



CR 102 Memorandum

Regarding amendments to WAC 314-55-096 related to vendor, educational, and internal quality samples

Date: August 14, 2024

Presented by: Justin Nordhorn, Director of Policy and External Affairs

Background

On August 24, 2022, the Washington State Liquor and Cannabis Board (LCB or Board) accepted a petition for rulemaking submitted by Vicki Christopherson, on behalf of the Washington Association of Cannabis Businesses (WACA) on July 8, 2022, requesting the Board consider rulemaking to amend WAC 314-55-096 regarding vendor, educational, and internal quality samples (cannabis samples) to streamline the existing framework. The Board has authority adopt a regulatory framework for licensees to conduct sampling activities for business purposes under RCW 69.50.342.

The rulemaking was initiated on March 1, 2023, and the CR-101 was filed as [WSR 23-06-079](#). If the CR-102 is approved by the Board, the public hearing will be held on September 25, 2024. If a supplemental CR-102 is not required, the CR-103 may be filed on October 9, 2024, meaning the rules would become effective on November 9, 2024.

The proposal was formulated in coordination and collaboration with representatives from LCB's Enforcement and Education Division, Licensing and Regulation Division, and Finance Division. The initial meeting with Division representatives was held on February 9, 2023.

This rulemaking aims to update WAC 314-55-096 to enhance efficiency, reduce costs, and improve safety and transparency in the handling of cannabis samples.

Informal Written Comments

During the informal public comment period from March 1, 2023, to April 14, 2023, 12 written comments were received during the informal comment period and highlighted critical areas for improvement, such as the elimination of vendor samples, relaxation of quality control sample restrictions, and the need for larger sample sizes. The informal comment period matrix with full text of the submissions is attached.

Public Engagement

Extensive stakeholder engagement has been a cornerstone of this rulemaking process, ensuring that the proposed changes are well-informed and reflective of the industry's needs:



Washington State Liquor and Cannabis Board

1. **In-Person Discussions (March 9, 2023):** Direct engagement with industry members provided valuable insights into the practical challenges of the current sampling framework, reinforcing themes identified in written comments.
2. **Stakeholder Surveys (July 2023):** Targeted surveys for each license types (producer, processor, retailer) gathered specific data on sampling preferences and practical challenges, which guided the drafting of the new framework.
3. **Collaborative Rulemaking Discussions (October 6 and 11, 2023):** These sessions proposed the concept of "Trade Samples," a unified category streamlining vendor and educational samples. Feedback from these discussions significantly shared the proposed rule.

Reason Rulemaking is Needed

Rulemaking is needed to update the sampling framework to reflect current industry practices and reduce regulatory burdens while ensuring accountability and public safety. The proposed rule aims to align the sampling regulations more closely with industry realities and operational needs.

Description of Rule Changes

This proposal aims to amend the regulations regarding vendor, educational, and internal quality samples in WAC 314-55-096 to streamline requirements, reduce the regulatory burden on licensees, and ensure accountability and public safety. These changes are designed to address stakeholder feedback effectively and are expected to improve efficiency in cannabis sampling processes while maintaining high standards for public safety and product quality.

1. **Unified Sample Category - 'Trade Samples':** This category merges vendor and educational samples to reduce regulatory complexity and better align with industry practices.
2. **Representative Sample Sizes:** Ensures that trade samples reflect the smallest marketable product size to accurately represent consumer products, aiding in more informed business decisions.
3. **Quarterly Provision Limits:** Transitioning to quarterly limits accommodates the operational cycles of producers, particularly those with seasonal outdoor production schedules.
4. **Equivalency Standards for Different Product Types:** Standard limits across various product types ensure fair and consistent sampling practices.
5. **Traceability and Recordkeeping:** All trade samples must be documented in the state's traceability system, including detailed records of product type, trade name, and the receiving licensee. This ensures transparency and facilitates compliance monitoring.
6. **Designated Storage Areas:** Trade samples must be stored in designated areas separate from non-sample inventory. This separation is crucial for preventing contamination and ensuring samples are easily identifiable for audit and compliance checks.



Washington State Liquor and Cannabis Board

7. **Employee Sampling:** Employees of licensees can receive up to 15 trade sample units per calendar quarter. These samples must be used strictly for educational purposes and are not to be used as compensation or incentives.
8. **Limits on Sample Distribution:** Producers can distribute up to 96 trade sample units of cannabis per calendar quarter to processors, allowing comprehensive product assessment. Processors may provide up to 120 trade sample units of various cannabis products to retailers per quarter, facilitating extensive staff training and product familiarization.
9. **Sample Jar Modifications:** Changes include requirements for sample jars to be transparent, allowing customers to view and smell the product. This modification enhances consumer interaction with the product without compromising safety. The proposal also changes requirements for handling useable cannabis when it is no longer needed on display in the sample jar. The rule proposes two additional options for retailers: (1) to give the useable cannabis to current employees, which will count towards the employee's allotment; and (2) to dispose the cannabis in accordance with the requirements in WAC 314-55-097. These options are in addition to retailers transferring the cannabis back to the originating processor who provided it, as outlined in the existing rule.

Impact of Stakeholder Feedback on Proposed Rules

Each proposed amendment reflects direct responses to the challenges and suggestions raised by stakeholders, as follows:

1. **Flexibility in Sample Sizes:** Adjustments to sample sizes responds directly to feedback that current limits do not adequately allow for adequate product evaluation;
2. **Simplification of Compliance Requirements:** By consolidating sample categories and aligning sample sizes with market-available products, the proposed rule simplifies compliance, a change strongly supported by small retailers and large producers alike; and
3. **Adaptation to Business Needs:** The shift to quarterly limits and the ability to use representative samples are intended to support both large-scale operators and small craft producers, ensuring that all business models can benefit from more practical and less burdensome regulations.

Anticipated Effects

The proposed changes are designed to offer multiple benefits, including, but not limited to:

1. Reduced the regulatory burden by simplifying compliance with standardized sample sizes and reduced administrative burden and overhead costs;
2. Enhanced understanding and education of budtenders regarding cannabis products; and
3. More practical and efficient sampling processes that reflect operational realities of the cannabis industry.



Small Business Economic Impact Assessment

Agencies are required to consider costs imposed on business and costs associated with compliance with proposed rules. Agencies are not required under chapter 19.85 RCW to consider indirect costs not associated with compliance.

While the proposed rule simplifies some aspects, such as eliminating the need for special sample unit sizes, they introduce costs related to additional labeling, storage, and enhanced record-keeping requirements. These costs may be partly offset by the elimination of the need for special sample sizes and the simplification of product tracking. Additionally, there may be costs associated with destroying existing sample units that do not comply with new rules, once effective. A transition period of six months will be provided to adjust to the new regulations helping mitigate potential financial impacts on businesses.

Using NAICS code 111918 for cannabis grown in an open field, the US Census North American Industry Classification System (NAICS) describes this code for “This U.S. industry comprises establishments primarily engaged in one of the following: (1) growing crops (except oilseeds and/or grains; vegetables and/or melons; fruits and/or tree nuts; greenhouse, nursery, and/or floriculture products; tobacco; cotton; sugarcane; hay; sugar beets; or peanuts); (2) growing a combination of crops (except a combination of oilseed(s) and grain(s); and a combination of fruit(s) and tree nut(s)) with no one crop or family of crops accounting for one-half of the establishment's agricultural production (i.e., value of crops for market); or (3) gathering tea or maple sap.” The US Census NAICS code description at <https://www.census.gov/naics/?input=cannabis&year=2022&details=111998> identifies cannabis grown in an open field as an example of a business that uses this code.

Using NAICS code 424590 for cannabis merchant wholesalers, the US Census NAICS describes this code for “This industry comprises establishments primarily engaged in the merchant wholesale distribution of farm products (except grain and field beans, livestock, raw milk, live poultry, and fresh fruits and vegetables).” The US Census NAICS code description at <https://www.census.gov/naics/?input=cannabis&year=2022&details=424590> identifies cannabis merchant wholesalers, as an example of a business that uses this code.

LCB applied the North American Industry Classification System (NAICS) codes 453998 for marijuana stores. The industry descriptions for these codes is presented in the table below, and can be accessed at <https://www.census.gov/library/publications/2017/econ/2017-naics-manual.html>.

LCB applied a default cost when analyzing whether the rules would have a disproportionate impact on small businesses as defined in RCW 19.85.020(3). Per RCW 19.85.020(2), a minor cost means a cost per business that is less than three-tenths of one percent of annual revenue or income, or one hundred dollars, whichever is greater, or one percent of annual payroll.



Washington State Liquor and Cannabis Board

According to Department of Revenue data from 2023, the total gross business income for NAICS code 459991 was \$647,617,610 for 493 businesses. That produces an average annual gross business income of \$1,313,625.98. Three-tenths of one percent of \$1,313,625.98 is \$3,940.877, rounding up to \$3,940.88.

The remainder of the data is provided by reference to the minor-cost threshold calculator provided by the Office of Regulatory Innovation & Assistance available at https://www.oria.wa.gov/Portals/oria/VersionedDocuments/RFA/Regulatory_Fairness_Act/Minor-Cost-Threshold-Calculator.xlsx

2022 Industry NAICS Code	Estimated Cost of Compliance	Industry Description	NAICS Code Title	Minor Cost Estimate	1% of Avg Annual Payroll (Threshold)	0.3% of Avg Annual Gross Business Income (Threshold)
111419	\$500.00	Cannabis, grown under cover	Other Food Crops Grown Under Cover	\$3,259.51	\$3,259.51 2021 Dataset pulled from ESD	\$3,195.50 2021 Dataset pulled from DOR
111998	\$500.00	Cannabis, grown in an open field	All Other Miscellaneous Crop Farming	\$11,775.64	\$11,775.64 2021 Dataset pulled from ESD	\$2,882.31 2021 Dataset pulled from DOR
424590	\$500.00	Cannabis merchant wholesalers	Other Farm Product Raw Material Merchant Wholesalers	\$8,809.55	\$3,948.77 2021 Dataset pulled from ESD	\$8,809.55 2021 Dataset pulled from DOR
459991	\$500.00	Marijuana stores, recreational or medical	Tobacco, Electronic Cigarette, and Other Smoking Supplies Retailers	\$3,940.88	Unavailable*	\$3,940.88 2023 Dataset pulled from DOR

As the table demonstrates, the estimated cost of compliance does not exceed the threshold for any of the potential NAICS codes applicable to cannabis licensees. Therefore, implementation of this amended rule is not anticipated to result in more than minor costs on businesses as defined in RCW 19.85.020(2).

Conclusion

The amendments being proposed to WAC 314-55-096 are a direct outcome of the rigorous stakeholder engagement process, demonstrating the LCB's commitment to crafting regulations that are both practical and responsive to industry needs. These changes are expected to foster a more dynamic, efficient, and safe cannabis market,



Washington State Liquor and Cannabis Board

aligning regulatory practices with business operations and public health and safety objectives.

Attachments

Attachment A: WACA petition and WACA suggestions regarding WAC 314-55-096

Attachment B: Informal comment period feedback matrix

Attachment C: NWCS comments and sampling revamp proposal

Attachment D: Survey results

Attachment E: Collaborative Rulemaking Discussion Presentation



PETITION FOR ADOPTION, AMENDMENT, OR REPEAL OF A STATE ADMINISTRATIVE RULE

Print Form

In accordance with [RCW 34.05.330](#), the Office of Financial Management (OFM) created this form for individuals or groups who wish to petition a state agency or institution of higher education to adopt, amend, or repeal an administrative rule. You may use this form to submit your request. You also may contact agencies using other formats, such as a letter or email.

The agency or institution will give full consideration to your petition and will respond to you within 60 days of receiving your petition. For more information on the rule petition process, see Chapter 82-05 of the Washington Administrative Code (WAC) at <http://apps.leg.wa.gov/wac/default.aspx?cite=82-05>.

CONTACT INFORMATION *(please type or print)*

Petitioner's Name Vicki Christophersen

Name of Organization Washington Cannabusiness Association

Mailing Address P.O. Box 3329

City Kirkland State WA Zip Code 98083

Telephone 360-485-2026 Email vicki@christopherseninc.com

COMPLETING AND SENDING PETITION FORM

- Check all of the boxes that apply.
- Provide relevant examples.
- Include suggested language for a rule, if possible.
- Attach additional pages, if needed.
- Send your petition to the agency with authority to adopt or administer the rule. Here is a list of agencies and their rules coordinators: <http://www.leg.wa.gov/CodeReviser/Documents/RClist.htm>.

INFORMATION ON RULE PETITION

Agency responsible for adopting or administering the rule: _____

1. NEW RULE - I am requesting the agency to adopt a new rule.

The subject (or purpose) of this rule is: _____

The rule is needed because: _____

The new rule would affect the following people or groups: _____

2. AMEND RULE - I am requesting the agency to change an existing rule.

List rule number (WAC), if known: WAC 314-55-096

- I am requesting the following change: Conduct rulemaking and stakeholder engagement in order to update and streamline the requirements in WAC 314-55-096.
- This change is needed because: This rule section has not been updated in many years. The current rule set is cumbersome and costly without benefiting public safety.
- The effect of this rule change will be: An updated, streamlined set of regulations will allow greater efficiency and cost savings while increasing transparency and safety.
- The rule is not clearly or simply stated: _____

3. REPEAL RULE - I am requesting the agency to eliminate an existing rule.

List rule number (WAC), if known: _____

(Check one or more boxes)

- It does not do what it was intended to do.
- It is no longer needed because: _____
- It imposes unreasonable costs: _____
- The agency has no authority to make this rule: _____
- It is applied differently to public and private parties: _____
- It conflicts with another federal, state, or local law or rule. List conflicting law or rule, if known: _____
- It duplicates another federal, state or local law or rule. List duplicate law or rule, if known: _____
- Other (please explain): _____



We Are The Washington Cannabis Industry

WAC 314-55-096 - Vendor, educational, and internal quality control samples

Suggested topics for consideration:

*WACA members look forward to a robust stakeholder process for the updating of this rule set. These suggestions are submitted as a starting point of suggestions for the discussion

Educational samples

- Currently producers and processors must create a new SKU in order to offer samples to their customers for the purpose of educational samples. Size limits on educational samples are more restrictive than the size of the products they actually sell to the retail store.
 - Suggestion: allow producers and processors to add on additional units to any retail order for the purpose of educational samples. This would prevent producers and processors from having to create an entirely new product just for the purpose of samples.
 - This would allow producer/processors to use their current inventory.
- Currently retailers are restricted to receiving a maximum of one hundred sample units per calendar month. No more than ten sample units may be provided to any one employee per calendar month
 - Placing the restriction on the retailer can be overly burdensome and confusing for licensees. Retailers are manifested samples all the time and could potentially unknowingly accept samples putting them over the limit. Or they often must reject samples.
 - Suggestion: Place the limit on producer/processors - for example no producer/process can give more than 50 sample units per retailer per month

Quality control samples

- Current restrictions on internal quality control sampling requirements are way too restrictive
 - Suggestion: remove the internal quality control sampling restrictions completely to mirror breweries
 - Require licensees to track all internal quality control samples, but there should not be a limit.

CR 101 Public Comment Table— Cannabis Sampling (WAC 314-55-096)

Public feedback received during the informal comment period from March 1, 2023, through April 14, 2023, on the Cannabis Samples Rulemaking. CR-101 Filed as WSR #23-06-079 on March 1, 2023.

	Name	Date	Comment	Reply	Response
1	Kevin Shoemaker kevin@mosquitocontrol.org	3/1/23, 3:30 PM	<p>I received a Notice of Preproposal Statement of Inquiry WSR #23-06-079 today and it reference CR 101 (for 2023 I'm assuming): "The Liquor and Cannabis Board (LCB) has filed a preproposal statement of inquiry (CR 101) to consider amending WAC 314-55-096 to update cannabis vendor sample rules."</p> <p>Where can I find the CR 101 mentioned in this notice? If I put in "CR 101" in the search bar at the lcb.wa.gov website, I get "Rule Making Schedule" and other items (from years other than 2023); but I don't believe that any of these address the CR 101 in question.</p> <p>Since CR 101 appears to occur in multiple years, would it make sense to include a link to the CR 101 in question, in the communications that are being sent out? Maybe I'm missing the obvious location for this but since this is not a website I navigate often I'm not finding it easy to find items that are being referenced.</p> <p>If you have a suggestion on how to best navigate the LCB website, and where to find the CR 101, I would appreciate the insight.</p> <p>Thank you,</p> <p>Kevin Shoemaker</p>	3/1/2023 4:02 PM	<p>Hi Kevin,</p> <p>I apologize for the error. The CR 101 is posted with the Memo on the Cannabis, Vapor, and Tobacco Rulemaking Activity page, which lists the current rulemaking activity. That web page is at https://lcb.wa.gov/laws/cannabis-vapor-and-tobacco-rulemaking-activity.</p> <p>Sincerely,</p> <p>Jeff</p>
2	Shareef Watkins shareef@greenwolfnw.com	3/1/23, 3:55 PM	<p>Greetings,</p> <p>I have been in this industry since 2013. I strongly believe we need to abolish the entire Vendor Samples for purpose of gaining new business. It's a complete waste of time, energy, money and resources! Most samples get put into a box or container in the stores and never even get graded or reviewed. They're mostly going out as free product for the staff or purchasing</p>	3/16/23, 9:04 AM	<p>Good Afternoon Shareef,</p> <p>Thanks you for your comments on cannabis samples. I will include them now in the rule rulemaking file for rule development.</p>

			<p>team. This in turn takes away from the producer/processors and the entire purpose of making the deal happen or not.</p> <p>Secondly, one cannot give an adequate and accurate review on multiple THC products once they are high. That's like giving many different alcoholic beverages to a person and then asking them which drink was the best. Makes absolutely NO SENSE! So why are we doing it in this industry?? This process takes up way too much time and energy to even bring a new product into the market. Cannabis products need to be treated just like every other commodity being sold to retailers. You pitch the products. They either purchase a small amount to test the market or they purchase a large amount if confident it will sell. A guarantee can be put on it buy the vendor that if it doesn't sell by say, 60 days, they will come either switch out the products or pick up what's remaining and give either a credit or a return. But, the retailers have to do their jobs as well as helping in pushing the products and educating their staff on it. Please take what I'm saying into serious consideration. This Vendor Sampling mess needs to go!! Thank you for your time.</p> <p>Blessings,</p> <p>Shareef W. Green Wolf Consulting</p>		<p>Sincerely, Jeff</p>
3	<p>Jennifer Mohr jennm@greenrevolution.com</p>	<p>3/2/23, 6:13 AM</p>	<p>Hey guys, Here are some comments for the vender sample rules: As a producer/processor, we feel that the current restrictions on internal sampling is very restrictive. We'd like to see some change to open up internal sampling (with reasonable limits) to allow some degree of sampling for our teams as a means of morale boosting or show of appreciation (not as any form of compensation). Allowing for the controlled internal</p>	<p>3/2/23, 3:38 PM</p>	<p>Good afternoon Jennifer,</p> <p>Thank you for sending your comments on the cannabis samples CR 101. I will include them now in the rulemaking file.</p> <p>Sincerely,</p>

			<p>distribution of up to X number of units/grams of product type, rather than one unit per batch, would be hugely beneficial in both the morale front, and reducing the temptation of employees to steal product, managers to release unauthorized product, etc.</p> <p>Speaking specifically from an R&D perspective, I'd like to see an amendment made to account for product development. In order to effectively test a proof of concept, we'd need the ability to have multiple individuals (up to 50 for the sake of accurate data collection) test/sample both non-infused and infused products. This user testing helps provide guidance on flavor, potency/cannabinoid ratio performance, experience, form factor, etc. to better empower companies in releasing products that the end users can enjoy with confidence that the product was fully tested beyond simple lab testing, before release. Currently, we can test non-infused products, but once adding infusement, the taste, mouthfeel, etc. are altered in ways we can not compliantly test for beyond the singular batch sample.</p>		Jeff
4	<p>Kathy McCoy kathy.wicc@gmail.com</p>	3/2/23, 3:55 PM	<p>I am the GM of Whidbey Island Cannabis. It is my opinion that the samples allowed by the LCB are simply too small for an accurate sampling. 0.5G of flower is barley enough for the sampler to get an accurate opinion of the product being sampled. .25 of the cartridge samples again are simply not enough for the sampler to give an accurate opinion of the product.</p> <p>Thank you for your time Kathy</p>	3/3/23, 9:23 AM	<p>Hi Kathy,</p> <p>Thank you for your comments on cannabis samples. I am including your comments now in the rulemaking file.</p> <p>Sincerely,</p>
5	<p>Michelle Anderson shellies4@netzero.com</p>	3/6/23, 6:06 PM	<p>Educational samples part (c) should be removed. Word of mouth by ALL employees can make or break ANY company!</p>	3/3/23, 9:49 AM	<p>Good Morning Michelle,</p> <p>Thank you for your comments on cannabis samples. I will</p>

					include them now in the rulemaking file. Sincerely, Jeff
7	Carol Richards carol@cultcannabis.com	3/3/23, 3:15 PM	<p>My input re: WSR 23-06-079</p> <p>Having two different categories of samples and requiring retailers to monitor and control the number of samples per EE/per month places an undue burden on small retailers with limited accounting and compliance staff.</p> <p>I believe the LCB should instead focus on education that ensures growers/processors/distributors comply with manifest requirements, and retailers properly enter and scan out samples.</p> <p>Thank you for your time :)</p> <p>Carol</p>	3/3/23, 3:20 PM	<p>Good Afternoon Carol,</p> <p>Thank you for sending you input on cannabis samples. I will include it now if the rulemaking file.</p> <p>Sincerely, Jeff</p>
8	Erin Bordner erinb@forbidden cannabisclub.com	3/3/23, 4:20 PM	<p>To Whom It May Concern,</p> <p>I'm writing this email to give my reasons as to why the WAC regarding Cannabis vendor samples and educational samples should be reviewed and updated.</p> <p>I have been in the industry since August of 2014. I have worked at, managed, and help open eight different stores in this state. Originally the rules for sampling were pretty standard. Samples went from samples to then Vendor Samples vs. Educational Samples. Again, I understand the necessity of making this distinction. The quantities and amounts did not make sense to me, but nonetheless, followed the rules. Then the rules changed again, and Vendor Samples were set to "buyer or those involved in buying only."</p>	3/3/23, 4:21 PM	<p>Good Afternoon Erin,</p> <p>Thank you for sending your comments. I will include them now in the review file.</p> <p>Sincerely, Jeff</p>

			<p>This really threw a wrench in things - whether or not it was being enforced on our end we had to take action.</p> <p>1) Vendor Samples - generally these are samples from growers that we do not carry or new products from current vendors that are not in store yet. UNTIL the educational samples were put into place. With the educational sample sizes being so small a lot of our vendors would still send vendor samples; because .25g of concentrate or only .5g of flower is just not enough for a budtender to sample the product and give good feedback to the customers about what the product is like. Some jurisdictions do not care about this, don't look into this - and in some jurisdictions LCB officers have been cracking down and trying to stand firm on them not being samples from grows/products we currently carry. The inconsistencies make managing multiple stores in multiple parts of the state difficult to keep up with.</p> <p>When it comes to Vendor Samples - I think the sizes in which they can be given is fine, but the amounts per product type should not have a limit. Let the growers decide that and what they are able to. We have grows that wish they could bring more samples of more of their strains (larger grow), and we have some small grows that can only allot a certain amount per store. And that should be left to them to decide.</p> <p>I think that they need to remove the "buyer or those involved in buying only." Having worked at multiple stores in the state - I can tell you that every store I've worked at has always taken the budtender thoughts into consideration. Sometimes budtenders are the reason we even find companies because they're following grows on social media. Adding this verbiage into the law only made us feel as though we had to track that for the LCB to understand it - we have all the budtenders do reviews on their vendor samples. As</p>		
--	--	--	---	--	--

