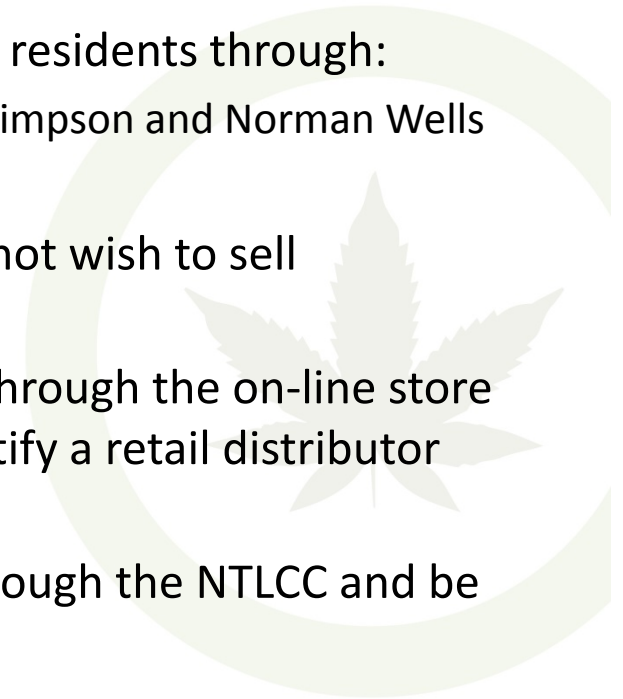
# Overview

- There has been on-going preparation for legalization of cannabis on October 17, 2018.
- Work across several sectors. Today's update is on the progress related to distribution and sales within the NWT.
- Will cover:
  - Retail Arrangements
  - Cannabis Supply
  - Retail Pricing
  - On-Line Sales
  - Cannabis Regulations & Retail Framework
  - Communications



# Retail Arrangements

- On legalization date, cannabis will be available to NWT residents through:
  - Liquor Stores in Yellowknife, Hay River, Fort Smith, Fort Simpson and Norman Wells
  - On-Line Sales that will be accessible through the NTLCC
- The liquor vendor in Inuvik has indicated that they do not wish to sell cannabis.
- While residents in Inuvik will have access to cannabis through the on-line store on October 17, we expect to begin the process to identify a retail distributor over the winter.
- Similar to liquor sales, retailers will obtain cannabis through the NTLCC and be paid a retail commission.



# Cannabis Suppliers



- The NTLCC expects to obtain whole flower, oils, seeds and pre-rolls from major cannabis producers.
- Pricing has been obtained for about 100 products with various blends and package sizes.
- Consumer preference and availability of supply will determine specific products offered in the NWT.
- We expect that cannabis supply may be an issue initially and will work with other suppliers as needed.



# Sample Retail Pricing

Supplier	Product Type	Brand Name	Strain Name	Retail Price/Gram
Tilray	Whole Flower	Marley Natural	Blueberry	\$8.21
Tilray	Whole Flower	Marley Natural	Afghani CBD	\$8.21
Canopy Growth	Bud	Plain Packaging	Indica	\$8.51
Canopy Growth	Milled Flower	Plain Packaging	Indica	\$9.12
Tilray	Whole Flower	Marley Natural	Afghani CBD	\$9.12
Canopy Growth	Bud	Plain Packaging	Balanced	\$9.75
Canopy Growth	Bud	Plain Packaging	Indica	\$9.75
Canopy Growth	Dried Flower	Tweed	Bakerstreet	\$10.47
Canopy Growth	Dried Flower	Tweed	Penelope	\$10.47
Aurora	Flower	Hybrid	Nanas	\$10.84
Aurora	Flower	Sativa	Chocolope	\$10.84
Aurora	Flower	Indica	Grand Daddy Purps	\$10.84
Tilray	Whole Flower	NB - NWT	Alien Dawg	\$10.93
Canopy Growth	Dried Flower	LBS	Moonbeam	\$13.64
Canopy Growth	Bud	LBS	Sunset	\$14.55

- Similar pricing for all retail vendors.
- Packaging typically includes 1 gram, 3.5 grams and 7 grams.
- While it varies by product:
  - Regular blends THC levels range from 14-20%.
  - Premium blends THC levels range from 20-25%.
- Canada Post shipping rates apply to on-line purchases.