			<p>much as we don't mind doing this - it is an absolute waste of time for something that some LCB officers have never asked for. We shouldn't have to PROVE that our employees are involved in the ordering process. They are and always have been.</p> <p>I also believe that it should be removed as to what a Vendor Sample is (product from grows that are not in store or product from grows you carry that are new or you have never carried), UNLESS the unit sizes/quantities given for educational samples are changed to larger sizes (i.e. .25g concentrate to .5g concentrate). Otherwise, grows will keep sending vendor samples just to get more quantity to the budtenders to actually be able to educate customers.</p> <p>2) Educational Samples - This has always been a point of contention since it started. As I state above the sizes of the samples is NOT enough for a budtender to get a real idea of the product and give thorough advice to customers on the product.</p> <p>The sizing for educational samples needs to be changed. Preferably to the sizes set forth in vendor samples.</p> <p>The quantity of educational samples received in a month also needs to be changed. 100 samples is nothing when you have 15 people working in your store. Not all the budtenders get to try every product. Again, our job is to make sure that employees are educated enough to do their job efficiently. Most grows are more than willing to send enough samples for the crew, we shouldn't be having to check and follow the number of samples that have come in, just to turn away educational samples from a grow we haven't yet received.</p>		
--	--	--	--	--	--

			<p>Currently in my stores we carry somewhere from 120 - 140 vendors. We do not always get samples from these companies every month. But when certain months come around and it's been a while since employees have had it or new employees have never tried it, it's detrimental to be limited to the number of samples the employees can receive.</p> <p>Outline of changes:</p> <p>Vendor Samples - no limit per type per month, sizing limit for packaging concentrates can stay at .5g, samples are for all staff (owners, management, budtenders) to use for feedback on carrying grow.</p> <p>Educational Samples - no limit per store per month, sizing limits all need to be upped (i.e., flower - 1g, concentrate - .5g)</p> <p>Whether or not the LCB felt like they are able to create limits to stop from certain things happening behind closed doors, ultimately it should be the grower's decision on how much product they can use for sampling - not the states limitations.</p> <p>Thank you for taking the time to read this. I hope that it brings some clarification to what it is like from someone in the industry who deals with these issues on a daily basis.</p>		
9	Teresa Chilelli-White White Rabbit Retail LLC 414398 425-501-4693	4/3/2023	<p>Hello, I am Teresa Chilelli-White, Owner of White Rabbit Cannabis, Lic # 414398. I have been operating since almost the beginning of the legalization of Rec cannabis. I have seen many rules change. That</p>	4/3/2023	<p>Good Morning Teresa,</p> <p><u>Thank you for your comments on vendor and educational samples. I will include them in the official rule file now.</u></p>

			<p>being said, I would like to comment on my experience with sampling.</p> <p>Vendors are clueless and many times we have to teach them how to properly manifest and label samples. They also do not know the sizing requirements most of the time. This makes it very difficult for us to try and receive samples. Since the switch to the CCRS manifesting samples has become even more confusing. The CCRS has led to more of these sales as many are taking great liberties when manifesting and in-taking product. I hear about it on a weekly basis. This again makes it an uneven playing field for the honest people in this industry.</p> <p>Since cannabis is a crop, samples are very important to us and to my staff. It helps us decide what to bring into the store to offer for sale as we strive to offer quality products. It also allows our staff to know what they are selling without having to buy it all themselves.</p> <p>That being said, the sample protocol needs to be seriously revamped.</p> <ul style="list-style-type: none"> • Vendors should not charge for samples ever. • There should be labeling requirements with size and placement of label so that it is clear what type of sample it is, vendor or educational. • It should not be packaged in the same packaging that might have it be mistaken for a product that can be sold to the public. or have samples labels large enough to ensure that samples cannot be sold to the public. • Educational samples should not be less than a gram as a quarter gram cartridge does not burn properly and causes great expense to the producer/processor. 		<p><u>Sincerely,</u></p> <p><u>Jeff</u></p>
--	--	--	---	--	---

			<ul style="list-style-type: none"> • In the past, we were allowed to buy educational samples at a reduced cost, however the problem with that is that some retailers would buy them in large quantities and then turn around and sell them to the public. This was also happening in the recent past when some vendors were selling "buddy boxes" at a reduced rate. They were supposedly to be for the staff at cost, but many retailers bought them and in turn sold them to the general public. This is because they are not clearly marked or manifested properly. • Educational samples should increase to at least 15 per employee per month with the total allowed per month calculated by how many employees you have. • There is a great need for education in the sample sector followed by stern enforcement in order to ensure that samples are not being sold to the public. <p>The selling of samples to the public is probably our biggest concern. This has happened in the past and now with the CCRS not tracking samples properly, it is happening again. This makes it a very uneven playing field in a highly competitive market.</p> <p>Our second biggest concern, is the proper tracking of samples in the CCRS. We do not want to get into trouble for something that should be the responsibility of the vendor. The current system causes us a great deal of time and expense to ensure that the samples we intake are properly manifested and categorized correctly. This is a huge hurdle for vendors.</p> <p>Thank you for your time and consideration. Sincerely, Teresa Chilelli-White</p>		
--	--	--	---	--	--

10	Lukas Barfield yeslukasbarfield@gmail.com	4/5/23	<p>Hello,</p> <p>I would like to comment on the rule concerning 502 and their ability to give out samples. I am a cannabis writer and reviewer and fell allowing 502 producers to gift samples to reviewers would help the industry. Up to 3.5 grams a month, or some other chosen time period.</p> <p>Best Regards,</p> <p>Lukas Barfield</p>	<u>4/11/2023</u> <u>10:32 AM</u>	<p>Good Morning Lukas,</p> <p>Thank you for your comment on the cannabis samples CR 101. I will include your comment in the official rule file.</p> <p>Sincerely, Jeff</p>
11	Lukas Barfield yeslukasbarfield@gmail.com	4/11/23	<p>External Email</p> <p>Hi,</p> <p>Can you change "fell" to "believe."</p> <p>Thanks,</p> <p>Lukas11</p>		
12	Paige Berger	3/23/2023	<p>Good Morning Tierney,</p> <p>My name is Paige Berger and I am signed up to attend the Informal Meeting Regarding Vendor and Educational Samples today however, I will be unable to make it. I apologize for the inconvenience this may cause.</p> <p>I have worked with a retail partner of ours, Stacey Peterson of Apex Cannabis, to come up with sampling rules that make sense for both the producer/processor and retailer sides of the industry. Attached below are our suggested changes for both vendor samples and educational samples.</p>	<u>3/23/23</u>	<p>Good Morning Paige,</p> <p>Thank you for sending your suggested rule changes regarding cannabis samples. I am including your email and document in the official rule file.</p> <p>Sincerely, Jeff</p>

			<p>Please don't hesitate to reach out with any questions or concerns.</p> <p>I apologize again for not being able to attend.</p> <p>Thank you for your time.</p> <p><u>Vendor Sample Proposals:</u></p> <ul style="list-style-type: none"> • Retain the vendor sample option which allows producer/processors to provide free samples to retailers who are not currently carrying that product. • Change maximum sample unit size to 3.5 g flower, 1 g concentrates (cartridges/dabs), 100 mg edibles, 100 mg liquid edibles, 32 oz of topicals. • Increase monthly sample maximum to 16 grams of flower, 4 grams of concentrates (cartridges/dabs), 400 mg of THC in edibles, 400 mg of THC in liquid edibles, and 32 oz of topicals. <p>:</p> <ul style="list-style-type: none"> • Change educational sample to a system in which the retailers are allowed to purchase samples of products that they currently carry from producer/processors for a lesser price. • For example, the purchase price for a normally \$10 3.5 gram flower could be 1/3 the normal price - \$3.33 or greater (must be above the cost to produce the product) • The retailer would then purchase for their staff or allow their staff to purchase for the cost of \$3.33 plus excise and sales tax. 		
--	--	--	---	--	--

			<ul style="list-style-type: none"> • Change maximum sample unit size to 3.5 g flower, 1 g concentrates (cartridges/dabs), 100 mg edibles, 100 mg liquid edibles, 32 oz of topicals. • Educational samples may only be sold to the retailer or current employees. No maximum is required because there is cost to all parties in the transaction <p>Respectfully,</p> <p>Paige Berger (970) 319-2904</p>		
		Teresa Chilelli-White White Rabbit Retail LLC	<p>One thing I forgot to mention is that I believe all samples should be separately manifested. They should not be included on manifests that come in with regular orders. This would make it much easier to keep track of. We request our vendors to do this, but they do not always. This would help ccrs track samples much easier and make it easier for retailers to keep track of them. Thank you.</p> <p>Teresa</p>		

DRAFT

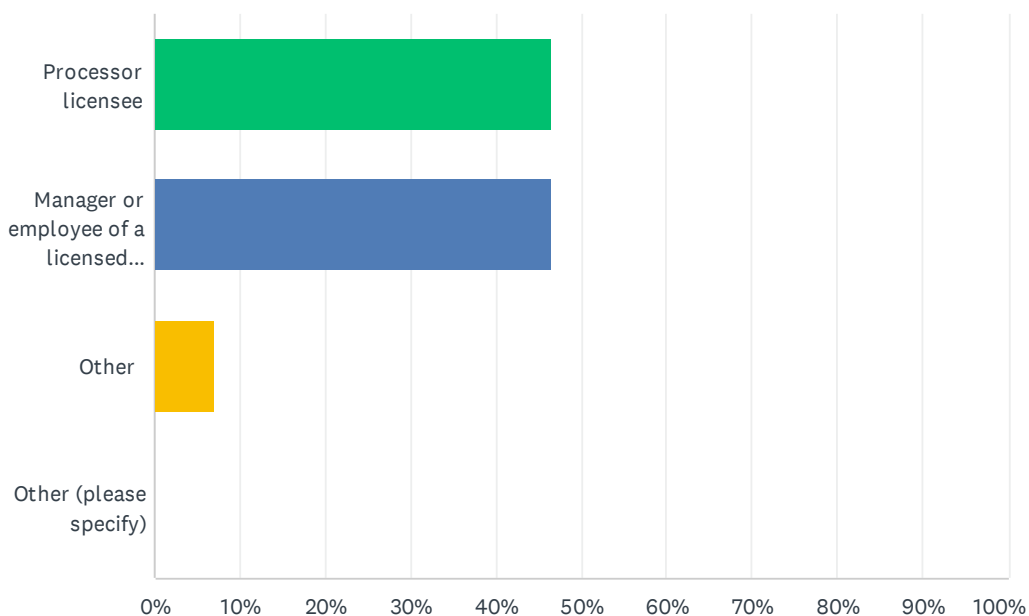
Proposed Changes to Washington State Cannabis Sample Program

Vendor Sample Proposals		Description of Benefit to Stakeholders	
Description	Producer / Processors	Retailers	Washington State
Retain the vendor sample option which allows producer/processors to provide free samples to retailers who are not currently carrying that product.	Provides the opportunity to expose their products to potential retailers without having to convince the retailer to make a monetary commitment.	Allows the retailer to sample new products without knowing the quality of the product.	Vendor samples allow exposure of retailers to new products which creates new interest and sales and generates more tax.
Change maximum sample unit size to 3.5 g flower, 1 g concentrates (cartridges/dabs), 100 mg edibles, 100 mg liquid edibles, 32 oz of topicals.	The increased amounts give the chance to show retailers their actual products without having to change packaging for a different weight, adjust edible recipes or adjust mechanized filling machines.	Allows the retailer to experience the actual products that could be sold to consumers.	Standardizes the size and weights - eliminates different sizes for samples and regular product sold.
Increase monthly sample maximum to 16 grams of flower, 4 grams of concentrates (cartridges/dabs), 400 mg of THC in edibles, 400 mg of THC in liquid edibles, and 32 oz of topicals.	Enables ability to showcase more of the products available to more of the retail staff.	Allows more of the staff to sample the product and provide feedback to the producer/processor.	Vendor samples allow exposure of retailers to new products which creates new interest and sales and generates more tax.

Educational Sample Proposals		Description of Benefit to Stakeholders	
Description	Producer / Processors	Retailers	Washington State
Change educational sample to a system in which the retailers are allowed to purchase samples of products that they currently carry from producer/processors for a lesser price.	Enables product to be experienced by retail staff on an ongoing basis - important especially for new retail employees.	Enables product to be experienced by retail staff on an ongoing basis - important especially for new retail employees.	Will allow for easier and more efficient traceability.
For example, the purchase price for a normally \$10 3.5 gram flower could be 1/3 the normal price - \$3.33 or greater (must be above the cost to produce the product)	The purchasing requirement enables p/p to know that the retailer is genuinely interested in the product - not just accepting because it's free.	Allows retailers to better control the flow of samples because it requires a monetary investment.	Assures all parties have skin in the game and prevents undue influence that can occur with free product.
The retailer would then purchase for their staff or allow their staff to purchase for the cost of \$3.33 plus excise and sales tax.	Creates a system in which the producer/processor is not subject to losing money in order to promote their product. They recuperate their cost.	Eliminates the requirement to track total samples from all vendors. Allows the retailer a decision of what product to accept because they are purchasing (samples are not just being dropped off)	Due to purchase requirement, the state will collect excise and sales tax.
Change maximum sample unit size to 3.5 g flower, 1 g concentrates (cartridges/dabs), 100 mg edibles, 100 mg liquid edibles, 32 oz of topicals.	The increased amounts give the chance to show retailers their actual products without having to change packaging for a different weight, adjust edible recipes or adjust mechanized filling machines.	Allows the retailer to experience the actual products that could be sold to consumers	Standardizes the size and weights - eliminates different sizes for samples and regular product sold.
Educational samples may only be sold to the retailer or current employees. No maximum is required because there is cost to all parties in the transaction	Retailer is contributing to the cost of sampling and producer/processor is recuperating their cost.	Allows retailer to determine the quantity of samples that make sense for their organization size.	Since all parties have to monetarily invest in the process, there will be no undue influence. Excise and sales tax are realized.

Q1 What is the role of the person filling out this form?

Answered: 142 Skipped: 0

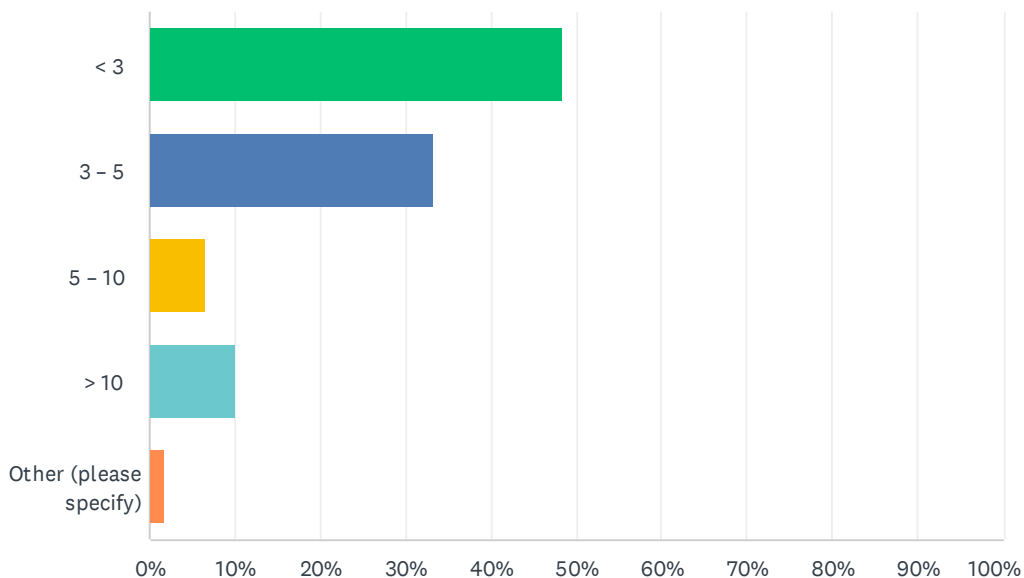


ANSWER CHOICES	RESPONSES	
Processor licensee	46.48%	66
Manager or employee of a licensed cannabis processor	46.48%	66
Other	7.04%	10
Other (please specify)	0.00%	0
TOTAL		142

#	OTHER (PLEASE SPECIFY)	DATE
	There are no responses.	

Q2 How many licensees and employees have purchasing authority or provide input on product to licensees or employees who have purchasing authority?

Answered: 60 Skipped: 82



ANSWER CHOICES	RESPONSES	
< 3	48.33%	29
3 - 5	33.33%	20
5 - 10	6.67%	4
> 10	10.00%	6
Other (please specify)	1.67%	1
TOTAL		60

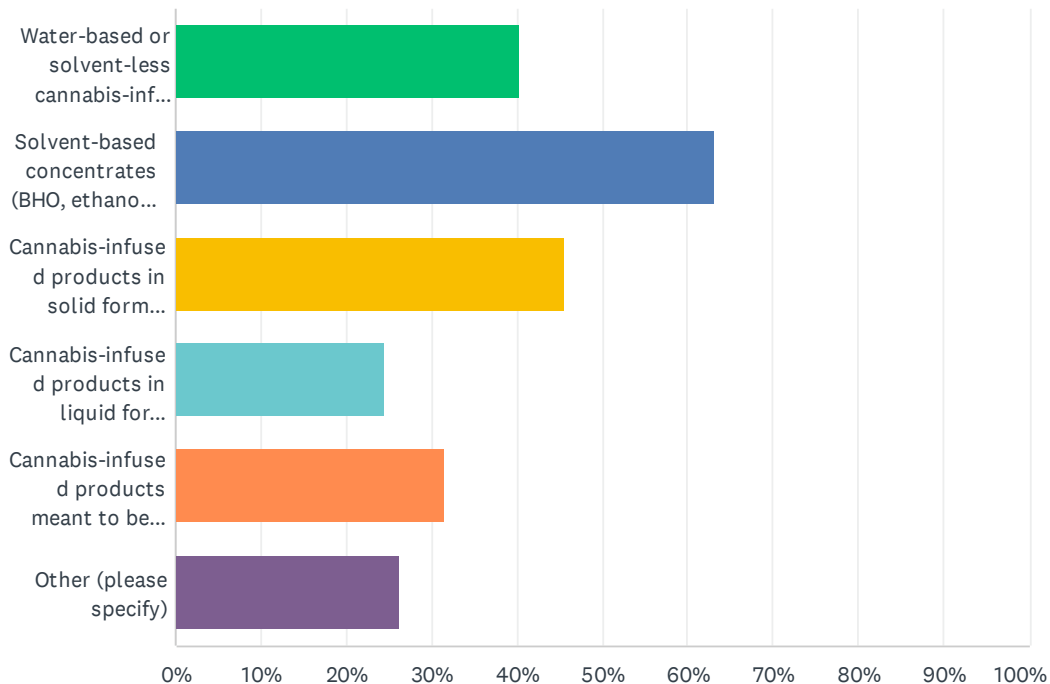
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Only the three owners of our company have purchasing authority. But we do rely on input from our team as the may have a better bead on what quality of product is needed in a mature market like WA	7/29/2023 9:45 AM
2	Manager and Assit Manager	7/24/2023 2:11 PM
3	We have 3 employees that have purchasing authority.	7/21/2023 4:08 PM
4	For employees to provide input this number would be higher if the sample size and quantity was higher the more feedback from more people the better	7/21/2023 1:56 PM
5	Our owner and my self	7/20/2023 10:23 AM
6	All employees at our company are consumers and visit shops and talk to employees/managers on a regular basis.	7/19/2023 2:27 PM
7	the 2 two owners	7/19/2023 12:20 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

8	Sales rep requests and production manager approves	7/19/2023 11:35 AM
9	Depending on what the wholesale material is by category we have 1-2 staff allocated to be a subject matter expert. In example if we are purchasing biomass for extraction that would be the lab staff, if we are purchasing concentrates to be processed into a final product that would be delegated to the CEO and COO to figure out.	7/19/2023 9:56 AM
10	There are only 3 of us at our company.	7/19/2023 9:32 AM
11	we do not give out samples.	7/19/2023 6:19 AM
12	Assessment is done by a team of managers for consideration.	7/19/2023 5:35 AM
13	Only I would have purchasing authority but we do not purchase outside material.	7/18/2023 3:01 PM
14	Owners only have authority.	7/18/2023 2:24 PM
15	I like to have all of my staff's input on the quality of product we bring in. Also grows are always changing what strains they have available so I don't expect them to have to purchase every single new thing we get in to be able to educate our customers.	7/18/2023 1:25 PM
16	The 2 owners and my office PA all have authority to receive samples.	7/18/2023 1:06 PM
17	Our lab manager and executive team have purchasing authority.	7/18/2023 12:50 PM
18	Specifically 5-10 have direct purchasing power - but the entire staff (30+) have influential power to spark discussion that are relative to purchase.	7/18/2023 12:45 PM
19	Owners (2) and managers (2) have the authority to purchase and make decisions on purchacing	7/18/2023 12:42 PM
20	Only General Managers & Owners have purchasing power	7/18/2023 12:11 PM
21	We typically forego 8 gram samples, and request a single extraction's worth of material for purchase.	7/18/2023 12:06 PM
22	This is due to having a job role in our operation specifically for one person to be conducting the procurement for our processor.	7/18/2023 12:00 PM
23	A lot of different product types are evaluated by teams that specialize in those kinds of product types. Having multiple opinions is vital. Also, it's helpful considering everyone has different levels of expertise across the many different product types that exist along with multiples paths for consumption.	7/18/2023 11:59 AM
24	myself and our GM	7/18/2023 11:55 AM
25	3 owners	7/18/2023 11:38 AM

Q3 Which categories of cannabis products does the processor manufacture? Select all that apply.

Answered: 57 Skipped: 85



ANSWER CHOICES	RESPONSES
Water-based or solvent-less cannabis-infused products (bubble hash, rosin, etc.)	40.35% 23
Solvent-based concentrates (BHO, ethanol, etc.)	63.16% 36
Cannabis-infused products in solid form meant to be ingested (gummies, mints, etc.)	45.61% 26
Cannabis-infused products in liquid form meant to be ingested orally (cannabis-infused beverages)	24.56% 14
Cannabis-infused products meant to be applied topically (lotions, creams, etc.)	31.58% 18
Other (please specify)	26.32% 15
Total Respondents: 57	

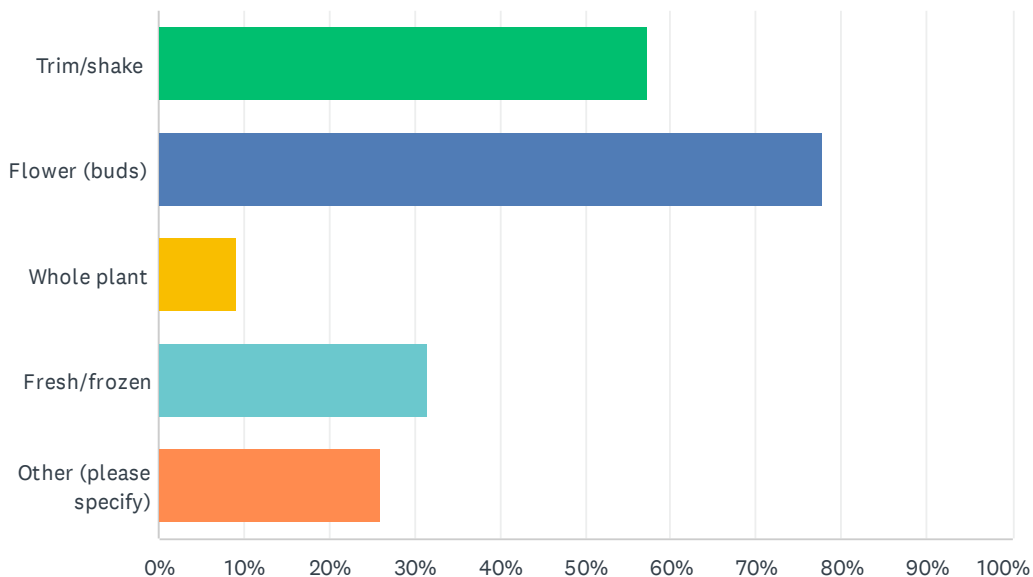
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	We only product beverages at this time.	7/29/2023 9:45 AM
2	Concentrates	7/21/2023 4:08 PM
3	also infused cannabis mix	7/21/2023 1:56 PM
4	flower, joints	7/20/2023 1:34 PM
5	We out source all of our products to be made by a different processor due to not having the equipment to make those types of product currently	7/20/2023 10:23 AM
6	We would like to tap into other categories of edibles in the future, even though it is only 15% of	7/19/2023 2:27 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

	the market.	
7	organic flower and plant sales to medical mmp.	7/19/2023 12:20 PM
8	Gummies and hard candy	7/19/2023 11:35 AM
9	Cannabis flower to be trimmed and packaged into multiple sub-brands.	7/19/2023 9:56 AM
10	none	7/19/2023 6:19 AM
11	Plant materials	7/18/2023 11:06 PM
12	Process cannabis by packaging flower and making joints to sell to retail locations.	7/18/2023 5:06 PM
13	Cannabis flower for retail.	7/18/2023 3:01 PM
14	flower	7/18/2023 2:49 PM
15	joints, infused joints, flower	7/18/2023 2:43 PM
16	Flower and pre rolls only	7/18/2023 2:24 PM
17	Just Flower	7/18/2023 1:59 PM
18	We manufacture beverages, edibles and topicals.	7/18/2023 12:50 PM
19	Infused Prerolls in addition to the above.	7/18/2023 12:42 PM
20	dried flower only	7/18/2023 12:14 PM
21	Infused Mixes (Infused Cannabis Flower, Infused Cannabis Mix, Infused Cannabis Mix with Terpenes added)	7/18/2023 12:11 PM
22	CO2 is not listed. Would like to know what "etc" is for WSLCB in terms of other solvent extraction methods.	7/18/2023 12:00 PM
23	We sell products into the retail market.	7/18/2023 11:59 AM
24	we dont manufacture lab products, we outsource for those products.	7/18/2023 11:55 AM
25	Prerolls and flower only	7/18/2023 11:38 AM

Q4 What type of plant material does the processor licensee receive from producers for vendor sampling activities? Select all that apply.

Answered: 54 Skipped: 88



ANSWER CHOICES	RESPONSES	
Trim/shake	57.41%	31
Flower (buds)	77.78%	42
Whole plant	9.26%	5
Fresh/frozen	31.48%	17
Other (please specify)	25.93%	14
Total Respondents: 54		

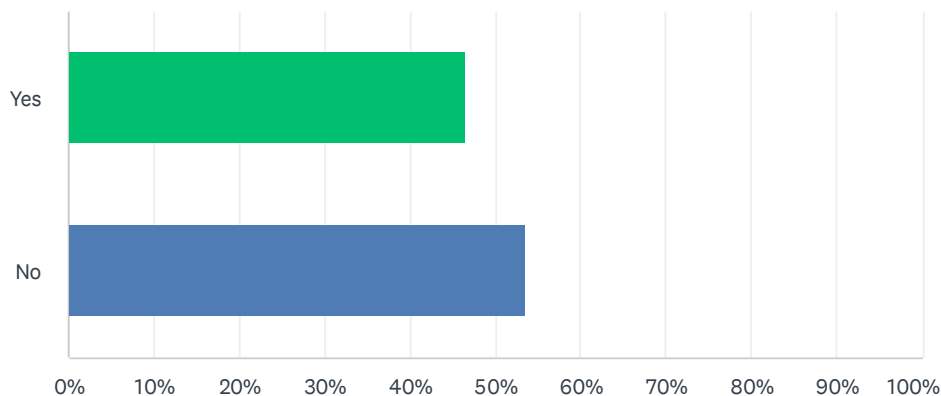
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	We currently do not purchase flower at our facility	7/29/2023 9:45 AM
2	None, we do not process flower. We need to be able to receive samples of oil from other processors to determine its use in the infused products we create.	7/25/2023 11:59 AM
3	distillate	7/21/2023 9:50 AM
4	pre rolls and concentrates	7/20/2023 10:23 AM
5	Ideally all if the above to make different quality products based on what consumers are willing to pay or budtenders able to educate and justify.	7/19/2023 2:27 PM
6	all in house along with my producer license.	7/19/2023 12:20 PM
7	none	7/19/2023 6:19 AM
8	None	7/18/2023 11:06 PM
9	we only make stuff from what we grow. We don't buy cannabis.	7/18/2023 3:09 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

10	None	7/18/2023 3:01 PM
11	dabs, vapes, kief, joints	7/18/2023 2:43 PM
12	Single source. We don't buy other farmers crap.	7/18/2023 2:24 PM
13	I Have not received "samples" of fresh frozen. Not very common practice, Usually just purchase a small batch.	7/18/2023 1:26 PM
14	None. We don't need samples to purchase product as we are experienced to look, smell and feel if the trim or flower will make our concentrates.	7/18/2023 1:06 PM
15	we only buy plant material for extraction.	7/18/2023 12:50 PM
16	none	7/18/2023 12:14 PM
17	For consideration of extraction we very rarely receive a pre-sample but when we do it is in Bud or Trim form.	7/18/2023 12:11 PM
18	We want representative samples of material being placed into our extraction system, to fully evaluate the quality of potential full batch being purchased. Whether that be for sampling to a licensed testing lab or having a employee review the product for consumption.	7/18/2023 12:00 PM
19	None	7/18/2023 11:58 AM
20	None. There's little need to get sample once the relationship is established.	7/18/2023 11:57 AM

Q5 Do you think the maximum limit on the amount of free vendor samples should be the same regardless of the type of plant material provided to the processor (trim/shake, flower, etc.)

Answered: 56 Skipped: 86



ANSWER CHOICES	RESPONSES
Yes	46.43% 26
No	53.57% 30
TOTAL	56

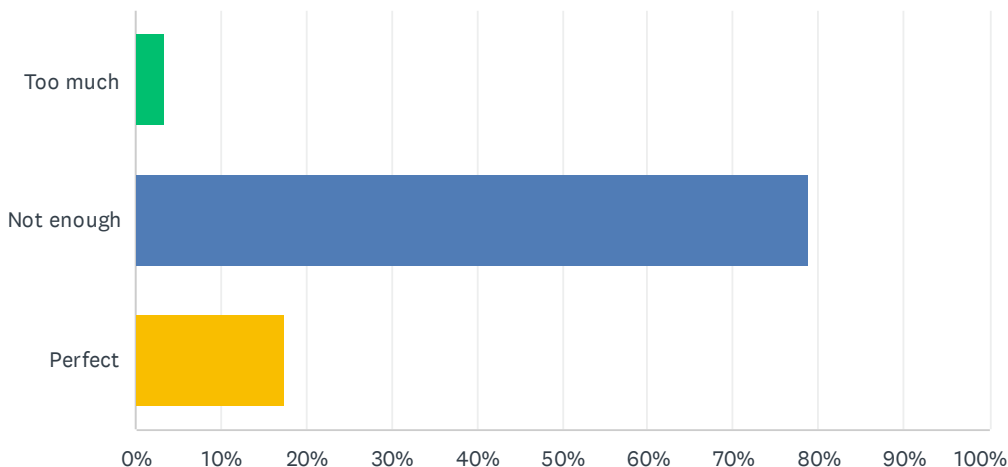
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	I think not only should it be the same but vendors can sample their actual products where in the edible/Drink space we can only sample 10 mg products which is not representative of our products.	7/29/2023 9:45 AM
2	Everything works fine now	7/21/2023 4:08 PM
3	trim/shake and fresh frozen to truly test out and determine if it is good enough to purchase for extraction purposes u would need at least a 1 runs worth of material and the size of that would vary depending of the size on ones extraction machine it could be as low a 1lb of material up to 15 lb for dry material and this number will be higher for fresh frozen When flower on the other hand one could make a decision and sample it out with less product/samples	7/21/2023 1:56 PM
4	dramatic difference in the total weight/THC content in milligrams between flower vs liquid edibles	7/21/2023 9:50 AM
5	There shouldn't be a cap on vendor samples	7/20/2023 10:23 AM
6	Sometimes more samples are needed to understand if the material could work.	7/19/2023 2:27 PM
7	its a sample	7/19/2023 12:20 PM
8	For wholesale (non-retail) sample limits seem unnecessary. For example for our farm to accurately assess the quality of biomass we must extract a minimum of 50lbs of material. Yes that quantity as a "sample" sounds like a lot of cannabis, however we will then end up purchasing 2000lbs+ of material from that farm if the quality meets our standards. Additionally there are not a lot of "samples" that currently exist in the producer to processor market.	7/19/2023 9:56 AM
9	If someone can't decide if they want a product after 8 free grams, then they need people who are better at quality control	7/19/2023 9:32 AM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

10	7g of flower per cultivar, 14g trim, 2268g fresh frozen (provided it be paid for or the output material returned post processing)	7/19/2023 5:35 AM
11	We mostly make live resin extracts from fresh frozen flower. Since pesticides concentrate, we always make a small test extraction batch with ethanol before running material from a new producer in our production hydrocarbon system. We test that extract for pesticides before purchasing a larger amount. Fresh frozen has a low yield, so we typically use 200-300g to net up to 10g of crude extract. Same applies to dried flower, expect we might need only 50-100g.	7/18/2023 6:39 PM
12	I think that on flower it should be raised as flower has stems and leaves. Not as much to sample when that is accounted into the weight	7/18/2023 5:45 PM
13	Budtenders need to sample different strains and different products	7/18/2023 4:06 PM
14	While I don't have direct knowledge I would assume that different material types would need different amount for representative samples, example fresh frozen.	7/18/2023 3:01 PM
15	larger stores have more employees so the max limit needs to be different	7/18/2023 2:43 PM
16	Rules are fine how there are	7/18/2023 2:24 PM
17	You should be able to receive samples of any product. For fresh frozen, the product is frozen has yet to be dried, so it should have a higher limit. I cannot really do anything with that amount of fresh frozen material.	7/18/2023 1:26 PM
18	Trim vs full bud flower is extremely different quality and price point. You can't assume since u tried the trim that the actual bud of that strain is going to be anything like that.	7/18/2023 1:25 PM
19	N/A	7/18/2023 1:06 PM
20	THC content of bud is much different than THC content of trim, for example.	7/18/2023 12:50 PM
21	The experience differs from type of material. From taste to effect to onset. You need an appropriate amount based on the type of material.	7/18/2023 12:45 PM
22	If receiving extraction material you would need to have enough to extract a small batch of extract to know the value of the material for extraction.	7/18/2023 12:42 PM
23	The same information can be gained from allowing this.	7/18/2023 12:11 PM
24	But the limit should be set higher than 8 grams	7/18/2023 12:06 PM
25	I say yes, due to being a processor and 8g limit can give a representative view of a batch for a few buds and trim, but would be odd for a Whole Plant, I don't think a processor necessarily should be having access to full plants since they cannot be grown under the licensee. I would like to know why a processor would need access to a whole plant for sampling?	7/18/2023 12:00 PM
26	End products amounts should be the same Extract or input product amounts should be much higher. It's impossible to understand extraction properties with such a small amount.	7/18/2023 11:59 AM
27	It should be modified. A processor should be limited to the amount and type of samples received from a producer.	7/18/2023 11:57 AM
28	there should be no limit.	7/18/2023 11:55 AM

Q6 Do you think the maximum limit of eight grams of free cannabis per calendar month is:

Answered: 57 Skipped: 85



ANSWER CHOICES	RESPONSES
Too much	3.51% 2
Not enough	78.95% 45
Perfect	17.54% 10
TOTAL	57

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	I honestly do not have good information on what is a good quantity of samples for flower. If I could send out 8 samples of our actual product of 100 mg beverages that would be very important and helpful. In order to make a 10 mg product, there is a significant time and cost for this to get through label committee and production costs. Simply not cost effective.	7/29/2023 9:45 AM
2	This is enough for us	7/21/2023 4:08 PM
3	Take this into prospective if a company lets say grows 20 different strains or maybe 40 there is no way to sample that out to get sales/feed back when limited to 8 grams of product per month Also cannabis has a shelf life one cant send out 8 grams of samples and wait a month to send out another 8 grams this product is just aging at this point and deteriorating losing smell ,potency , aesthetic and flavor we are losing money that could be made by holding onto product for to long and having to extract or lower the price of it due to it being to old some licensees will not even take product that is over 60 days old	7/21/2023 1:56 PM
4	there shouldn't be a cap on samples for stores to recieve	7/20/2023 10:23 AM
5	I smoke 2 gram joints when I consume, 8 would go very quick for the month.	7/19/2023 2:27 PM
6	limits the source from fully displaying their products	7/19/2023 12:20 PM
7	eight grams of cannabis is a negligible quantity when it comes to producer to processor sales. Imagine if a licensee is attempting to sell 8 strains of cannabis to a processor, one gram of each strain is not representative of what will be purchased. One ounce of each strain in that scenario is far more realistic.	7/19/2023 9:56 AM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

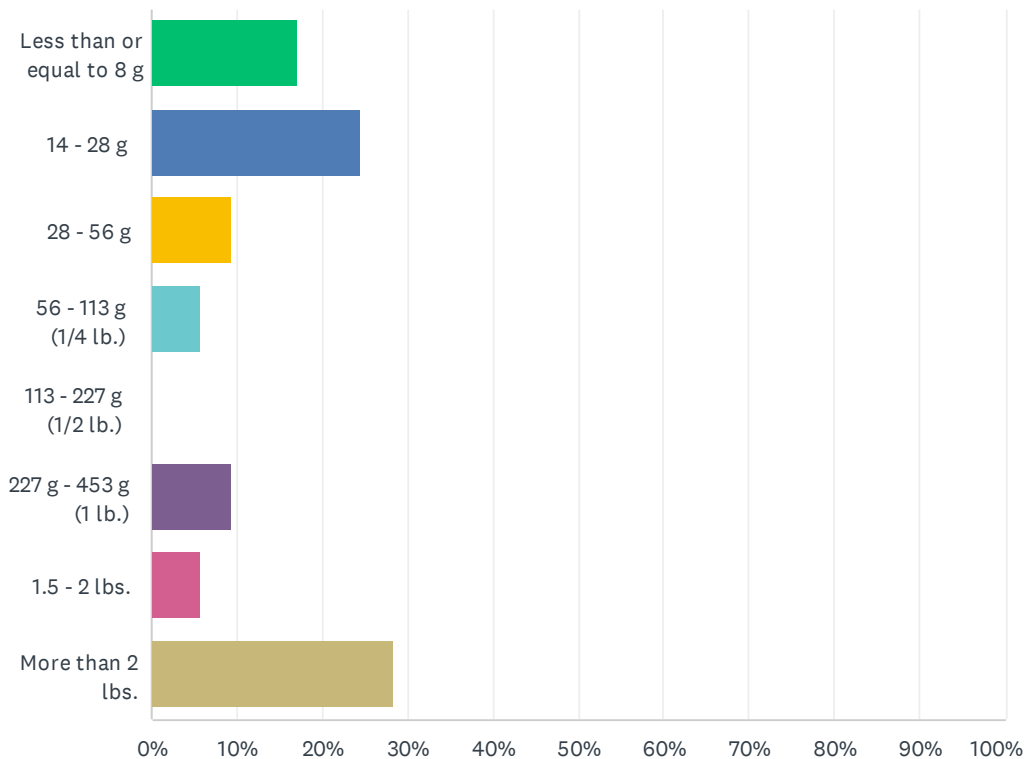
8	It might be a little too much, we rarely send more than 4 free samples. But for some stores, that do have a lot of employees, we will send the 8 free samples. Many times it feels like the stores are taking advantage of the free samples and asking for more than they need. To be clear, we've never sent samples to another P/P. We send pictures back and purchase (or not) based on that 90% of the time. But typically, we have 3-5 farms that we trust and they are the only ones we deal with.	7/19/2023 9:32 AM
9	If i want to consider more than 1 cultivar 8g total is far below what is needed. 8g per cultivar or product is more realistic.	7/19/2023 5:35 AM
10	If using the plant materials for extraction - 8 grams is not enough to get an idea of how much extract the material will actually yield	7/18/2023 11:06 PM
11	See above for how we think about approving new producers. For other QC purposes, 8g is typically enough. However, since we often purchase fresh frozen from outdoor harvests, the monthly limit can create a challenge since many strains may all be harvested at once.	7/18/2023 6:39 PM
12	Owning a company, we think everything should be sampled by everyone. So if it was raised then everyone on the buying team could try and evaluate the same product instead of everyone having someing different	7/18/2023 5:45 PM
13	Many stores have over 20 employees	7/18/2023 4:06 PM
14	I'm not really sure this needs rules. Seems like normal business to business practices would prevail.	7/18/2023 3:01 PM
15	depends on the store and many stores have more than 8 employees.	7/18/2023 2:43 PM
16	As a solventless processor, Eight grams of fresh frozen is useless to me. A company should be able to give out as much sample material as they feel necessary. It should be their call as to how much product they want to give away and not get paid for.	7/18/2023 1:26 PM
17	Not nearly enough. Everyone on my staff should be able to try the products for free that they sell to properly educate our customers. Even if all a company sells is flower..those 8 grams are not enough to give 1 sample to each of my budtenders. Also most companies do more than just flower so there's no chance for us to get enough samples to try everything the company has to offer.	7/18/2023 1:25 PM
18	Generally, we provide vendor samples to retailers for the purpose of introducing new batches, demonstrating freshness and quality, and intend for the employees of the retail establishment to evaulate for themselves, so they can personally attest to the quality of the product. Unfortunately, 8 gram sample boxes sometimes only go to the buyer or the owner, and the budtenders who sell our products aren't permitted to try it without purchasing it themselves.	7/18/2023 1:13 PM
19	If you are using a new vendor, then samples would be required but our company only deals with farms we trust and this is not really applicable to our business model.	7/18/2023 1:06 PM
20	8 grams of bud VS 8 grams of trim does not provide an apples to apples yield comparison.	7/18/2023 12:50 PM
21	If sampled as an inhalant it is enough - but for Edibles not enough.	7/18/2023 12:45 PM
22	If you are looking to purchase material for making prerolls you would want to have enough to make both .5g samples and 1g samples so that you can test the burn of the material. This would require at least 2g of each variety and would limit your samples to 4 strains per month per producer. If the producer grows more than 4 varieties you would not be able to sample the full line up and this would limit the amount of cannabis you can review for purchase.	7/18/2023 12:42 PM
23	should be 14-28 grams	7/18/2023 12:14 PM
24	As a processor we need at least 1lb to do a test extraction on to see how things would go. This is what a negotiation sample would need to be for an extraction negotiation.	7/18/2023 12:11 PM
25	For retail evaluation purposes, 8g seems adequate. However, for a processor's purposes, it's not enough run in-house tests on, send out for 3rd party lab test validation, and evaluate for processing	7/18/2023 12:06 PM
26	"free" is an odd word to use here. For my quality review, 8grams is enough to provide an additional sample to a third party testing (3g) and for consumption review internally to a SMALL group. 8g is not enough for companies who take quality review of material to further lengths (ex; having a internal review team of more then 2 people who need material for consumption)	7/18/2023 12:00 PM

Licensed Cannabis Processors - Vendor, Educational, and Internal Quality Control Samples

27	There are so many different product lines and quality/price points that are offered in this space along with different phenotypes that vary in quality quite a bit within licenses themselves, 8 grams is no where near enough to evaluate well-guided business decisions.	7/18/2023 11:59 AM
28	This is way too much material to base on extraction use as a processor would use the material for.	7/18/2023 11:57 AM
29	There should be no limit.	7/18/2023 11:55 AM
30	Hard to get a good idea of material especially if have more than one crop per month	7/18/2023 11:41 AM
31	It takes more than 8 to get a genuine feel of quality	7/18/2023 11:38 AM

Q7 Which of the following should be the maximum limit on the amount of free vendor samples of cannabis flower that a processor may receive from any one producer per calendar month?