# On-Line Sales



Home page Register Cannabis FAQs



Earthy woody with notes of musk

Profile: 20% THC / .01% CBD  
Product Type: Whole Flowers



\$12.00

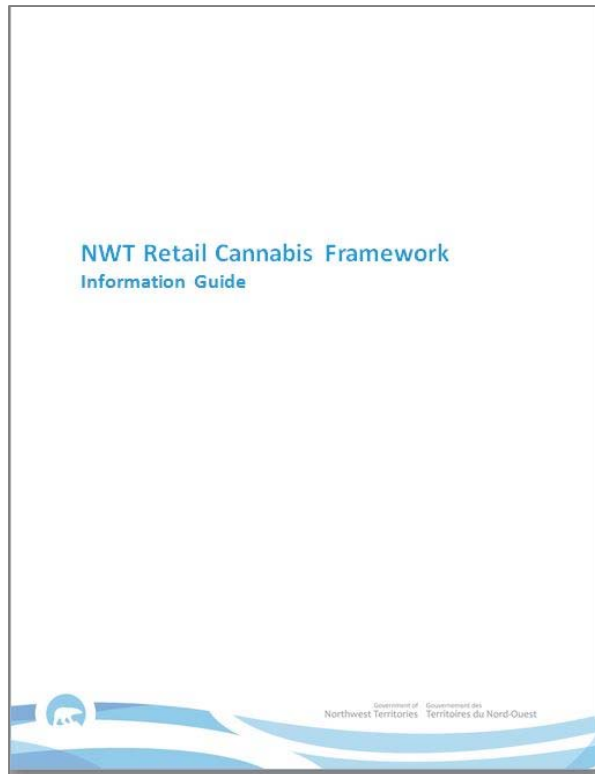
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ADD TO CART

- On-line sales will carry High Park products.
- Age verification will be required on pick-up and Canada Post shipping charges will apply.



# Cannabis Regulations & Retail Framework



- Regulations associated with the *Cannabis Products Act* have been completed.
- A key element is the process related to entities that want to become a cannabis vendor.
- An information guide has been prepared that outlines the process and key considerations for potential cannabis vendors.
- The guide provides:
  - a description of the application process;
  - information to help applicants to make business decisions; and
  - information on how retail vendors will be able to buy and sell product.



# Overview of Vendor Application Process








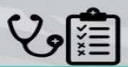



- The *NWT Retail Cannabis Framework – Information Guide* provides detailed information on the steps and information needed from interested vendors.
- The process includes consultation with community governments to obtain their view on adding a cannabis vendor for their community.
- A public process will be undertaken to ensure that NWT residents have access to safe non-medical cannabis that complies with federal and territorial requirements.





# Communications

## Cannabis in the NWT

 <p><b>Minimum Age</b> The legal minimum age to buy, possess or use cannabis is 19, the same as the legal drinking age in the Northwest Territories.</p>	 <p><b>Possessing Cannabis</b> Adults can have up to 30 grams of dried cannabis or the equivalent in public at any time.</p>	 <p><b>Growing Cannabis</b> NWT residents may grow up to four cannabis plants per household - regardless of the number of adults in the home.</p>
 <p><b>Buying Cannabis</b> When it's legal, people 19 and over will be able to buy cannabis at most NWT Liquor Stores. As of October 17, 2018, the NWT Liquor &amp; Cannabis Commission's website will be the only legal option for purchasing cannabis online in the NWT.</p>	 <p><b>Consuming Cannabis</b> Cannabis use is restricted to private property and is prohibited at public events and in public spaces used by children.</p>	 <p><b>Health Effects of Cannabis</b> What NWT residents need to know about the health impacts of cannabis.</p>
 <p><b>Drug-Impaired Driving</b> Cannabis use in vehicles will not be allowed and there are penalties for driving while impaired.</p>	 <p><b>Workplace Impairment</b> The Workers' Safety and Compensation Commission of the Northwest Territories and Nunavut is reviewing existing regulations to ensure that rules continue to address impairment risks.</p>	 <p><b>Frequently Asked Questions</b> Get answers to some commonly asked questions about cannabis legalization in the NWT and Canada.</p>

- Communications and other activities associated with cannabis include:
  - Website
  - Household mailer
  - Point of sale material
  - Cannabis video
  - Ads on print and radio
- Efforts are also being undertaken by other departments with a role.



# Conclusion

- The GNWT is ready for cannabis legalization on October 17, 2018.
- It is recognized that this is not a singular event, but rather part of a process of legalization that has taken place over a relatively short period of time.
- Uncertainty exists on cannabis supply, market size, product preferences, and various implications associated with legalization.
- Future developments, like federal consideration of edibles, are also likely to require adjustments.