Answered: 53 Skipped: 89



ANSWER CHOICES	RESPONSES	
Less than or equal to 8 g	16.98%	9
14 - 28 g	24.53%	13
28 - 56 g	9.43%	5
56 - 113 g (1/4 lb.)	5.66%	3
113 - 227 g (1/2 lb.)	0.00%	0
227 g - 453 g (1 lb.)	9.43%	5
1.5 - 2 lbs.	5.66%	3
More than 2 lbs.	28.30%	15
TOTAL		53

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	I don't think large volumes should be given out for free. It devalues the product.	7/21/2023 4:08 PM
2	1.5 to 2lb would be a nice cushion because to truly test out flower depending on how many	7/21/2023 1:56 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

licensees/employees give feedback/input (But this would only work) If internal sample were changed to be limited per employee/licensees (Not 2 grams per strain per month) and raise the weight of these samples to at least (Example) 4 grams per employee per strain per month not to exceed 28 grams a week per employee/licensees for a cap

3	7 grams per employee times 15 average strains is 105 grams per employee x 10 Employees on average full time= 1050 grams per store.	7/19/2023 2:27 PM
4	as many samples as the outlet has bud tenders.	7/19/2023 12:20 PM
5	The producer to processor market is in large based on the sale of biomass, when assessing quality of material processors need significantly more material to work with than 2 lbs.	7/19/2023 9:56 AM
6	Again, if you can't tell if a product is good or not after 8 grams, then you don't deserve to be in this industry.	7/19/2023 9:32 AM
7	none	7/19/2023 6:19 AM
8	Test washes for rosin or extraction runs require much more product to be valuable.	7/19/2023 5:35 AM
9	More than 2 lbs if being solely used for extraction purposes. A 20 Liter CO2 machine takes roughly 8 lbs for a run. It can be run with less but if you want an accurate sample to determine yield a full run is preferred.	7/18/2023 11:06 PM
10	See reasoning above.	7/18/2023 6:39 PM
11	Based on desired purchase amount 10 grams per pound	7/18/2023 5:06 PM
12	8 samples doesn't provide a true sampling of all the products available.	7/18/2023 4:06 PM
13	again, depends on the store. larger stores need more to reach all employees	7/18/2023 2:43 PM
14	Good test lot for amount for fresh frozen.	7/18/2023 1:26 PM
15	Honestly, I don't see a need for a limit. If a grow has 10 strains of flower and I have 10 employees and they want to give each staff member 2 grabs to try of each strain thats 200grams already just in bud. Once you account for if they do pre-rolls, concentrate, ect the weight can add up fast. If a grow can afford it and wants to do so I don't think we should limit that.	7/18/2023 1:25 PM
16	It would be more beneficial to consider the size of the company/# of employees when determining the number/volume of samples that could be received from PP's.	7/18/2023 1:13 PM
17	Depending on store size and employee count.	7/18/2023 1:12 PM
18	This amount is sufficient to make a decision on purchasing.	7/18/2023 1:06 PM
19	again, 2 pounds of trim is very different than 2 pounds of bud.	7/18/2023 12:50 PM
20	Refer to #5	7/18/2023 12:45 PM
21	There should not be a limit on free vendor samples a processor can receive from a producer.	7/18/2023 12:42 PM
22	As a processor we need at least 1lb to do a test extraction on to see how things would go. This is what a negotiation sample would need to be for an extraction negotiation.	7/18/2023 12:11 PM
23	This would be the minimum amount to sample for internal QA tests, 3rd party non-mandate validation testing, and extract for concentration evaluation	7/18/2023 12:06 PM
24	Majority of the year this is not necessary, but due to the large influx of available biomass each fall in WA, with outdoor growers having 1 large harvest this allows a processor to sample the full planting selection without having to "cherry pick" those of interest and wait, causing further issues if other processors are attempting to buy the material but you cannot review it as quickly. This allows larger multi-licenlse operations to sample the full offering from producers leaving the craft processors at a disadvantage.	7/18/2023 12:00 PM
25	This amount would allow for a better evaluation for extactors. It would allow a more robust sampling of what a farm has to offer.	7/18/2023 11:59 AM
26	we should be able to provide as many samples of different genetics that we choose.	7/18/2023 11:55 AM
27	Should be like 5-10 pounds per Harvest. Have to allow processor enough material to really see	7/18/2023 11:41 AM

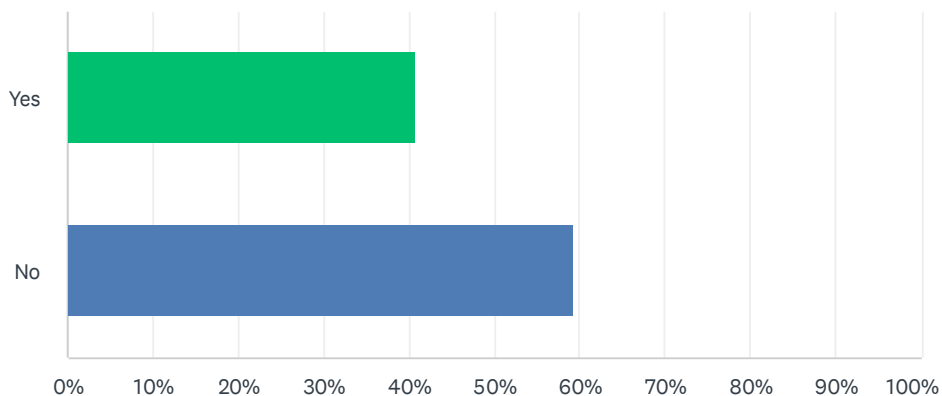
Licensed Cannabis Processors - Vendor, Educational, and Internal Quality Control Samples

quality of cannabis

28	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples.	7/18/2023 11:40 AM
----	--	--------------------

Q8 Should the maximum limit on the amount of vendor samples of free cannabis flower that a processor may receive from any one producer be based on calendar months?

Answered: 54 Skipped: 88



ANSWER CHOICES	RESPONSES
Yes	40.74% 22
No	59.26% 32
TOTAL	54

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Monthly is great for accounting	7/21/2023 4:08 PM
2	NO Because if one is trying to grow a business and have more and more products to sell Having a limit will only hurt them because it is making them hold off potential sales due to restrictions of trying/testing new product till the following month	7/21/2023 1:56 PM
3	Sometimes new products come out that cannot be sampled to stores because of this regulation	7/19/2023 3:33 PM
4	Shouldn't have a limit- if the producer can afford to give out free samples to help get budtenders educated on their products it should be encouraged.	7/19/2023 2:27 PM
5	too restrictive.	7/19/2023 12:20 PM
6	Limits should be based on strains or harvests	7/19/2023 11:16 AM
7	Unlike retailers there isn't an issue with processors getting inodiated with samples. Limiting the number of "samples" ultimately limits the potential of the number of potential businesses a licensee can work with. Or encourages licensees to work outside the regulatory framework.	7/19/2023 9:56 AM
8	It's an easy way to keep track of when/if you need to send more product.	7/19/2023 9:32 AM
9	If a producer wants to give me product for free, they should be allowed to do so for the purpose of making a sale.	7/19/2023 5:35 AM
10	Yes and no....once a processor has determined an expected extract yield from a specific farm's plant materials there shouldn't be a need for further tests runs for that specific season.	7/18/2023 11:06 PM
11	Pulse like nature of outdoor harvest.	7/18/2023 6:39 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

12	I'd like to send samples on every order because BT's turn over.	7/18/2023 2:43 PM
13	You should be able to sample every product they produce if they so desire to let you sample all their products.	7/18/2023 1:26 PM
14	If a farm has a fresh batch of something ready for us to try or a limited amount of product we should be able to get those samples sooner than waiting for the 1st of the month.	7/18/2023 1:25 PM
15	Due to farms growing more than one strain and offering it up for sale, you need to allow samples per strain.	7/18/2023 1:06 PM
16	seems like a fair standard.	7/18/2023 12:50 PM
17	Based on Research and Development cycles, need more frequency to make it timely to market. (suggest 3 week intervals).	7/18/2023 12:45 PM
18	Setting a time based limit only slows commerce and limits the ability of companies to do business. There is no reason for a limit on vendor samples and a time limit will only limit producers ability to sell their product.	7/18/2023 12:42 PM
19	Cyclical for many outdoor/greenhouse growers	7/18/2023 12:20 PM
20	by strain or material type	7/18/2023 12:14 PM
21	see above	7/18/2023 12:11 PM
22	A producer may have multiple strains/grades of plant material to offer the processor in a given month	7/18/2023 12:06 PM
23	Harvest cycles don't always fall in calendar months appropriately. I would suggest batch sampling similar to retailers (ex; can sample from tested batches received) . Since producers go by batch themselves for growing, this narrows down to the scope and allows for processors to go to specific batches in case of recall/quality issues down the line.	7/18/2023 12:00 PM
24	To keep business moving, a month would be appropriate.	7/18/2023 11:57 AM
25	Should be based on each Harvest	7/18/2023 11:41 AM
26	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples	7/18/2023 11:40 AM
27	It should be based on lots not time periods	7/18/2023 11:38 AM

Q9 How should the maximum vendor sample limit be determined? Please briefly explain:

Answered: 42 Skipped: 100

#	RESPONSES	DATE
1	Either a flat number per store or a percentage of budtenders who sale the product as they are the one serving the general product.	7/29/2023 9:45 AM
2	Based on what the shop wants or needs	7/24/2023 2:11 PM
3	It's working fine currently so I think a small adjustment up if that's what people are asking for. Right now cannabis needs small changes. Everyone is tired of the whiplash.	7/21/2023 4:08 PM
4	Just remove it And having the licensee regulate and track all samples internally and limit it (Example) 4 grams per employee per strain per month not to exceed 28 grams a week per employee/licensees for a cap	7/21/2023 1:56 PM
5	needs a different measurement for flower vs products like liquids, which measure THC content in milligrams, but the total product weight is 99% liquid and measured in ounces, so not a relevant measure of sample limitations when dealing with "heavy" beverages, which may be 12 ounces total weight but only contain 10 milligrams of THC	7/21/2023 9:50 AM
6	Should be determined by the producer.	7/20/2023 10:23 AM
7	By how many employees there are.	7/19/2023 3:33 PM
8	10 of that specific product (10 mg) per employee at each store, per month.	7/19/2023 2:27 PM
9	by the number of in house bud tenders	7/19/2023 12:20 PM
10	It should be the same	7/19/2023 11:35 AM
11	They should be based on a calendar year. This would help outdoor growers be able to adequately sample out multiple strains after their large harvest.	7/19/2023 11:16 AM
12	Why should there be a limit?	7/19/2023 10:18 AM
13	For producers to processors the line in the sand needs to be high enough to be workable, however it also needs to be limited in a way to prevent massive product giveaways. However this industry is hurting for cash and I don't see the business sense in giving away product.	7/19/2023 9:56 AM
14	Any total of 8 grams, however they want to split it. Maybe a P/P has 32 strains they want to sample, and they send 32, .25g samples to another P/P, that would be a acceptable way to determine it.	7/19/2023 9:32 AM
15	none	7/19/2023 6:19 AM
16	It should not be limited.	7/19/2023 5:35 AM
17	That's hard to answer from an extraction perspective. There are many different systems in the marketplace and all have different capacities.	7/18/2023 11:06 PM
18	Should be enough to make small test extractions for 10 batches.	7/18/2023 6:39 PM
19	No based on desired purchase amount 10 grams per pound	7/18/2023 5:06 PM
20	On what the processor produces	7/18/2023 3:56 PM
21	Larger stores should be able to receive more 1g samples because they have more employees.	7/18/2023 2:43 PM
22	Same for every licensee	7/18/2023 2:24 PM
23	It should be determined by the producer.	7/18/2023 1:26 PM
24	Honestly, if there needs to be a limit, I feel like it should depend on the grow/producer. If they	7/18/2023 1:25 PM

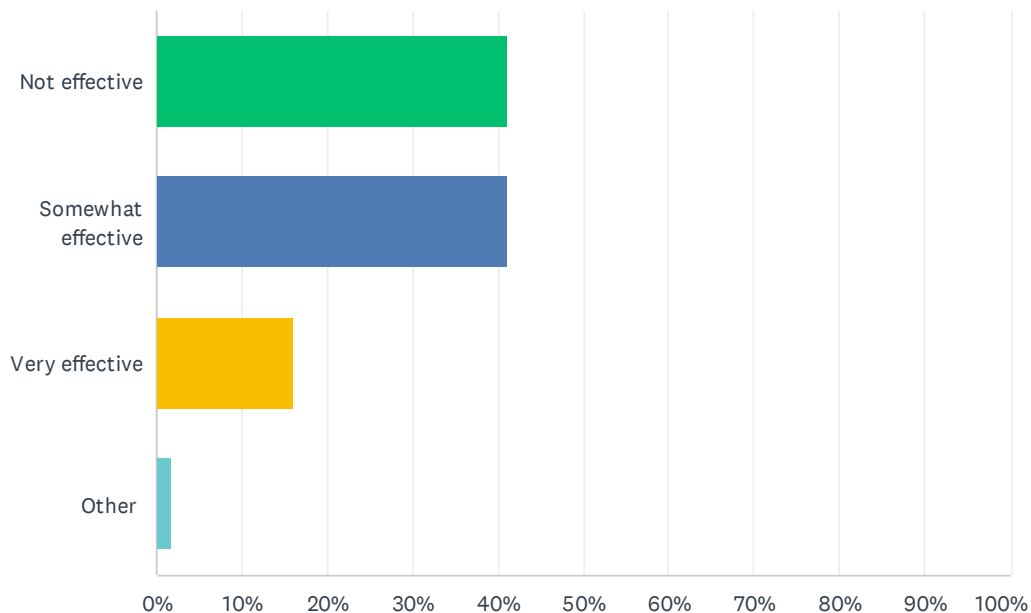
Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

have a wide range of products they should be able to hand out more samples to cover all their lines of products. You could also take into consideration how many employees the shop has. If they have 10 vs 5 they should be allowed more samples to come in. Grows should really just be allowed to give out as many samples as they can afford to get their foot in the door of a shop.

25	Each retailer should have a pre-determined amount of samples, based on the number of "qualified" employees, they are allowed to receive each month. A retailer with only 5 employees should not receive as many vendor samples as a retailer with 55 employees.	7/18/2023 1:13 PM
26	By retail employee count	7/18/2023 1:12 PM
27	I think it should be determined per strain.	7/18/2023 1:06 PM
28	based on number of producers they are working with	7/18/2023 12:56 PM
29	More for trim intended for extraction. Less for bud or flower intended for smokeable products.	7/18/2023 12:50 PM
30	As the industry matures, those who have been in the game longer require additional samples - for those just getting started maybe they need less. Based on industry need and area of expertise.	7/18/2023 12:45 PM
31	No Limits!	7/18/2023 12:42 PM
32	by what is necessary in order conduct proper testing of the material to be tested	7/18/2023 12:14 PM
33	As a processor we need at least 1lb to do a test extraction on to see how things would go. This is what a negotiation sample would need to be for an extraction negotiation.	7/18/2023 12:11 PM
34	Total amount.	7/18/2023 12:06 PM
35	Vendor samples should be reflective of the product being purchased , adjusting unit size to sale size is crucial to fully evaluate the experience one may receive from purchasing. Vendor sample limits for quantity , currently negate competition from small to large businesses. Though large operations just sell discounted product and get around vendor & edu sampling rules in that manner.	7/18/2023 12:00 PM
36	End product vs input product See everything I've said above.	7/18/2023 11:59 AM
37	Not sure.	7/18/2023 11:57 AM
38	Let the licensee choose the limit.	7/18/2023 11:55 AM
39	Number of potential customers supply materials	7/18/2023 11:51 AM
40	Certain amount of pounds per harvest	7/18/2023 11:41 AM
41	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples	7/18/2023 11:40 AM
42	A set % of the lot size	7/18/2023 11:38 AM

Q10 How effective are vendor samples under the current regulatory framework for negotiating sales with producers?

Answered: 56 Skipped: 86



ANSWER CHOICES	RESPONSES
Not effective	41.07% 23
Somewhat effective	41.07% 23
Very effective	16.07% 9
Other	1.79% 1
TOTAL	56

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	because of what I previously stated, it is very limiting if we cant sample our actual product. Additionally because we can only sample 10 mg beverages, when a consumer visits a store and a budtender tells the customer the drinks are great I drank two last night, and they were 10 mg drinks... the customer may think they can do the same. The budtender may have received a 10 mg drink but the consumer is purchasing a 100 mg drink. I believe there is a disconnect between the current rule language and the end consumer. The budtender needs the tools to try actual product so they can properly inform consumers of products they sell. This applies to both sales samples and education samples.	7/29/2023 9:45 AM
2	Again everything is functioning fine currently	7/21/2023 4:08 PM
3	Somewhat effective only because of weight/monthly limitations	7/21/2023 1:56 PM
4	Sometimes they are effective but having only such small samples doesn't give the vendor enough to try. I find this happens especially with the concentrates (.25g of oil is just not enough)	7/19/2023 3:33 PM
5	The most important part of completing a sale. Everyone has to try before they buy. Sometimes	7/19/2023 2:27 PM

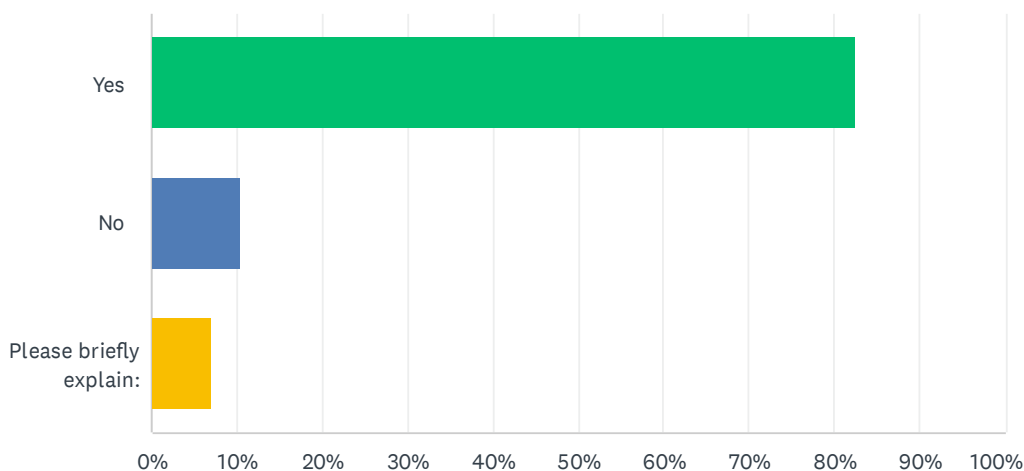
Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

the person who reviews the product isn't that category of regular user. Maybe they smoke and they are reviewing an edible. Would love for everyone to be able to try vendor samples, not just one employee.

6	too many too little. Too many bud tenders to little time.	7/19/2023 12:20 PM
7	Without samples of our edibles to stores we would not have a business	7/19/2023 11:35 AM
8	not large enough and most vendors just give away free cannabis outside of the regulatory framework.	7/19/2023 9:56 AM
9	As mentioned, we don't really ever use samples with other P/P's. I don't trust most of the growers out there (especially the largest of the companies) and we only deal with 3-5 farms that we trust. From our view, many of the largest companies are cheating in one form or another. Whether it's using a "honey pot" of good flower to send off for samples/testing and substituting for a lesser quality. Or using creative marketing terms to sell their products. I just don't trust them one bit.	7/19/2023 9:32 AM
10	As stated previously...8 grams is far to small for an extraction run	7/18/2023 11:06 PM
11	We need to make test extracts, mostly for pesticide screening.	7/18/2023 6:39 PM
12	With the limit we can't try everything on a menu so we hold off ordering until the next month.	7/18/2023 5:45 PM
13	Not large enough sample size to determine the quality of product	7/18/2023 5:06 PM
14	Not the best use of time. The follow up after sampling is daunting. I want the buyer/decision maker to try samples along with their key BT's.	7/18/2023 2:43 PM
15	For me, that amount of fresh frozen is useless.	7/18/2023 1:26 PM
16	Better than nothing, but I do still wish the limit was bumped. If there needs to be a limit.	7/18/2023 1:25 PM
17	Vendor samples allow us to introduce new products, formulations, strains to the buyers, but with the current limits, we cannot generally provide enough samples for the company's entire team to experience.	7/18/2023 1:13 PM
18	Maybe for the inexperienced but people in the industry know what is good and bad cannabis.	7/18/2023 1:06 PM
19	its hard to get a new client when you can only show them 2 out of 16 SKU's	7/18/2023 12:56 PM
20	The amount allowed is not enough for a processor to make a decision on the product.	7/18/2023 12:42 PM
21	As extractors, we would need to do an extraction to see if it was a worthwhile product to purchase and continue extraction on. Current limits make us buy in the blind without any information on yield and such.	7/18/2023 12:11 PM
22	8 grams is not enough to work with.	7/18/2023 12:06 PM
23	Effective in that if there is time for me to have a conversation with the producer to receive samples before a large processor/producer goes in and purchases the majority. I can usually make an educated purchase. Otherwise I have to make a judgement call based on relationship with producer and history as often there is no available time for a craft processor to purchase material before a larger group snags it.	7/18/2023 12:00 PM
24	It's somewhat effective to get a tiny glimpse into what is being offered.	7/18/2023 11:59 AM
25	A B2B sale of an established relationship does not need samples.	7/18/2023 11:57 AM
26	Not even a full retail pack is allowed- how did anyone think that was enough? How are people supposed to know and learn about a product if you cant even send what will be sold at retail.	7/18/2023 11:40 AM
27	It's hit or miss based on the lot size	7/18/2023 11:38 AM

Q11 Are vendor samples important for negotiating sales with producers?

Answered: 57 Skipped: 85



ANSWER CHOICES	RESPONSES	
Yes	82.46%	47
No	10.53%	6
Please briefly explain:	7.02%	4
TOTAL		57

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Yes, for new clients	7/21/2023 4:08 PM
2	Cannabis products unlike somethings you cant just look at it and smell it to make a decision. It must be viewed, smelled , and smoked for flavor also to determine if it has the desired effect one is looking for ,and needs to be sampled by as many people as you can to get a good range of opinions. Because there are so many different likes and dislikes about cannabis the more feed back the better to make a good decision on purchases . particularly larger purchases, where more thorough sampling is necessary to ensure consistency with the product.	7/21/2023 1:56 PM
3	over a quarter of our potential customers specifically request vendor samples	7/21/2023 9:50 AM
4	There is no way to get product into stores without samples	7/20/2023 10:23 AM
5	Allows vendors to get the opportunity to see, smell, look at and try before putting in an order.	7/19/2023 3:33 PM
6	They have to try it before they buy it.	7/19/2023 2:27 PM
7	every crop is different.	7/19/2023 12:20 PM
8	We would not buy product we can not sample	7/19/2023 11:35 AM
9	As it currently stands the sample size is so small that it is current practice to just purchase material from a licensee and if it doesn't work out then the processor just eats the cost and doesn't go back to the same producer again.	7/19/2023 9:56 AM
10	They can be, especially when dealing with someone new. But because we only trust and deal with a select few, we almost never use samples to negotiate a sale between P/P's	7/19/2023 9:32 AM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

11	If i cannot assess quality, I do not have any confidence in the material.	7/19/2023 5:35 AM
12	The only thing that matters for extraction processors is if the plant materials are pesticide free and yields. Providing samples for testing answers those questions.	7/18/2023 11:06 PM
13	Same as above	7/18/2023 6:39 PM
14	nobody wants to buy a major purchase for their business without trying	7/18/2023 5:45 PM
15	Best to be able to show a decision maker. They need to smell, see, feel flower specifically, and smoke to gauge the effects.	7/18/2023 2:43 PM
16	I dont receive them because the limits are useless to me for fresh frozen.	7/18/2023 1:26 PM
17	At my shop quality is very important. There can be multiple grows offering the same strain for the same price/weight. How else am I supposed to know what's the best choice to pass on to my customers besides trying it first? Also rosin for example can retail up to \$100/gram. I'm not going to order that expensive of a product without trying it first. Otherwise, I'm stuck with it.	7/18/2023 1:25 PM
18	No comment	7/18/2023 1:13 PM
19	I don't think you need to smoke it to know a good product.	7/18/2023 1:06 PM
20	It allows us to test a smaller quantity for yield and quality before making a larger purchase.	7/18/2023 12:50 PM
21	They are important but the current system is not effective in getting the sample quantities needed so many processors do not get samples as the limited view of the producers product via currently allowed samples is not enough to make a decision.	7/18/2023 12:42 PM
22	We need the bud tenders to smoke all the weed so they can accurately sell it. They need at least an 1/8 per cultivar per bud tender	7/18/2023 12:39 PM
23	Want to get fair value for product	7/18/2023 12:20 PM
24	We rarely use them as the amounts are worthless to us.	7/18/2023 12:11 PM
25	It would be helpful for business if we, as a processor, could receive enough material to evaluate without having to buy it.	7/18/2023 12:06 PM
26	So many hands going into the process of growing cannabis biomass, samples are needed to verify physical quality and to test for the chemical quality. Especially in light of recent law changes for pesticides, as a processor who does extraction I would only concentrate those and taking a producers word without testing is difficult.	7/18/2023 12:00 PM
27	The amount of competition, regulation and underfunded companies in this space breeds bad actors, and samples mitigate the risks associated from purchasing within this space.	7/18/2023 11:59 AM
28	If one was to process for the producer, then yes, it is important.	7/18/2023 11:57 AM
29	Processors can distribute the samples to their team and recieve feedback.	7/18/2023 11:55 AM
30	Have to know quality to determine price	7/18/2023 11:41 AM

Q12 What are some other ways you think vendor sampling activities should be conducted? Please briefly explain:

Answered: 30 Skipped: 112

#	RESPONSES	DATE
1	Producer processors should be allowed to purchase product in market and sample it to budtenders at Cannabis events. This is an ongoing issue in the industry where people are pulling out of inventory and handing out product at cannabis events.	7/29/2023 9:45 AM
2	Allow processors of oil to give vendor samples to other processors who infuse edibles.	7/25/2023 11:59 AM
3	This is a hard one it would be nice to let licensees/employees schedule time to try theses products on site. Sampling would be far more effective if it could be done in a controlled and consistent environment that removes unknown variables compared to sampling at home. This also ensures sampling takes place appropriately timely. The product being sampled can be monitored and not leave site. Just like one would go out to a bar for example you can sample a taste of beer/wine to see if you like it .	7/21/2023 1:56 PM
4	vendor days where multiple producers can have compliant samples even if they dont know in advance which license/retailer store staff will ultimately be consuming the samples	7/21/2023 9:50 AM
5	though taking to the vendors and also ability for vendors to come to sampling parties to try a multiple strains	7/20/2023 10:23 AM
6	More opportunities for employees to try new merchandise that they will be expected to know and sell.	7/19/2023 3:33 PM
7	Send more than one sample... give 100 mg sample rather than 10 mg. Multiple flavors/skus.	7/19/2023 2:27 PM
8	All purchases are made by buyers that are NOT regulated or licensed. Big mistake making a closed market place even more exclusive! The purchasers run the whole game/	7/19/2023 12:20 PM
9	I think they should allow for more educational samples	7/19/2023 11:35 AM
10	I quickly think to other sin industries like alcohol and coffee, where sampling is provided to potential buyers in realistic quantities, that don't overextend the financial reality for the farm (by proving more cannabis than they can really afford) and allowing the potential buyer to experiment with the material to see if its a good fit for their processor needs.	7/19/2023 9:56 AM
11	Sorry, I don't have any good ideas on this.	7/19/2023 9:32 AM
12	no samples	7/19/2023 6:19 AM
13	manifested materials of any type, logged into the compliance tracking system, should not be limited. Agreements before the sale should be established and enforced when an agreement is not met between the producer and processor, requiring LCB intervention.	7/19/2023 5:35 AM
14	From a producer to processor the only thing that matters are pesticide free, extraction yields, and for flower packaging it would be potency. There isn't really any other reasons I can think of currently.	7/18/2023 11:06 PM
15	No comment	7/18/2023 3:56 PM
16	As a rep, I want to make an appointment with the buyer and come in to give an appropriate sales pitch with samples at hand so the buyer knows what we are talking about. There's no breakup of communications to come back after sampling.	7/18/2023 2:43 PM
17	producers and processors should be able to sample products fairly, like other industries regulated by the LCB. We should be able to advertise like other industries regulated by the lcb as well.	7/18/2023 1:26 PM
18	I used to work at a nice Italian place. There was a full wine menu. They did not expect us to buy a glass of every single wine. There was scheduled days for wine tasting. I think	7/18/2023 1:25 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

Washington should allow something similar for cannabis.

19	A farm should purchase small lots (at a reduced price) to test the value of the cannabis.	7/18/2023 1:06 PM
20	allow for distribution of necessary samples to processors and retail stores in order to create a client relationship	7/18/2023 12:56 PM
21	Allow "Public Lounge" events - a controlled "Sampling" of product. Public = Producer to processor.	7/18/2023 12:45 PM
22	I think that producers should be able to sample to processors in an unlimited manner. The product will still be tracked so any diversion issues are remediated and the open commerce that will result will strengthen our marketplace providing more quality products as less will be purchased sight unseen by the processors.	7/18/2023 12:42 PM
23	Vendor events	7/18/2023 12:39 PM
24	?	7/18/2023 12:11 PM
25	Remove arbitrary limitations on ways to conduct business in as many ways as possible.	7/18/2023 12:06 PM
26	At time of batch testing, biomass size should be associated (ex; 10lbs or 100lbs) and that dictate's the quantity of vendor samples.	7/18/2023 12:00 PM
27	Licensed sampling facilities where consumption is allowed.	7/18/2023 11:59 AM
28	Let the licensees choose what they want to sample out.	7/18/2023 11:55 AM
29	As long as tracked and compliant the quantity should be much higher	7/18/2023 11:41 AM
30	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples	7/18/2023 11:40 AM

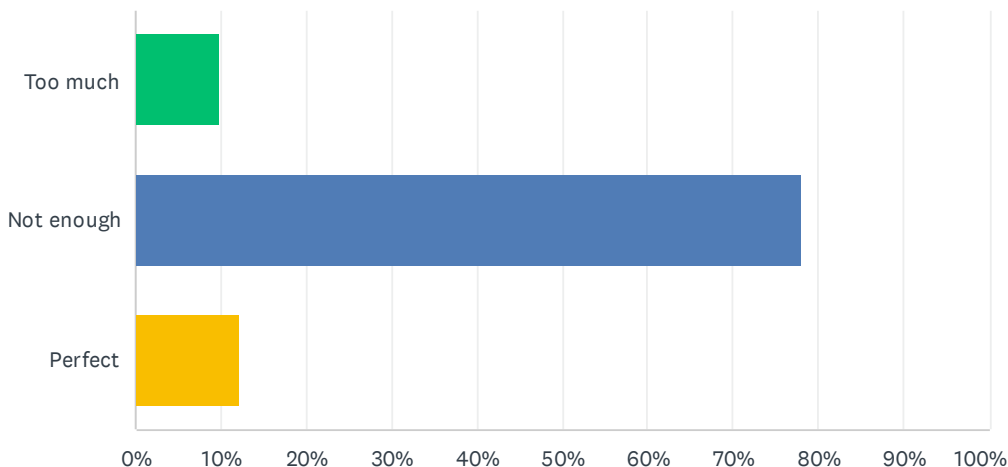
Q13 Please provide any additional information directly related to vendor sampling that you wish to be considered in this rulemaking:

Answered: 14 Skipped: 128

#	RESPONSES	DATE
1	Allow processors of oil to give vendor samples to other processors who infuse edibles.	7/25/2023 11:59 AM
2	liquids and ingestible forms like gummies, chocolates, etc need their own measure, all the regs are written in regards to samples of flower (e.g. measured in grams of dry weight).	7/21/2023 9:50 AM
3	Increase the sampling limits and the sales will increase, generating more taxes.	7/19/2023 2:27 PM
4	Reorganize the Oligopoly you have created by artificially restricting producers from free enterprise activities.	7/19/2023 12:20 PM
5	Restricting monthly educational samples once the store has purchased our product limits the budtenders to only 10 a month. They are the true sales people and if they can not learn about the product they will not recommend it to the customer. They should be allowed a higher amount per month	7/19/2023 11:35 AM
6	Samples of each product the producers manufacture	7/18/2023 3:56 PM
7	For Budtenders to sample- they should have samples from the brands they carry so they can speak to the product appropriately to customers. They need to try new strains, new product extensions etc.	7/18/2023 2:43 PM
8	It is currently useless to my business.	7/18/2023 1:26 PM
9	None needed	7/18/2023 1:06 PM
10	need a way to allow multiple samples from multiple producer/processors. Like 8 grams but from 3 different producers = 24g limit.	7/18/2023 12:45 PM
11	As a processor we need at least 1lb to do a test extraction on to see how things would go. This is what a negotiation sample would need to be for an extraction negotiation.	7/18/2023 12:11 PM
12	quality control testing!!!! Current diction around "live resin" what is it? Is there a checks and balance for who sent and who received samples?	7/18/2023 12:00 PM
13	Let the Licensee choose what and how they want to distribute samples.	7/18/2023 11:55 AM
14	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples	7/18/2023 11:40 AM

Q14 Do you think the maximum limit of eight grams of free vendor samples units of useable cannabis per month is:

Answered: 41 Skipped: 101



ANSWER CHOICES	RESPONSES
Too much	9.76% 4
Not enough	78.05% 32
Perfect	12.20% 5
TOTAL	41

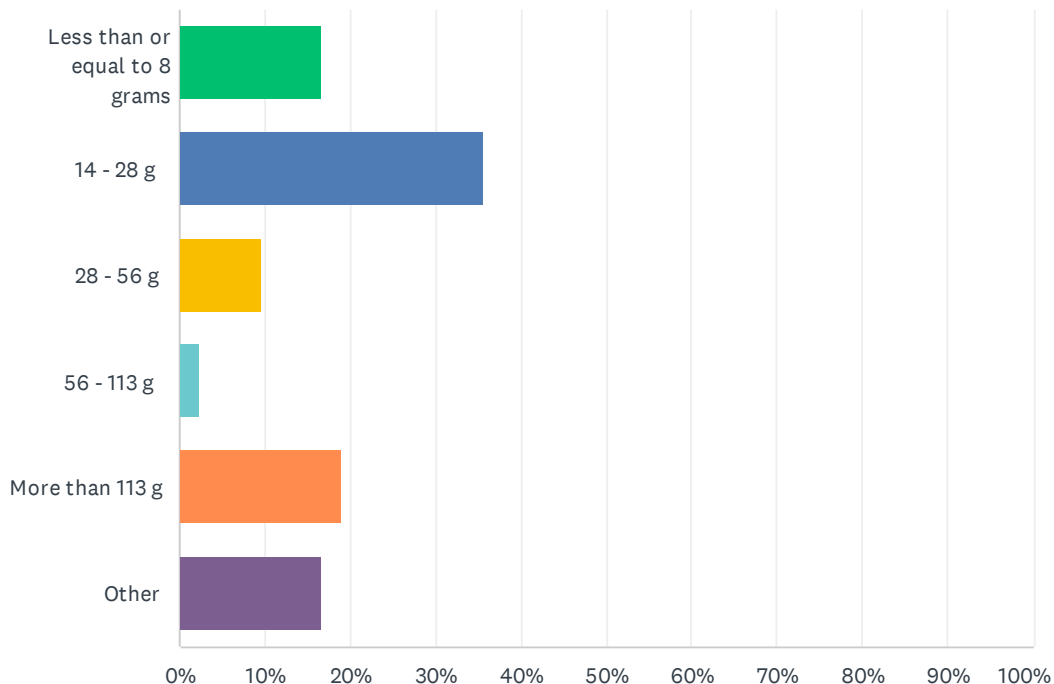
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	The stores will always max out the amount we can give them for free. We don't need to devalue cannabis any more than it already is. The market is really struggling right now. Giving out lots of free cannabis just makes producers make less as the budtenders won't purchase the product now. Most budtenders I've spoken to don't even buy product already because they get so much for free that they even have extra to give it to friends.	7/21/2023 4:21 PM
2	Take this into prospective if a company lets say grows 20 different strains or maybe 40 there is no way to sample that out to get sales/feed back when limited to 8 grams of product per month Also cannabis has a shelf life one cant send out 8 grams of samples and wait a month to send out another 8 grams this product is just aging at this point and deteriorating losing smell ,potency , aesthetic and flavor we are losing money that could be made by holding onto product for to long and having to extract or lower the price of it due to it being to old some licensees will not even take product that is over 60 days old	7/21/2023 3:16 PM
3	Eight grams becomes limiting when trying to demonstrate what your companies flower will appear like on the shelf. A decent representation of useable cannabis for sale in retail is the 3.5g unit. 3.5 grams is enough flower to demonstrate what big buds look like along with smaller buds. Now demonstrating what multiple strains will look like is necessary to show what the whole catalogue will look like in their store. This would result in multiple 3.5g units being offered. Its important to recognize that most of this cannabis will go to waste but the visual representation of what the flower will look like is crucial for making a sale, considering the visual is what sells product in the washington market.	7/19/2023 1:15 PM
4	venders ask for more than 8 grams. Example I grow 10 strains can't show all to anyone each month	7/19/2023 12:30 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

5	This limit makes it hard to try the offerings of a processor as you are limited to 8 grams a month. 3.5g sizes are the industry standard for consumer purchases. If you get 2 x 3.5g flower samples to verify how the product looks and the quality of the product you would not be able to sample a 3rd variety. Retailers need to have the ability to review all varieties a processor is offering so they can make correct buying decisions.	7/19/2023 10:41 AM
6	I think it's more than enough. From my view, the stores get inundated with samples from the farms and we RARELY get reviews/feedback on samples we send out. So it just feels like we're handing them free product to consume, and it doesn't often turn into a sale.	7/19/2023 9:47 AM
7	We have more than 30 SKUs. 8g of product to provide would only be a maximum of 16 skus on .5g flower samples. It is not realistic and representative to provide .5g of flower for assessment; I want them to see a packaged unit for retail sale of 3.5g (which the processor bears all the costs of)	7/19/2023 5:46 AM
8	N/A. Don't know. We aren't selling usable cannabis.	7/18/2023 6:50 PM
9	We would love to be able to take products to the vendors but limit to 1 piece and then total 8 that means special packaging and they don't see what our packaging would look like and it results in higher costs on our end but without samples nobody buys	7/18/2023 5:50 PM
10	8 grams is not enough of a samples to show a true representation of the product. Plus most processors offer more than 8 strains.	7/18/2023 5:24 PM
11	The basic issue is Total Amount per month - 1 Processor could supply a months allotment to a retailer and no one else can. If multiple (8) processors do supply a smaller amount - it may only be 1 SKU they can send and may not represent a good cross section of what they offer but is not being currently sold.	7/18/2023 2:42 PM
12	I consistently have more than two products available for retailers and I have to pick and choose what ones they get a tiny sample of. They should be able to get as much samples as they need to make a sound decision on ALL of my products.	7/18/2023 1:44 PM
13	Not even enough for 1/staff member. Also sometimes it takes more than 1 gram to get the full picture on what's being offered from a product.	7/18/2023 1:40 PM
14	samples of ANY cannabis product should be in the same package and dosage and form factor as such products are actually sold at retail.	7/18/2023 1:35 PM
15	Cultivating producing harvesting trimming Packaging none of that is free.. purchase samples only I bet it would require less of free	7/18/2023 1:23 PM
16	The flower totals are too much but the concentrates need to be expanded a little but OR at least, have a broader max for multiple strains.	7/18/2023 1:23 PM
17	Most edible products are sold in 100mg units. Arbitrarily setting a limit of 8 units requires us to break packages for vendor samples.	7/18/2023 12:45 PM
18	For flower i think 8g is fine, 2 units of extract is the main issue to me - should also be 8 units so store has idea of all offerings/variety	7/18/2023 12:35 PM
19	Let the Licensee choose the limit	7/18/2023 12:29 PM
20	Probably too much but this is not an issue for any owner. Why are we re-visting this minor regulation?	7/18/2023 12:03 PM
21	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples.	7/18/2023 11:50 AM
22	Eight grams is a tiny amount	7/18/2023 11:49 AM
23	It too little to make a determination when dealing with multiple lots	7/18/2023 11:41 AM

Q15 Which of the following should be the maximum limit on the amount of free vendor samples of useable cannabis that a processor may provide any one retailer per calendar month?

Answered: 42 Skipped: 100



ANSWER CHOICES	RESPONSES
Less than or equal to 8 grams	16.67% 7
14 - 28 g	35.71% 15
28 - 56 g	9.52% 4
56 - 113 g	2.38% 1
More than 113 g	19.05% 8
Other	16.67% 7
TOTAL	42

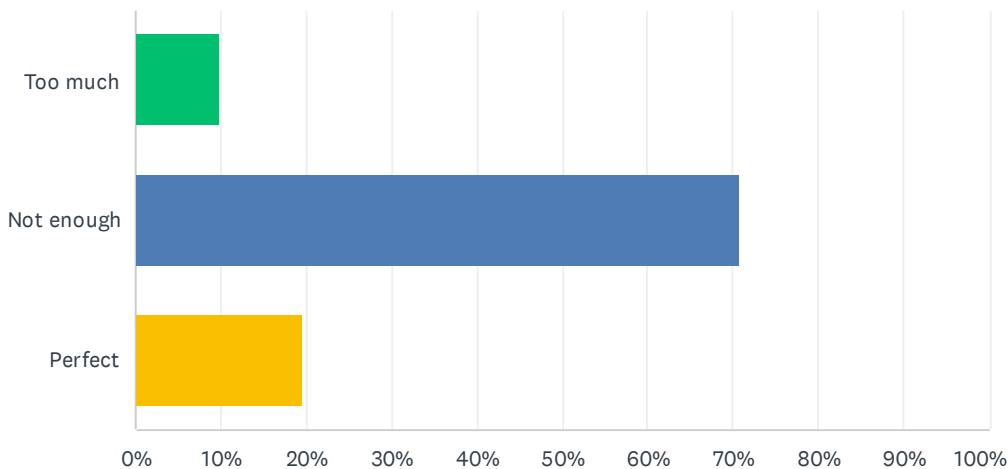
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	My only ask is to be able to sample our actual 100 mg products to the retailer	7/29/2023 9:45 AM
2	The more people to give feed back the better when sampling product for possible purchase and resale this will only help if the internal sample limits are changed	7/21/2023 3:16 PM
3	by allowing up to 56 grams would allow a farm to provide representative samples across multiple strains.	7/19/2023 1:15 PM
4	two grams per budtender per establishment	7/19/2023 12:30 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

5	There should be no limit	7/19/2023 10:41 AM
6	4 grams of flower	7/19/2023 9:47 AM
7	There can be a limit only to prevent retailers from making unrealistic requests for free product. Processors should be able to make policies internally about what limits to impose on what retailers.	7/19/2023 5:46 AM
8	Same as above	7/18/2023 6:50 PM
9	Every 3 weeks - based on overall sales - as sales increase more can be provided.	7/18/2023 2:42 PM
10	As much as is needed to make a sound decision on ALL of the producer/processors products.	7/18/2023 1:44 PM
11	However much the grow wants to give out.	7/18/2023 1:40 PM
12	all retailers take advantages to excess	7/18/2023 1:23 PM
13	You only need a small amount to test the flavor profile.	7/18/2023 1:23 PM
14	The limit should be set in mgs, and it should be limited by per processor/vendor instead of cumulative for the retailer, which forces them to exclude potential processors/vendors for evaluation on a regular basis. For instance, a retailer should be able to receive roughly the equivalent mgs to 8 g of high potency flower~ 2000mg per processor/vendor.	7/18/2023 12:45 PM
15	This would allow 8-9 strains to be sampled and give a better view of the product.	7/18/2023 12:32 PM
16	Let the licensee choose the limit	7/18/2023 12:29 PM
17	The regulation is fine as is.	7/18/2023 12:03 PM
18	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples	7/18/2023 11:50 AM
19	Has to be enough so the whole staff can have a chance to sample. 113grams is not very much	7/18/2023 11:49 AM

Q16 Do you think the maximum limit of eight vendor sample units of solid edibles per month is:

Answered: 41 Skipped: 101



ANSWER CHOICES	RESPONSES
Too much	9.76% 4
Not enough	70.73% 29
Perfect	19.51% 8
TOTAL	41

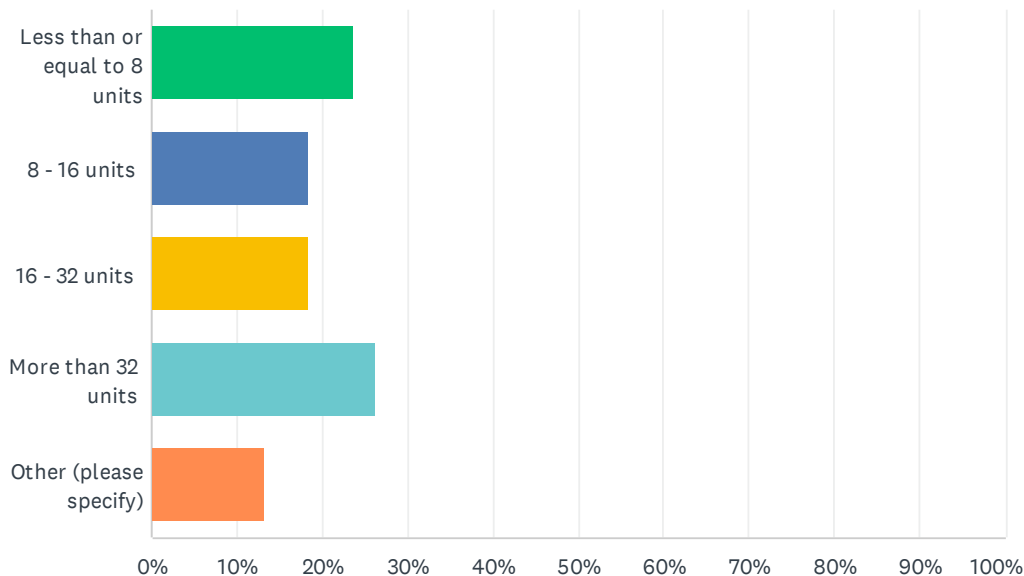
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Depending on how many budtenders the store has this may be too much or may be too little. We desire to be able to sample each budtender on the product so they can better serve the end consumer.	7/29/2023 9:45 AM
2	With 12+ skus, introducing a full product line to a retailer is not possible with the limit of 8 units. The limit of needs to increase to product as packaged for sale because 10mg of THC is a single serving, which requires different packaging (and waste). Do like Oregon and have "Vendor Sample" stamped or labeled on finished product as it would be for sale and as it would look on retailer shelves.	7/25/2023 12:12 PM
3	The more feed back the better this should be at least 15-20 samples to give out for feed back every person has different likes and dislikes and different tolerances	7/21/2023 3:16 PM
4	A minimum of 10 units to accurately reflect a regularly sold packaged unit makes sense at a minimum, however increasing that to 30 units to allow a variety of skus to be sold is important to allow a better variety of skus to be represented as sold to the customer.	7/19/2023 1:15 PM
5	N/A	7/19/2023 12:30 PM
6	With multiple flavors and skus 8 is not enough	7/19/2023 11:41 AM
7	The processor may make more than 8 products and any limits on the number of samples will not allow retailers to review all available products.	7/19/2023 10:41 AM
8	Should be reduced to 4 - 10mg units.	7/19/2023 9:47 AM
9	8 full packages of multiple skus is realistic, but full packages not individual units. packaging	7/19/2023 5:46 AM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

	quality is important to assessment.	
10	Same as above	7/18/2023 6:50 PM
11	Solid edibles should be sampled on a per package basis. If the edible is sold in 100mg packages then that should be the sample size.	7/18/2023 5:24 PM
12	Too many Sku's, Processors to retailers ratio is unbalanced to provide equal opportunity to complete for shelf space.	7/18/2023 2:42 PM
13	What if a company produces 20 strains a month. They should be able to give samples of all their products.	7/18/2023 1:44 PM
14	Not even enough for 1/staff member. Also sometimes it takes more than 10mg to get someone the full effect of their normal dose.	7/18/2023 1:40 PM
15	many edibles come packaged in pouches of 10 units. many beverages come packaged in 12 or 24 or 36 unit boxes.	7/18/2023 1:35 PM
16	When it comes to edibles, they can usually be divided into smaller pieces, to be able to sample to more people. While a smaller piece will not incur the "high" of a full, single dose, it does allow for the taste and terpenes to manifest to the individual.	7/18/2023 1:31 PM
17	Subject to to much interpretation how many free grapes do they give you when purchasing grapes	7/18/2023 1:23 PM
18	Concentrates need only a few pieces but have the maximum expanded if you are trying more than one product.	7/18/2023 1:23 PM
19	Explained above. It should be limited by total mgs THC.	7/18/2023 12:45 PM
20	N/A	7/18/2023 12:32 PM
21	Again, probably too much but let's move on and focus on more important issues.	7/18/2023 12:03 PM
22	This is not even a full pack. Everything is sold in 10 packs at retail. The majority of people in the industry have high tolerances, this is not enough for one person to get a full effect trial- yet alone get the whole purchasing team a sample.	7/18/2023 11:50 AM

Q17 Which of the following should be the maximum limit of vendor sample units of solid edibles that a processor may provide to any one retailer per calendar month:

Answered: 38 Skipped: 104



ANSWER CHOICES	RESPONSES
Less than or equal to 8 units	23.68% 9
8 - 16 units	18.42% 7
16 - 32 units	18.42% 7
More than 32 units	26.32% 10
Other (please specify)	13.16% 5
TOTAL	38

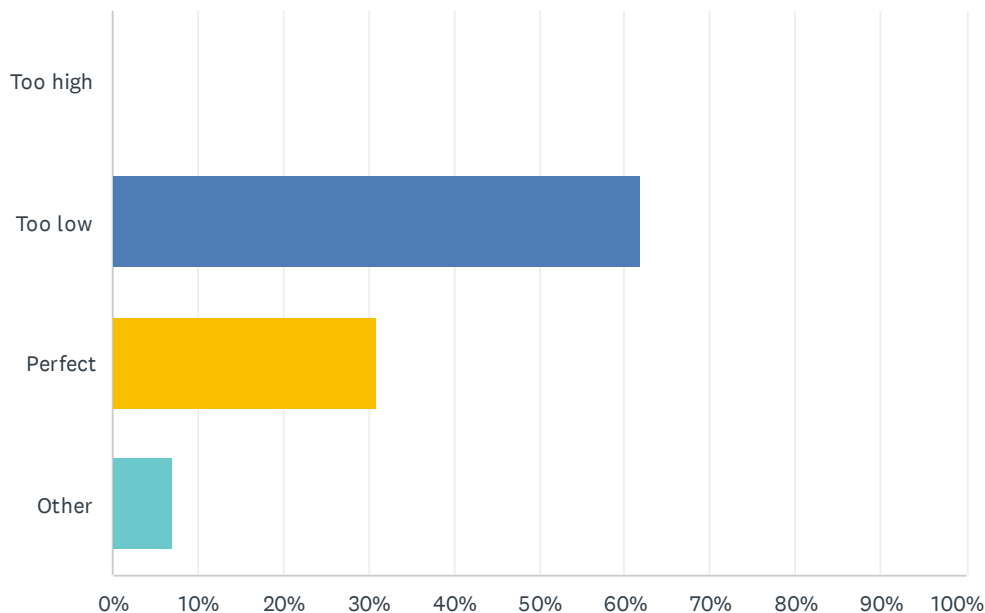
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	One sample per staff in store. If there are more than 8 staff in a retail store, there is no good way to ensure the staff are getting properly educated on the effects of a product and there will be no great way for the employees of a store to educate the end consumer on the products they sale. Because there are no other ways for the producers to get samples to the budtenders, we see a growing problem with product being taken to stores and events out of metrics or traceability systems.	7/29/2023 9:45 AM
2	At least 1 of each sku made by the processor as approved for sale by the WSLCB.	7/25/2023 12:12 PM
3	The more people to give feed back the better when sampling product for possible purchase and resale this will only help if the internal sample limits are changed	7/21/2023 3:16 PM
4	N/A	7/19/2023 12:30 PM
5	There should be no limit	7/19/2023 10:41 AM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

6	should be reduced to 4 - 10mg units.	7/19/2023 9:47 AM
7	Same as above	7/18/2023 6:50 PM
8	This is based on 100mg packages. The processors shouldn't have to create packaging or skus in order to sample retail locations.	7/18/2023 5:24 PM
9	Its more an issue of how many Total samples the retailer can entertain. Not how samples many a processor can provide. We often hear from the retailer - I have my allotment this month - try next month.	7/18/2023 2:42 PM
10	They should be able to give out enough samples for a vendor to make a good decision.	7/18/2023 1:44 PM
11	However much the grow wants to give out. Sometimes companies will make gummies, hard candies, chocolates, mints, ect.	7/18/2023 1:40 PM
12	Buy one at store cost	7/18/2023 1:23 PM
13	That is plenty to introduce to the retail and the budtenders.	7/18/2023 1:23 PM
14	Explained above, it should be vendor's/processors choice up to 2000 total mgs THC per month.	7/18/2023 12:45 PM
15	N/A	7/18/2023 12:32 PM
16	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples	7/18/2023 11:50 AM
17	If samples are re done with new recipe based on feedback	7/18/2023 11:49 AM

Q18 Do you think the maximum limit of 10 mg of THC per unit of a sold edible is:

Answered: 42 Skipped: 100



ANSWER CHOICES	RESPONSES
Too high	0.00% 0
Too low	61.90% 26
Perfect	30.95% 13
Other	7.14% 3
TOTAL	42

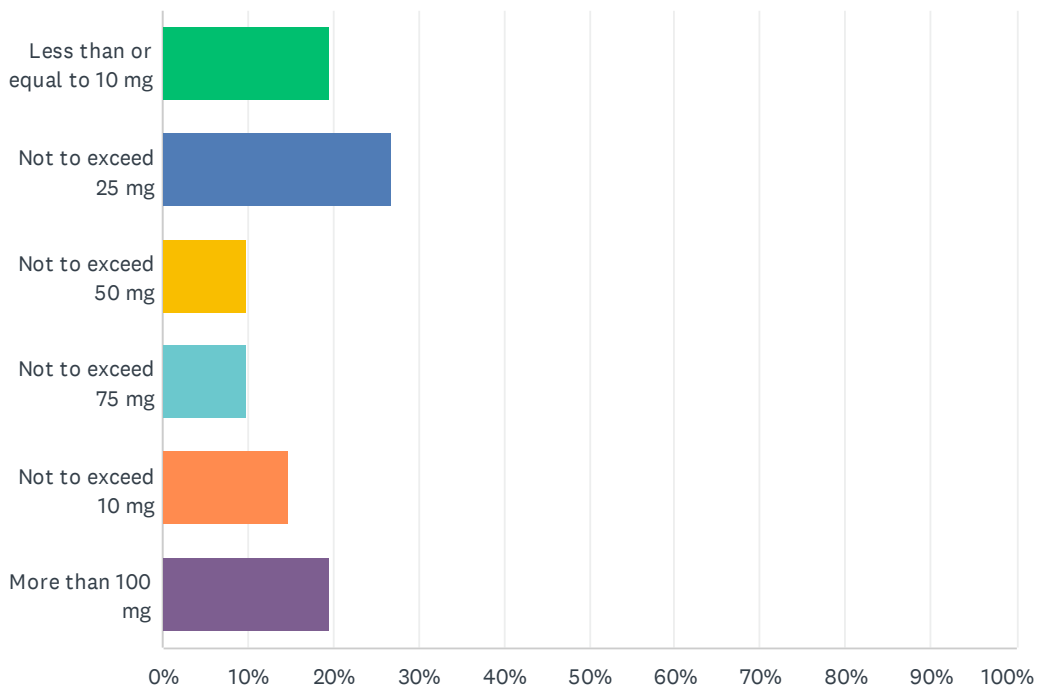
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	We should be able to sample a sales unit to budtenders. There is an arguement that if a vendor can sample a half gram of concentrate or oil... and most oil in market is at or above 90 percent, that would be roughly 450 mg of thc. It is not rational to limit producers of edibles and beverage to 2.2% of what a vape pen sample has in it. At a minimum we should be able to sample 100 mg of product as sales and educational samples per allowed person sampled. This is still only 22% of the quantity of .5 grams of oil sampled in a vape pen.	7/29/2023 9:45 AM
2	Waste of packaging having to create a 1 serving pouch that will be thrown away. Make it the full 100mg package as it would be sold to a customer (and as it would look on their shelves) with a "vendor sample" label on it.	7/25/2023 12:12 PM
3	Its to low there everyone has different tolerances and also there are people that want to get there desired effect with less consumption (Example) Someone might want to only consume one piece 1 cannabis infused candy instead of 2 or someone who wants to smoke dabs hit instead of 3grams of flower Or someone who wants to take one Ounce shot of liquor instead of drinking and whole 12 ounce Beer	7/21/2023 3:16 PM
4	many want to sample in the dosage that customers mostly buy, which is typically 100 mg units	7/21/2023 9:57 AM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

5	People can drive to Oregon and get stronger for cheaper... we have to offer more like other states- they are getting more sales generated by offering stronger doses. People build up tolerance and need higher doses to get the same effects.	7/19/2023 2:33 PM
6	Personally I would like to see a general increase of the 10mg limit across the board but in relation to the current rules providing an exemption to the general rules for samples doesn't make sense.	7/19/2023 1:15 PM
7	N/A	7/19/2023 12:30 PM
8	Consumers have different reactions to cannabis and while 10mg is perfect for much of the population there are some that would need to eat 20 edibles to get to the 200mg their body needs to feel the effects.	7/19/2023 10:41 AM
9	That is a single candy. no assesment can be made by multiple members of a retailers staff which is ideal to gain a consensus.	7/19/2023 5:46 AM
10	Same as above	7/18/2023 6:50 PM
11	I think that they should be 100mg with dosing lines (Oregon) and that would save on packaging and waste	7/18/2023 5:50 PM
12	Do not make the processors create a separate package to sample retailers	7/18/2023 5:24 PM
13	if that is what is sold then 10mg it is	7/18/2023 2:57 PM
14	This also is a matter of maturity of the industry. The whole Medical vs Recreational walls need to come down, educate the consumers and allow them to be able to purchase what they need - 5 - 10 - 25 Or 500 mg (ok maybe a bit over kill) but an educated consumer will purchase a gallon of alcohol - but only drink 2 oz at a time. Same thing with Cannabis. If it is a matter of "Protecting the Children" not to have a specific amount accessible - then we also need to stop selling "Kegs" of beer, etc.	7/18/2023 2:42 PM
15	We should be able to offer a multitude of different potencies, 2.5mg, 5mg, 10mg, 50mg 100mg etc.	7/18/2023 2:05 PM
16	Its just too low.	7/18/2023 1:44 PM
17	This is WAY too low. I've been in the industry for 6 years now and this has got to be one of the biggest complaints I've heard. 10mg is so so low for most customers and also across the country on the way lower end for maximum/edible. It also makes the 10 pack of edibles so expensive for the potency you're actually getting.	7/18/2023 1:40 PM
18	Consumers want choices. 10mg for edibles was/is arbitrary. So long as the packaging is clear, the limit should be 100MG.	7/18/2023 1:35 PM
19	Many regular consumers of cannabis develop a tolerance over time, and require larger quantities to achieve the needed effect. If someone requires 100mg of an edible to ease pain or discomfort, it becomes more costly to purchase. In addition, the consumer may have to eat a volume of the product that they would not ordinarily eat if it didn't include the THC.	7/18/2023 1:31 PM
20	Eat more than 1 if you want more effect	7/18/2023 1:23 PM
21	Should be a nice, effective experience. Anything lower would not capture the correct usage for the product.	7/18/2023 1:23 PM
22	Many people prefer more per serving. They should not have to eat 10 servings if they would like to ingest 100mgs	7/18/2023 12:45 PM
23	Edibles effectiveness are based on personal metabolism and every persons metabolism is different, so allowing 30mg would cover those people who cant feel anything from a 10mg edible.	7/18/2023 12:32 PM
24	This is not even a full pack. Everything is sold in 10 packs at retail. The majority of people in the industry have high tolerances, this is not enough for one person to get a full effect trial- yet alone get the whole purchasing team a sample.	7/18/2023 11:50 AM
25	This low amount just creates more expense in packaging	7/18/2023 11:49 AM

Q19 Which of the following should be the maximum limit on the amount of THC that may be in a single vendor sample unit of a solid edible?

Answered: 41 Skipped: 101



ANSWER CHOICES	RESPONSES
Less than or equal to 10 mg	19.51% 8
Not to exceed 25 mg	26.83% 11
Not to exceed 50 mg	9.76% 4
Not to exceed 75 mg	9.76% 4
Not to exceed 10 mg	14.63% 6
More than 100 mg	19.51% 8
TOTAL	41

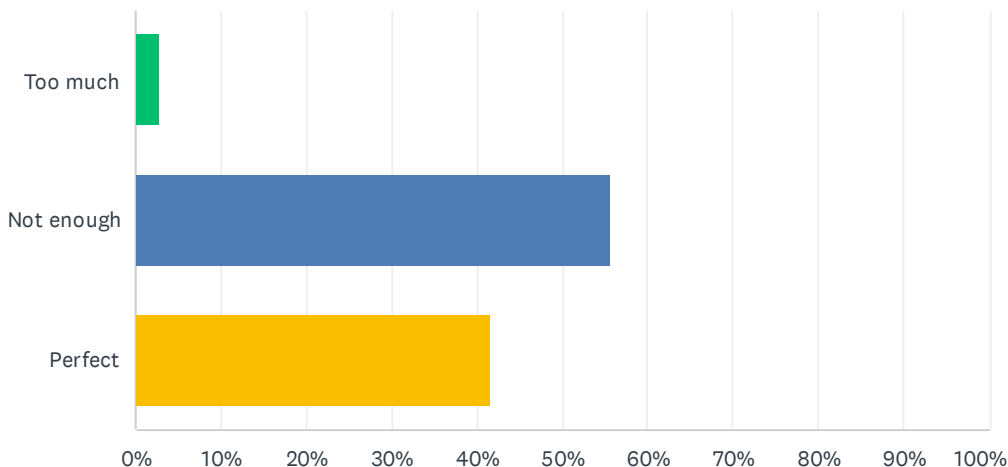
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	I am assuming this is meant to say "Not to exceed 100mg" which is why I am selecting it. If not - this Other statement will replace that selection. Make it 100mg as packaged for sale to a consumer (and as it would be on a retailer's shelf) with a "vendor sample" label on the packaging.	7/25/2023 12:12 PM
2	50 mg is a good cap for getting the desired effect one could be looking for with less consumption on additives i.e sugar/chocolate etc	7/21/2023 3:16 PM
3	question has an error, I assume the 5th option is supposed to say "Not to exceed 100 mg", otherwise it is repetitive of the first option	7/21/2023 9:57 AM
4	100 mg packs are gone in 30 seconds for some people.	7/19/2023 2:33 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

5	N/A	7/19/2023 12:30 PM
6	Amounts taken vary by the individual and some people may need more.	7/19/2023 10:41 AM
7	I can understand from an edible standpoint, that 10mg may not be a large enough sample for some people. In physical size of the sample and in potency, it may be too small.	7/19/2023 9:47 AM
8	no limit should be imposed. this costs the processor money, who cares?	7/19/2023 5:46 AM
9	Same as above	7/18/2023 6:50 PM
10	Should be the legal limit of 100mg because that is how the packaging has been created.	7/18/2023 5:24 PM
11	We should sample the same item as what is sold to customers. Although many folks want/need a higher THC content edible.	7/18/2023 2:57 PM
12	Depends on what the product is, and cannabis maturity of the individual doing the sampling. Let's say we choose 10mg - but have a mature individual - they may need 5 samples to provide proper feedback.	7/18/2023 2:42 PM
13	50 is a solid dose - and companies should have some choice as to how strong their products are.	7/18/2023 1:44 PM
14	Grows should be able to sample out the same exact thing I'd be putting on the shelves. The liquid edibles have 100mg/package but I can only get a 10mg sample. That does not accurately represent the products.	7/18/2023 1:40 PM
15	I think you have a typo. The choice above should be Not to exceed 100 mg.	7/18/2023 1:35 PM
16	Even though my example above noted "100mg", allowing increased concentration per serving both would potentially reduce cost for the item initially (less packaging), and also require less consumption for the consumer.	7/18/2023 1:31 PM
17	I believe 10mg is sufficient.	7/18/2023 1:23 PM
18	It should be the same as a normal sellable unit. And the limit should be raised per sellable unit.	7/18/2023 12:45 PM
19	I'd actually want to say 30, as that still covers the 10mg per unit that most edible companies use. This would be perfect, as my above remarks.	7/18/2023 12:32 PM
20	This is not even a full pack. Everything is sold in 10 packs at retail. The majority of people in the industry have high tolerances, this is not enough for one person to get a full effect trial- yet alone get the whole purchasing team a sample.	7/18/2023 11:50 AM

Q20 Do you think the maximum limit of eight vendor sample units of liquid edibles per month is:

Answered: 36 Skipped: 106



ANSWER CHOICES	RESPONSES
Too much	2.78% 1
Not enough	55.56% 20
Perfect	41.67% 15
TOTAL	36

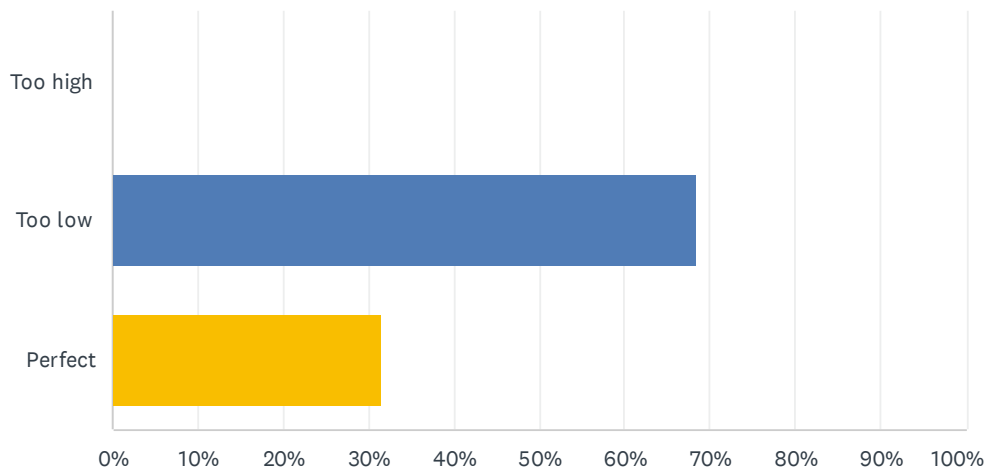
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	If we were allowed to sample actual product (100 mg drinks) it would be a good start in the right direction. I believe we should be able to sample out the budtenders that sale the products to consumers. 1 sample per budtender would be reasonable. I also understand there is not a good tracking system to ensure number of budtenders per store so while 8 samples may be to low, having a reasonable amount of samples we can provide for education and sales would help the industry. It would provide the ability for budtenders to better educate the people they serve. 10 mg samples of edible and liquid cannabis is not representative of 100 mg drinks that we sale and there is no way for budtenders and buyers to educate the end consumer if they do not have the ability to try a fully loaded product. Dosing instructions are on the package and they need to be able to better explain to the end user.	7/29/2023 9:45 AM
2	The more feed back the better this should be at least 15-20 samples to give out for feed back every person has different likes and dislikes and different tolerances	7/21/2023 3:16 PM
3	N/A	7/19/2023 12:30 PM
4	There may be more than eight products that need to be reviewed from a processor and this limit will not allow the retailer to review all available products.	7/19/2023 10:41 AM
5	We don't make liquid edibles, so I don't know if it's too much or too little.	7/19/2023 9:47 AM
6	There should be no limit other than those imposed internally by the processor.	7/19/2023 5:46 AM
7	Same as above	7/18/2023 6:50 PM
8	depends on how many employees there are	7/18/2023 2:57 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

9	Refer to question #4	7/18/2023 2:42 PM
10	They should be able to give sample of all their products.	7/18/2023 1:44 PM
11	However much the grow wants to give out.	7/18/2023 1:40 PM
12	again, manufacturers package in cartons or carriers 12,24,36 units at a time.We should be able to sample beverages in the same quantity as they are sold.	7/18/2023 1:35 PM
13	Depends on the store's policy for distributing the samples.	7/18/2023 1:31 PM
14	It leads to corruption no free samples Sample @ retailers cost	7/18/2023 1:23 PM
15	Just make sure if a farm is introducing a new strain or type of product, that extra samples can be generated.	7/18/2023 1:23 PM
16	It should be the same as a normal sellable unit. And the limit should be raised per sellable unit.	7/18/2023 12:45 PM
17	8 is a tiny amount	7/18/2023 11:49 AM

Q21 Do you think the maximum limit of 10 mg of THC per unit of a liquid edible is:

Answered: 38 Skipped: 104



ANSWER CHOICES	RESPONSES
Too high	0.00% 0
Too low	68.42% 26
Perfect	31.58% 12
TOTAL	38

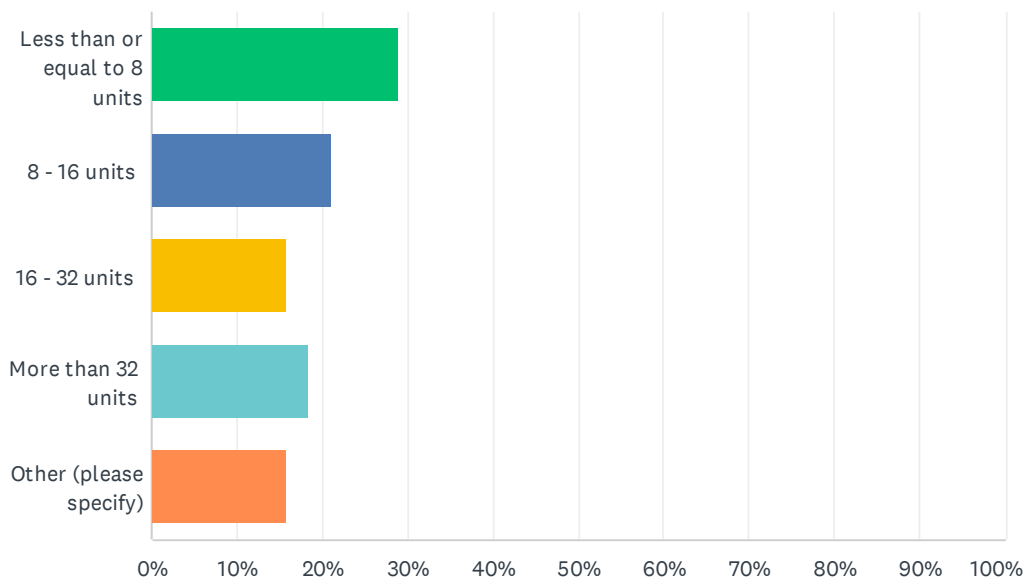
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	We need to be able to sample out our product that we actually sale and make in the 100 mg format. To package 10 mg drinks is cost prohibitive and requires a separate approval from label and packaging. Also requires a separate approval from the WSDA.	7/29/2023 9:45 AM
2	Its to low there everyone has different tolerances and also there are people that want to get there desired effect with less consumption (Example) Someone might want to only consume one piece 1 cannabis infused candy instead of 2 or someone who wants to smoke dabs hit instead of 3grams of flower Or someone who wants to take one Ounce shot of liquor instead of drinking and whole 12 ounce Beer	7/21/2023 3:16 PM
3	many retailers request higher dosage (e.g. 100 mg) units as that is the potency their customers usually buy	7/21/2023 9:57 AM
4	N/A	7/19/2023 12:30 PM
5	Consumers have different reactions to cannabis and while 10mg is perfect for much of the population there are some that would need to eat 20 edibles to get to the 200mg their body needs to feel the effects.	7/19/2023 10:41 AM
6	Again, I'm not sure.	7/19/2023 9:47 AM
7	low dose products that is only 4 cans. We should be able to sample as much as needed.	7/19/2023 5:46 AM
8	Same as above	7/18/2023 6:50 PM
9	Liquid edibles are sold in 100mg units. Making a sample batch of 10mg in a 100mg package does not represent the product in flavor or effects and requires special processing and causing	7/18/2023 5:24 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

	unnecessary cost.	
10	should be able to receive the size of sample that the vendor sells. Do not want to take the increased expense of creating the samples sizes.	7/18/2023 2:57 PM
11	Refer to questions # 5 and 6	7/18/2023 2:42 PM
12	Its very low.	7/18/2023 1:44 PM
13	Again, makes no sense at all when what I sell has 10x as much THC.	7/18/2023 1:40 PM
14	Edibles and beverages should have the same THC of 100 mg.	7/18/2023 1:35 PM
15	Please refer to my comments under solid edibles.	7/18/2023 1:31 PM
16	It is the appropriate amount for the experience.	7/18/2023 1:23 PM
17	Many people prefer more per serving. They should not have to eat 10 servings if they would like to ingest 100mgs	7/18/2023 12:45 PM
18	Edibles effectiveness are based on personal metabolism and every persons metabolism is different, so allowing 30mg would cover those people who cant feel anything from a 10mg edible.	7/18/2023 12:32 PM

Q22 Which of the following should be the maximum limit of vendor sample units of liquid edibles that a processor may provide to any one retailer per calendar month:

Answered: 38 Skipped: 104



ANSWER CHOICES	RESPONSES
Less than or equal to 8 units	28.95% 11
8 - 16 units	21.05% 8
16 - 32 units	15.79% 6
More than 32 units	18.42% 7
Other (please specify)	15.79% 6
TOTAL	38

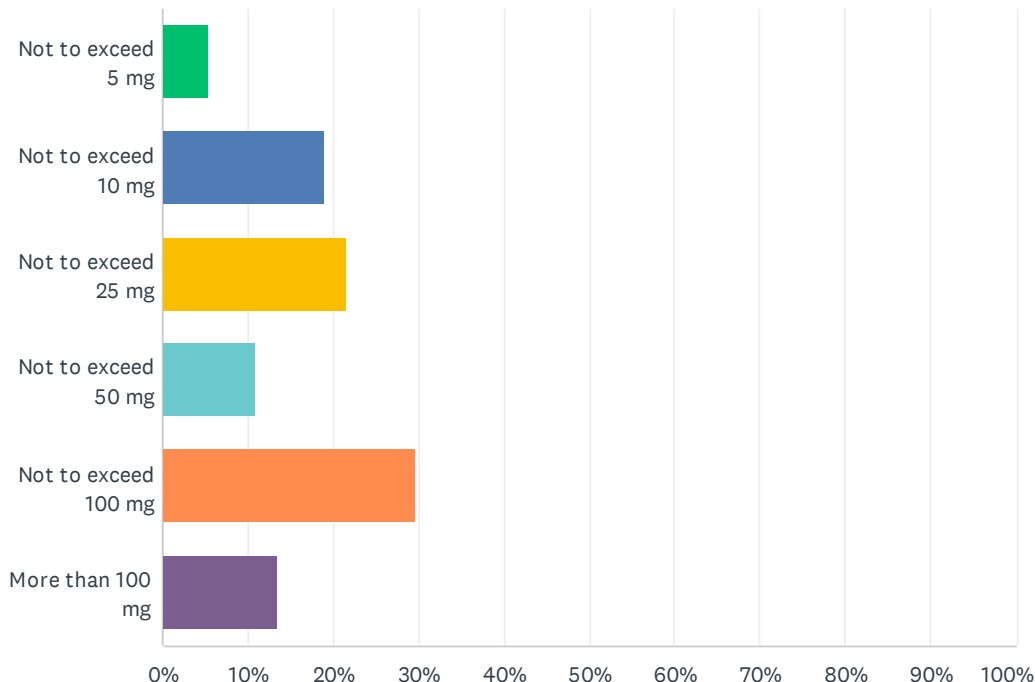
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	One per staff in store would be ideal and I also understand there is no good way to track this in the system. I think in some cases for a small retail store 8 may be too many but take a large store and they may have 35 or more budtenders, 8 samples is not enough.	7/29/2023 9:45 AM
2	The more people to give feed back the better when sampling product for possible purchase and resale	7/21/2023 3:16 PM
3	N/A	7/19/2023 12:30 PM
4	There should be no limit	7/19/2023 10:41 AM
5	Same as above	7/18/2023 6:50 PM
6	This is based on 100mg liquid edible samples	7/18/2023 5:24 PM
7	beverage vendors should be able to give the item they sell as a sample too	7/18/2023 2:57 PM

Licensed Cannabis Processors - Vendor, Educational, and Internal Quality Control Samples

8	Refer to questions #4, 5 & 6	7/18/2023 2:42 PM
9	They should be able to give out enough samples for a vendor to make a good decision.	7/18/2023 1:44 PM
10	However much the grow wants to give out.	7/18/2023 1:40 PM
11	Buy it at retail cost	7/18/2023 1:23 PM
12	8 units to 'get' the sale should be plenty.	7/18/2023 1:23 PM
13	It should be limited to total mgs of THC per processor/vendor per month.	7/18/2023 12:45 PM
14	This allows for a product spread.	7/18/2023 12:32 PM
15	Let the licensee choose the limit	7/18/2023 12:29 PM

Q23 Which of the following should be the maximum limit on the amount of THC that may be in a single vendor sample unit of a liquid edible?

Answered: 37 Skipped: 105



ANSWER CHOICES	RESPONSES
Not to exceed 5 mg	5.41% 2
Not to exceed 10 mg	18.92% 7
Not to exceed 25 mg	21.62% 8
Not to exceed 50 mg	10.81% 4
Not to exceed 100 mg	29.73% 11
More than 100 mg	13.51% 5
TOTAL	37

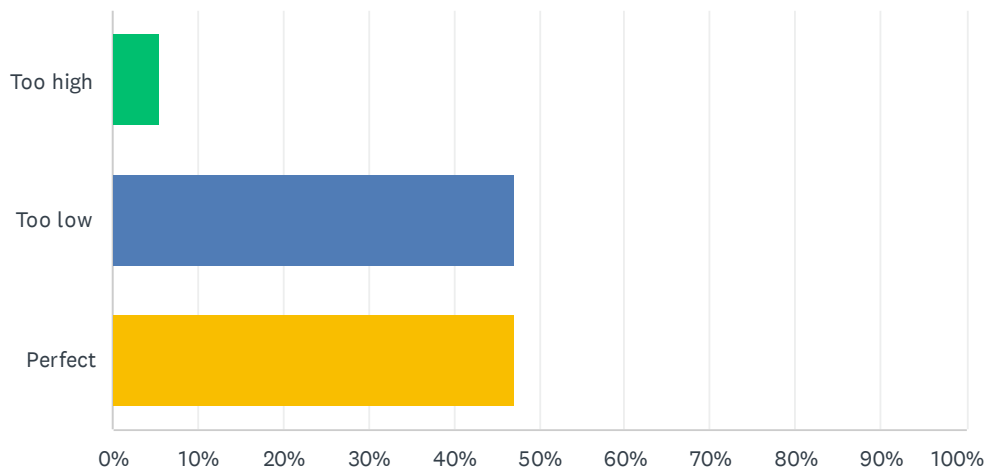
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Does not matter if its liquid or edible cannabis, this would be appropriate to have the ability to sample out 100 mg of actual product to the retailers	7/29/2023 9:45 AM
2	50 mg is a good cap for getting the desired effect one could be looking for with less consumption on additives i.e sugar/chocolate etc	7/21/2023 3:16 PM
3	Since small shot size drinks are so popular it is important that the vendor sample represents what is sold in the store to customers. THC has a flavor and samples containing less THC than what is sold on the shelf misleads the experience of the product and the flavor of the product.	7/19/2023 1:15 PM
4	N/A	7/19/2023 12:30 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

5	There should be no limit	7/19/2023 10:41 AM
6	Again, from a physical size and potency standpoint, bumping it up to 25mg might be a good idea.	7/19/2023 9:47 AM
7	Same as above	7/18/2023 6:50 PM
8	From a manufacturing perspective - ease of production.	7/18/2023 2:42 PM
9	50mg is an appropriate amount	7/18/2023 1:44 PM
10	However much the grow wants to give out.	7/18/2023 1:40 PM
11	Nothing free no free samples	7/18/2023 1:23 PM
12	10mg is enough and would not cause any problems for a newbie	7/18/2023 1:23 PM
13	It should be the same as a normal sellable unit. And the limit should be raised per sellable unit.	7/18/2023 12:45 PM
14	Edibles effectiveness are based on personal metabolism and every persons metabolism is different, so allowing 30mg would cover those people who cant feel anything from a 10mg edible.	7/18/2023 12:32 PM
15	Let the licensee choose the limit	7/18/2023 12:29 PM

Q24 Do you think the maximum limit of eight vendor sample units of topical cannabis products per month is:

Answered: 36 Skipped: 106



ANSWER CHOICES	RESPONSES
Too high	5.56% 2
Too low	47.22% 17
Perfect	47.22% 17
TOTAL	36

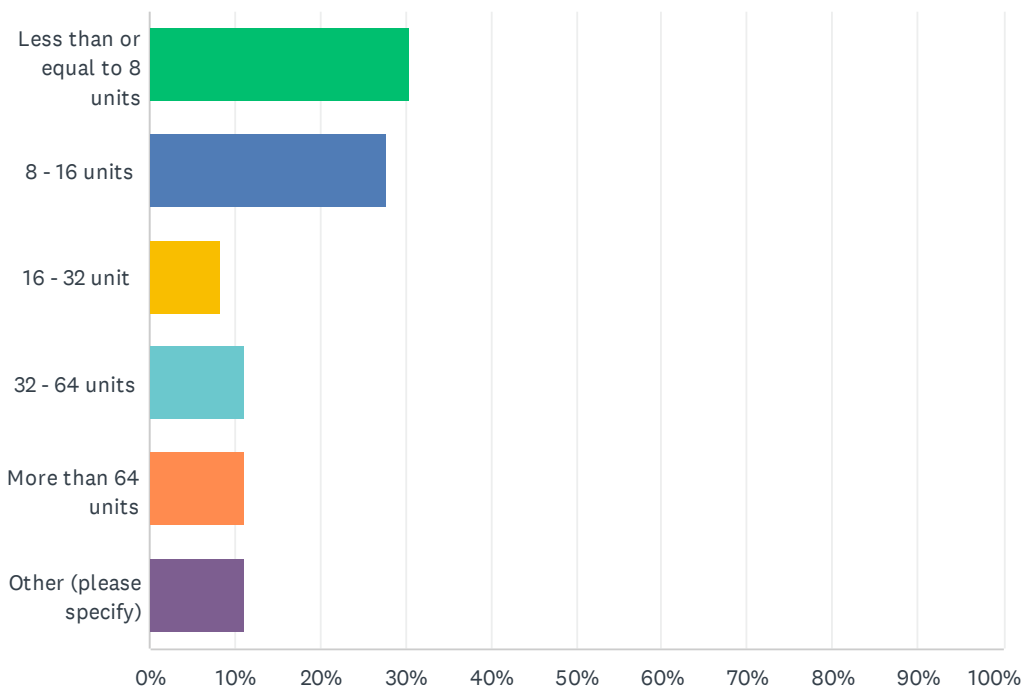
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	The more people to give feed back the better when sampling product for possible purchase and resale	7/21/2023 3:16 PM
2	N/A	7/19/2023 12:30 PM
3	There may be more than eight products that need to be reviewed from a processor and this limit will not allow the retailer to review all available products.	7/19/2023 10:41 AM
4	Again, I believe the stores just get slammed with too many samples, and we never get feedback and/or get very few sales from samples. We get all our sales from talking with the manager/purchasing manager.	7/19/2023 9:47 AM
5	Same as above	7/18/2023 6:50 PM
6	Topicals are no psychoactive products and sampling shouldn't be as restrictive. Create a frame work that is respected and fair to all processors.	7/18/2023 5:24 PM
7	This is not a huge business and most budtenders are young and do not use this item.	7/18/2023 2:57 PM
8	We are just starting - ask us next year.	7/18/2023 2:42 PM
9	They should be able to give out enough samples for a vendor to make a good decision.	7/18/2023 1:44 PM
10	There really shouldn't be a limit on topicals.	7/18/2023 1:40 PM
11	topicals are not edibles or ingestable. Therefore, the limits on THC are n/a.	7/18/2023 1:35 PM

Licensed Cannabis Processors - Vendor, Educational, and Internal Quality Control Samples

12	None free	7/18/2023 1:23 PM
13	It is enough.	7/18/2023 1:23 PM
14	It should be the same as a normal sellable unit. And the limit should be raised per sellable unit.	7/18/2023 12:45 PM
15	Let the licensee choose the limit	7/18/2023 12:29 PM

Q25 Which of the following should be the maximum limit on the amount of free vendor samples of topical cannabis-infused products that a processor may provide any one retailer per calendar month?

Answered: 36 Skipped: 106



ANSWER CHOICES	RESPONSES	
Less than or equal to 8 units	30.56%	11
8 - 16 units	27.78%	10
16 - 32 unit	8.33%	3
32 - 64 units	11.11%	4
More than 64 units	11.11%	4
Other (please specify)	11.11%	4
TOTAL		36

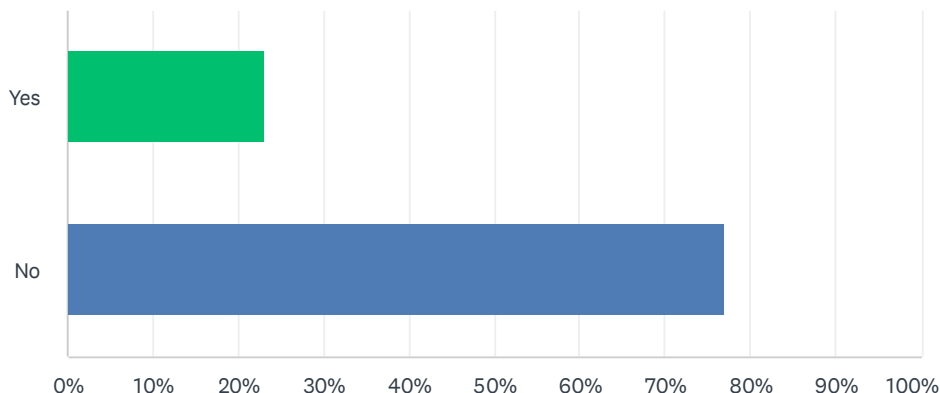
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	The more people to give feed back the better when sampling product for possible purchase and resale	7/21/2023 3:16 PM
2	N/A	7/19/2023 12:30 PM
3	There should be no limit	7/19/2023 10:41 AM
4	Same as above	7/18/2023 6:50 PM
5	They should be able to give out enough samples for a vendor to make a good decision.	7/18/2023 1:44 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

6	However much the grow wants to give out.	7/18/2023 1:40 PM
7	No free	7/18/2023 1:23 PM
8	These stores end up with so many samples and just keep accepting them without really having any interest in bringing on a new farm.	7/18/2023 1:23 PM
9	It should be limited to total mgs of THC per processor/vendor per month. I would suggest a starting point of roughly equivalent to 8 g of potent flower ~2000mg.	7/18/2023 12:45 PM
10	LTLCTL = Let the licensee choose the limit.	7/18/2023 12:29 PM

Q26 Should a maximum limit on the amount of THC that may be in a single unit of a topical cannabis-infused products be established?

Answered: 39 Skipped: 103



ANSWER CHOICES	RESPONSES	
Yes	23.08%	9
No	76.92%	30
TOTAL		39

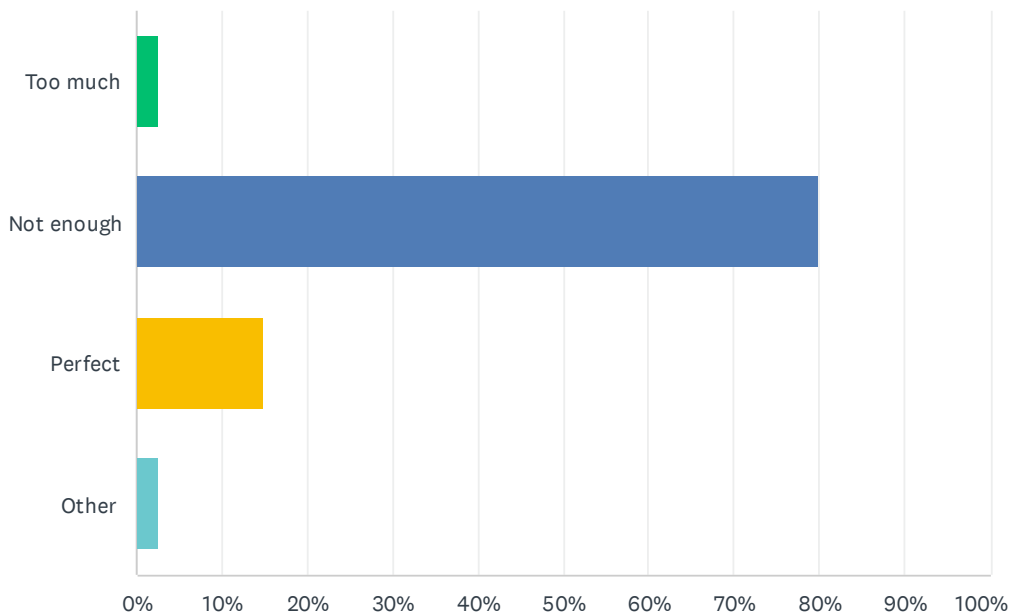
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	These product do not need a limit because they are not being consumed for a psychoactive effect instead being absorbed through the skin with no psychoactive effect	7/21/2023 3:16 PM
2	more difficult to titrate and control for dosage on non-ingested topical formulations	7/21/2023 9:57 AM
3	Currently topicals are a way for products to be sold with higher THC concentrations. There are topicals currently sold in the market that are clearly designed for ingestion and this is a means to sell higher potency products that consumers are looking to attain.	7/19/2023 1:15 PM
4	safety	7/19/2023 12:30 PM
5	Topicals use large amounts of cannabis to help with local inflammation. The amount varies from consumer to consumer and is in the hundreds of milligrams per day for some consumers.	7/19/2023 10:41 AM
6	Topicals do not affect you as other cannabis products do. You will not get high from topically applying a product and so I believe there should NOT be a limit on a single unit of topical infused products.	7/19/2023 9:47 AM
7	Same as above	7/18/2023 6:50 PM
8	Topicals do not cause psychoactive effects	7/18/2023 5:24 PM
9	sounds like this would be more science to see how much THC benefits pain	7/18/2023 2:57 PM
10	How is it dispensed?	7/18/2023 2:42 PM
11	THC is not absorbed through the skin	7/18/2023 2:05 PM
12	It is my understanding that Thc is not psychoactive in topicals	7/18/2023 1:44 PM
13	Again, topicals are not edibles.	7/18/2023 1:35 PM
14	I believe that limits are there for our protection, so yes, there should be a limit. Hard to	7/18/2023 1:31 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

	determine what though. Should it be based on the type or consistency of the topical?	
15	Well what happens if you use all the lotion cause it's not labled	7/18/2023 1:23 PM
16	Topical doesn't have the same effect	7/18/2023 1:23 PM
17	It's topical and there is no evidence that a topical with cannabinoids can be intoxicating. However, there is evidence that topicals with high cannabinoid concentrations can be effective	7/18/2023 12:45 PM
18	I think allowing a no-limit approach to topical cannabis-infused product market has created a pseudo-edible market within it and assigning a 100mg max of THC and 100mg max of CBD will prevent this while still allowing customers to get their topicals.	7/18/2023 12:32 PM
19	LTLCTL	7/18/2023 12:29 PM
20	For people who use topical there ailments require a good amount and regulating topical in this manner would be harmful to consumer. Consumables sure but topicals just not fair	7/18/2023 11:49 AM

Q27 Do you think the maximum vendor sample limit of two units of cannabis concentrates, not to exceed 0.5 g/unit, per calendar month is:

Answered: 40 Skipped: 102



ANSWER CHOICES	RESPONSES
Too much	2.50% 1
Not enough	80.00% 32
Perfect	15.00% 6
Other	2.50% 1
TOTAL	40

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	No this is not enough one single processor could have 10 to lets say 50 different cannabis concentrates at any given time and it is important to sell theses products as fast as possible With the limit on only 2 samples and them only being .5 g there is no possible way to send out samples of everything we have for them to try it would take months to get all the samples to them and that's if the retailer has not reached there limit yet and has to reject them	7/21/2023 3:16 PM
2	if we have 6 strains and they only get 2 then there is not enough.	7/20/2023 10:28 AM
3	The 0.5g unit size is not what is currently sold in the marketplace at large. this forces the industry to make special products just for samples and the product once again doesn't represent what is on the shelf. Also infused joints are technically a concentrate and then limit the amount of dabs, vape carts, and other concentrate based products offered. We vastly need to increase the limit on concentrate samples since they cumulatively hold greater market share over flower.	7/19/2023 1:15 PM
4	N/A	7/19/2023 12:30 PM
5	My company has 6 different types of oil with multiple strains per type. Right now it would take	7/19/2023 11:23 AM

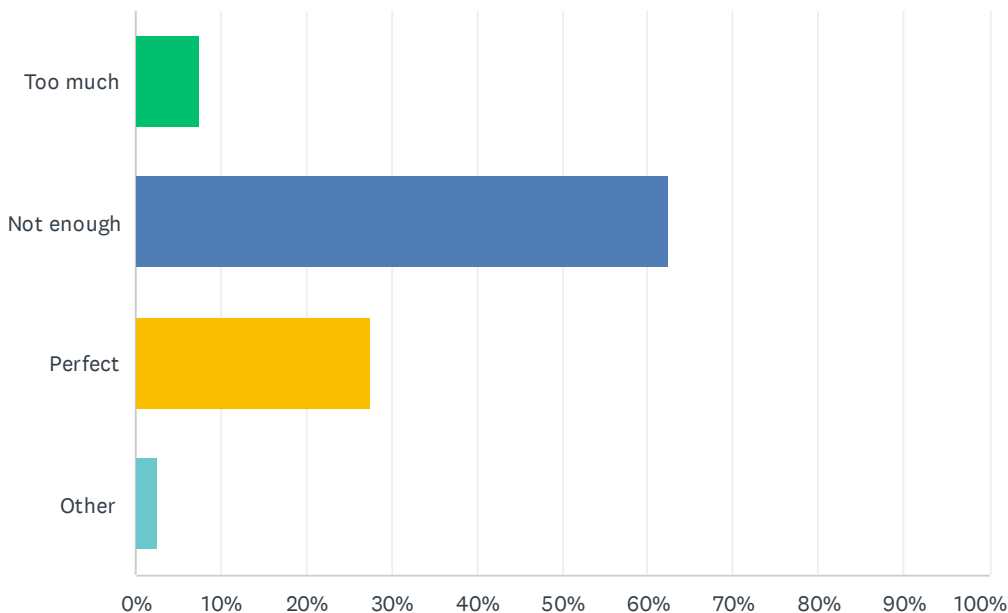
Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

me several months to sample a store with all the different kinds of oils we have.

6	This limit of 2 samples is not enough to review available products from a processor. If you make Dabs, infused joints, and vape carts as a processor you cannot sample all of your product lines and need to choose what to sample hoping you get the right product to the retailers. Processors need to be able to sample as many units as they need so that their entire product line is able to be sold in a timely manner. With the new regulations on testing allowing sales only in the 12 months following the test results effective date it is nesicary to sell through product quickly and to do this you need to sample out retailers.	7/19/2023 10:41 AM
7	two 0.5g units per month is quite low and it's funny to me how far apart this is from the flower/edible samples.	7/19/2023 9:47 AM
8	2 units is not enough; we carry 10 concentrate skus. Limits should be established by the processor at their discretion.	7/19/2023 5:46 AM
9	I think 2 samples of a certain product is enough. However, we have over 50 SKUs. We should be able to give at least 2 samples of 8 SKUs (so, 16 total)	7/18/2023 6:50 PM
10	Concentrates need to match flower for sampling. More than 2 employees need to try the concentrate in order to determine if the quality matches the price point. The unit size also needs to be 1 gram so that the processor does not have to create a new product for samples.	7/18/2023 5:24 PM
11	way to low of an amount and frustrating to manage More younger BT's use concentrates and two half grams is definitely not enough to reach all employees. Not to mention the cost of making a specific samples is very high.	7/18/2023 2:57 PM
12	that is a very small sample, and usually I have to pick and choose what strains to schedule for samples. I should be able to give them a sample of all strains.	7/18/2023 1:44 PM
13	As a concentrate smoker, this limit is way too low. I never get to sample out my staff to get their reviews on concentrate because I need them all for myself to make the purchasing decisions. It's not fair, I do really need their feedback as well. 2 samples a month of concentrate really doesn't cover it.	7/18/2023 1:40 PM
14	Concentrates are extremely popular these days, and there are a number of low-budget, cheaply made concentrates. Sometimes the only way to determine the difference between "cheap" and "high quality" is to try it. Only one person would be able to sample each vape cartridge, hygienically speaking. With other types of concentrates, it is a bit easier.	7/18/2023 1:31 PM
15	No free	7/18/2023 1:23 PM
16	it is only for the application process.	7/18/2023 1:23 PM
17	It should be limited to total mgs of THC/month per vendor/processor	7/18/2023 12:45 PM
18	if i have multiple extract products i have to choose which, and doesnt give any variety to store if wanted to showcase a variety of options/flavors/strains to have the best chance of making sale	7/18/2023 12:35 PM
19	As a processor who makes distillate and infused mixes we have 7 products that we need to sample to a store within the 2 unit limit. As ALL of our products are considered Cannabis Concentrate for Inhalation. This has prolonged our time to get into stores several times.	7/18/2023 12:32 PM
20	The budtender is the point of contact to the consumer, they should be able to sample/consume as much product as the Licensee is willing to provide.	7/18/2023 12:29 PM

Q28 Do you think a sample size of 0.5 gram per unit of a cannabis concentrate is:

Answered: 40 Skipped: 102



ANSWER CHOICES	RESPONSES
Too much	7.50% 3
Not enough	62.50% 25
Perfect	27.50% 11
Other	2.50% 1
TOTAL	40

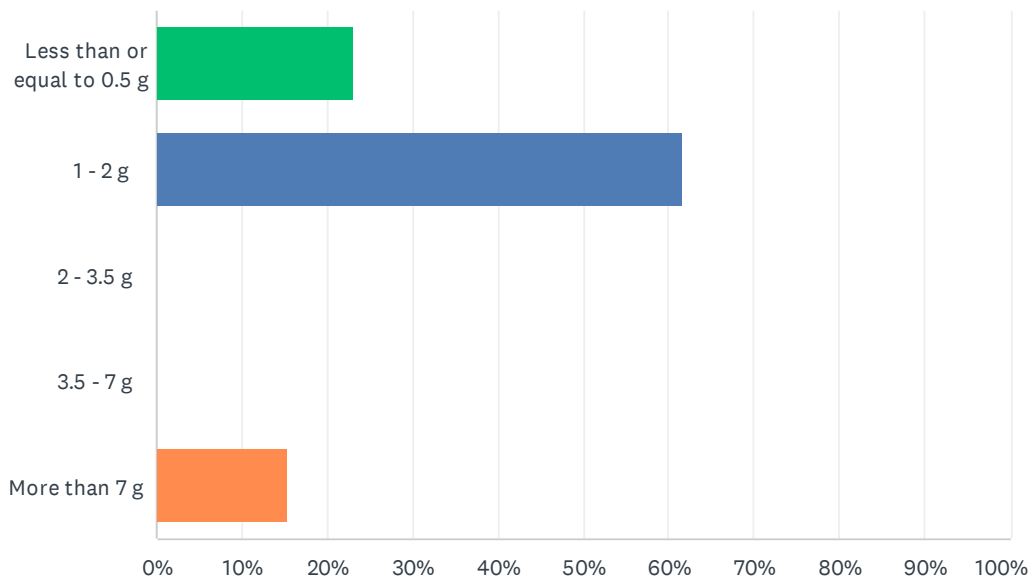
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	no opinion	7/29/2023 9:45 AM
2	It's inconvenient for us because it's not the standard 1 gram	7/21/2023 4:21 PM
3	PLEASE PLEASE make this 1 gram because if it is 1 gram we can weigh out all the product from a batch/lot at one time and not have to stop to produce specialty items if we do this all we have to do is go grab one unit convert it and move on and not have to stop and weigh out a .5 gram unit this is not a efficient use of time with a production company efficiency is key to being successful .	7/21/2023 3:16 PM
4	there doesn't need to be more then .5g in a sample	7/20/2023 10:28 AM
5	1gm unit size needs to be the new standard as it doesn't represent the end product that is being sold on the shelf. In the world of vape cartridges this requires different vapor hardware than the unit being sold, thus providing a different experience for the product being used to negotiate a sale. Imagine going to buy a sports car but you don't get to drive the sports car with the fast engine, you only get to drive the car with a fuel economy engine, two different products that yes hold similar features but ultimately are different.	7/19/2023 1:15 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

6	N/A	7/19/2023 12:30 PM
7	There should be no limit. The limits should be set by the allowable retail size. Let the retailers try full size products. some products cannot be sampled as they are too large (0.75g infused joints) and it makes these products hard to get onto retailer's shelves if they cannot try them first with a vendor sample.	7/19/2023 10:41 AM
8	0.5g of concentrate is actually quite a bit, considering a typical dab is .005-.01 so they are getting a large amount to sample. This should NOT apply to cartridges through.	7/19/2023 9:47 AM
9	1g is the standard sales size, and is appropriate for assesment by a retailer.	7/19/2023 5:46 AM
10	It is a major pain to make 0.5g units alongside our 1g units. We only sell 1g units. We would very much prefer to sample 1g units.	7/18/2023 6:50 PM
11	Processor shouldn't have to create a new product just to provide samples. All samples should be the same as what is being sold to the end consumer.	7/18/2023 5:24 PM
12	same reason as above	7/18/2023 2:57 PM
13	from ease of production and waste - 1 gram works best. Do you understand wicking?	7/18/2023 2:42 PM
14	Its barely enough for one person to try.	7/18/2023 1:44 PM
15	Minimum needs to be a gram. Half a gram is barely anything.	7/18/2023 1:40 PM
16	again, samples should be the same package and dosage as what is sold at retail so that bud tenders can make recommendations based on apples to apples experience.	7/18/2023 1:35 PM
17	Buy it at discount no free sample allowed	7/18/2023 1:23 PM
18	It is a good size to experience, taste, color and quality of concentrates.	7/18/2023 1:23 PM
19	Arbitrarily set	7/18/2023 12:45 PM
20	Think it doesnt need to be 0.5g - have heard more often than not that it gets shared anyways so could just make it 1g.	7/18/2023 12:35 PM
21	Allowing the samples to be 1 gram would give the considering buyer greater information. It also prevents the inventory issues that half grams create in a inventory where you dont sell them normally.	7/18/2023 12:32 PM
22	LTLCTL	7/18/2023 12:29 PM

Q29 Which of the following should be the size of a single sample unit of a cannabis concentrate?

Answered: 39 Skipped: 103



ANSWER CHOICES	RESPONSES	
Less than or equal to 0.5 g	23.08%	9
1 - 2 g	61.54%	24
2 - 3.5 g	0.00%	0
3.5 - 7 g	0.00%	0
More than 7 g	15.38%	6
TOTAL		39

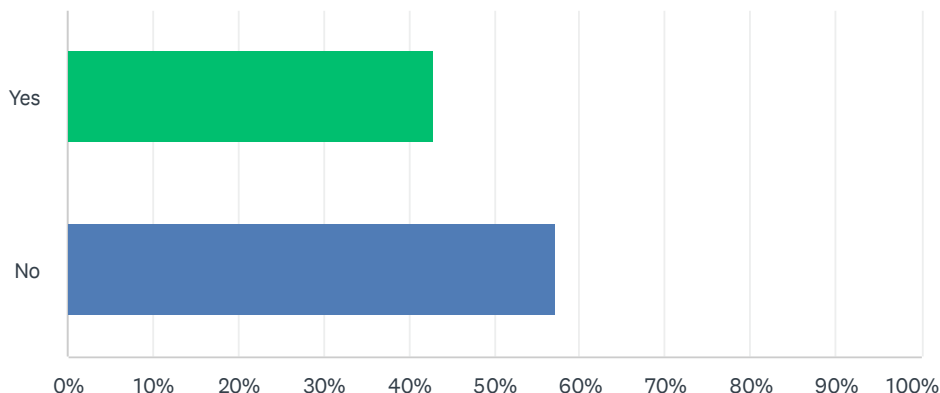
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Please make it be 1 gram. It's inconvenient for us because it's not the standard 1 gram that we package for retail sales.	7/21/2023 4:21 PM
2	PLEASE PLEASE make this 1 gram because if it is 1 gram we can weigh out all the product from a batch/lot at one time and not have to stop to produce specialty items if we do this all we have to do is go grab one unit convert it and move on this will be more efficient and save the company money and time	7/21/2023 3:16 PM
3	Now instead of changing the unit size in this section of rule I would reference the section of rule around transaction limits to create parity between samples and limits of what can be sold in the store to customers. This could be applied across the board for all products not just concentrates.	7/19/2023 1:15 PM
4	N/A	7/19/2023 12:30 PM
5	There should be no limit.	7/19/2023 10:41 AM
6	for dab-able products, it should be less. For cartridges, it should stay at .5g	7/19/2023 9:47 AM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

7	1g is fine, its the maximum packaged size in our state.	7/19/2023 5:46 AM
8	See above	7/18/2023 6:50 PM
9	We are only allowed to sell/package concentrates in 1 gram units so sample size should match what can be sold.	7/18/2023 5:24 PM
10	same as what the vendor sells to retail	7/18/2023 2:57 PM
11	Based on production process.	7/18/2023 2:42 PM
12	Lets someone try it more than once and may allow multiple people to try it.	7/18/2023 1:44 PM
13	However much the grow wants to give out.	7/18/2023 1:40 PM
14	again, samples should be the same package and dosage as what is sold at retail so that bud tenders can make recommendations based on apples to apples experience.	7/18/2023 1:35 PM
15	No free sample oh and it's concentrated a pin head gets you loaded	7/18/2023 1:23 PM
16	It is a good size	7/18/2023 1:23 PM
17	Allowing the samples to be 1 gram would give the considering buyer greater information. It also prevents the inventory issues that half grams create in a inventory where you dont sell them normally.	7/18/2023 12:32 PM
18	Just for ease of packaging	7/18/2023 11:49 AM

Q30 Do you think the maximum limit of vendor samples that a processor may provide to a retailer should be based on calendar months?

Answered: 42 Skipped: 100



ANSWER CHOICES	RESPONSES	
Yes	42.86%	18
No	57.14%	24
TOTAL		42

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Yes, but in a different way. It would be better if each retailer could receive a certain amount each month from each processor. Not processors limited to 100 vendor sample units TOTAL per month to distribute across multiple retailers, especially when launching new SKUs.	7/25/2023 12:12 PM
2	Easy for accounting.	7/21/2023 4:21 PM
3	No it should not There are to many processors/producers with to many products to limit this Every one of them is fighting to get the retailers business because in WA we are all at the mercy of the retailers due to the fact we cannot own a retail license/sell to the public and if they are not the 1st one there by the 1st of the month the samples will be rejected and time wasted because they have all ready reached there limit for the month	7/21/2023 3:16 PM
4	Ultimately providing samples needs to be a business decision for the processor. It doesn't financially pan out to give away free product endlessly, where it does make sense is to provide products to attain sales. innodating stores with samples doesn't equate to sales, especially if the store is not excited to see your samples come up. This seems like a "issue" that will be resolved with regular business practices within the industry.	7/19/2023 1:15 PM
5	N/a	7/19/2023 12:30 PM
6	It should be based on a year so I can sample my entire product line at once.	7/19/2023 11:23 AM
7	There should be no limits	7/19/2023 10:41 AM
8	It's just an easy way to keep track.	7/19/2023 9:47 AM
9	RETAILERS SHOULD ONLY ACCEPT THE SAMPLES THEY HAVE REQUESTED OR APPROVED. With that said, samples should be able to be sent whenever the retailer requests them.	7/19/2023 5:46 AM
10	Unnecessary burden in tracking the sample transactions. We are not motivated to sample	7/18/2023 6:50 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

more than we have to, because of cost, so not a real issue that we might “sample too much.”
Prefer to control our own sales effort and determine how much to spend on samples for negotiation of a sale

11	want to send samples with each order	7/18/2023 2:57 PM
12	3 weeks	7/18/2023 2:42 PM
13	Some months I produce more than others so this is silly. Two .5g units per month is silly.	7/18/2023 1:44 PM
14	easy to measure.	7/18/2023 1:35 PM
15	Nothing free always pay sample price	7/18/2023 1:23 PM
16	We are a concentrate company and find it can be very difficult to get into new retail locations when we cannot offer more than a few strains but we want a measure where we have a maximum so our samples are being tested and not just stored away.	7/18/2023 1:23 PM
17	A month seems like a reasonable amount of time	7/18/2023 12:35 PM
18	I think there should be a maximum number of "for consideration" samples that a vendor can send to a retailer based on a calendar year.	7/18/2023 12:32 PM
19	as long as the Licensee can determine the amount.	7/18/2023 12:29 PM

Q31 How should the maximum limit of vendor samples that a processor may provide any one retailer be determined? Please briefly explain:

Answered: 33 Skipped: 109

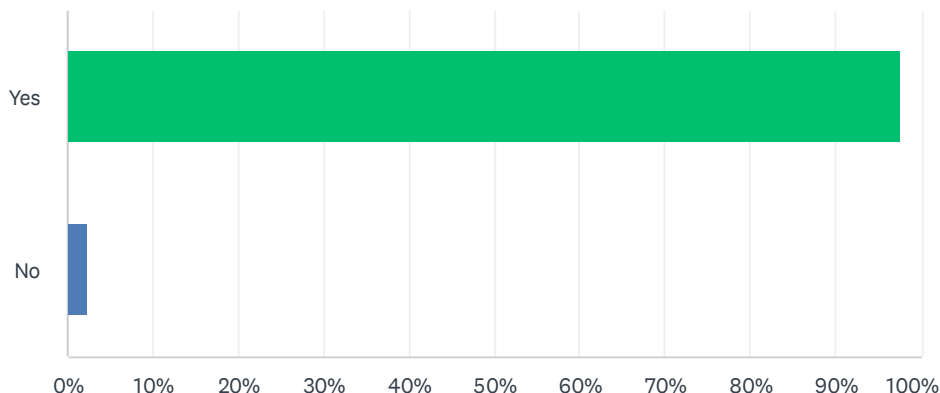
#	RESPONSES	DATE
1	by number or employees that service the store	7/29/2023 9:45 AM
2	It would be better if each retailer could receive a certain amount each month from each processor. Not processors limited to 100 vendor sample units TOTAL per month to distribute across multiple retailers, especially when launching new SKUs.	7/25/2023 12:12 PM
3	It should be determined based off true need. The stores get plenty of samples currently. If you are going to make any changes I think just a minor adjustment of 10-15% increase is smarter than upping the amount of samples in an extreme way. Again, budtenders are already get enough samples that most are not purchasing cannabis.	7/21/2023 4:21 PM
4	There should be no limit on the amount we can give a retailer instead limit the amount of product the retailers can give out to there employee/licenseses that will be sampling the product for feed back similar to limiting transactions with customers purchases Maybe placing a limit per employee/licenseses to make sure current laws are followed and gram/ounce limits do no exceed current transaction limits. i.e 28 grams of flower /7 grams of concentrate and limit it per week per employee per product	7/21/2023 3:16 PM
5	fixed number for everyone	7/21/2023 9:57 AM
6	no	7/20/2023 10:28 AM
7	if there needs to be a limitation or a line in the sand for the WSLCB to determine undue influence, I would recommend looking at a % of sales to determine a limit of samples or some way to scale the number of samples in relation to the number of sku's offered by a processor.	7/19/2023 1:15 PM
8	As many as budtenders on the clock.	7/19/2023 12:30 PM
9	By staff suze	7/19/2023 11:41 AM
10	It should be determined based on the staff size of the store.	7/19/2023 11:23 AM
11	There should be no limits on the amount of vendor samples a processor can give to a retailer.	7/19/2023 10:41 AM
12	It should be 5-10 units per month, similar to flower/edibles.	7/19/2023 9:47 AM
13	They should be based on the preference of the retailer, and agreed upon with the processor in advance.	7/19/2023 5:46 AM
14	A monthly basis is fine	7/18/2023 11:11 PM
15	I don't think there should be a maximum.	7/18/2023 6:50 PM
16	By vendor	7/18/2023 4:01 PM
17	based on how many employees they have	7/18/2023 3:12 PM
18	by how many employees, or volume the store produces would like to provide samples to all employees if they are having a meeting or party for the store	7/18/2023 2:57 PM
19	Volume of retail sales.	7/18/2023 2:42 PM
20	They should be able to give out enough samples for a vendor to make a good decision on ALL of their products.	7/18/2023 1:44 PM
21	set some fair number per store.	7/18/2023 1:35 PM
22	Based on the number of "qualified" employees, so that each may sample the products.	7/18/2023 1:31 PM
23	No free it is corruption	7/18/2023 1:23 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

24	By Strain -maybe no more than 1g per strain but definitely more than 2 g	7/18/2023 1:23 PM
25	as needed	7/18/2023 12:59 PM
26	Not	7/18/2023 12:42 PM
27	Should be greater than what it is - obviously need some controls and a much higher limit but the processor/store should be able to work out whats needed.	7/18/2023 12:35 PM
28	I think a fair number is 96 samples a year from a processor to a retailer for purchase consideration. That gives them 8 samples a month to try to entice the store to buy them with but limits them to not overloading the store.	7/18/2023 12:32 PM
29	Let the licensee choose the limit that they want to provide.	7/18/2023 12:29 PM
30	by batches/flavors	7/18/2023 12:18 PM
31	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples	7/18/2023 11:50 AM
32	Should be based on a quantity	7/18/2023 11:49 AM
33	% of the lot size	7/18/2023 11:41 AM

Q32 Are vendor samples important for your business in negotiating sales with retailers?

Answered: 42 Skipped: 100



ANSWER CHOICES	RESPONSES	
Yes	97.62%	41
No	2.38%	1
TOTAL		42

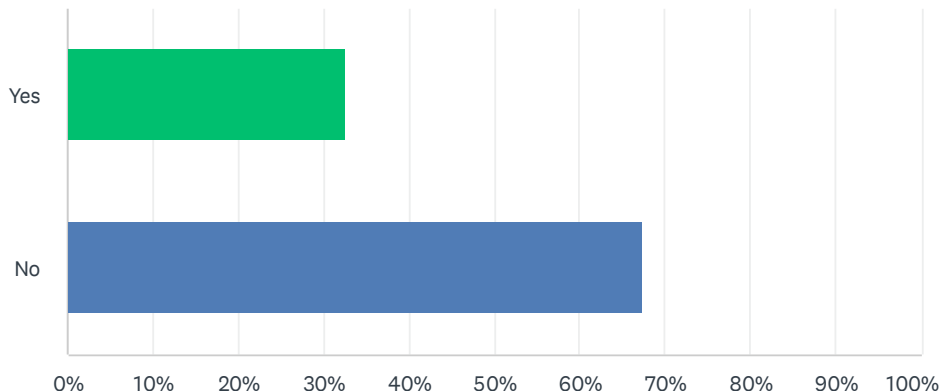
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	100 percent. If the store and its employees can't try the product, how would they know if they want to sell the product in their store?	7/29/2023 9:45 AM
2	Launching new SKUs and getting into as many doors as possible as soon as possible is the goal of Vendor Samples. The various limits on edible vendor samples restricted the launch of our full product line in as many stores as possible. It makes for unnecessary business complications on many levels - waste due to single serving packaging, production/packaging labor costs of single serving packaging, time wasted being able to launch and be a profitable business (like any other business in a supply chain dependent on retail sales of your products).	7/25/2023 12:12 PM
3	Yes, It's nice to be able to drop off samples. Under the current sample rules we can give out plenty of samples to close a sale. We don't feel that current rules impede our ability to make sales in any way.	7/21/2023 4:21 PM
4	Cannabis products unlike somethings you cant just look at it and smell it to make a decision. It must be viewed, smelled , and smoked for flavor also to determine if it has the desired effect one is looking for ,and needs to be sampled by as many people as you can to get a good range of opinions. Because there are so many different likes and dislikes about cannabis products the more feed back the better to make a good decision on purchases . particularly larger purchases, where more thorough sampling is necessary to ensure consistency with the product	7/21/2023 3:16 PM
5	Vendor samples are a key way to introduce new flower strains, brands, products, sku's, flavors... to our retail partners. with new seasonal skus existing across multiple brands we are consistently limited with being able to showcase everything we offer especially when the store is requesting samples of everything we are offering.	7/19/2023 1:15 PM
6	The are the only way to get your products to the buyers	7/19/2023 12:30 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

7	They are absolutely crucial and these restrictions make it very hard to showcase our entire product line and honestly just sets us and the stores up for fines and violations. As a processor I do not want to send free product to a store all the time but I would like to sample my entire product line at once which I currently can not do.	7/19/2023 11:23 AM
8	They allow the retailer to understand the product better.	7/19/2023 10:41 AM
9	Yes, to a degree.	7/19/2023 9:47 AM
10	Since we cannot let retailers assess our products any other way legally, it is of the utmost importance.	7/19/2023 5:46 AM
11	The store staff has to be able to know if the product is worthy of shelf space	7/18/2023 11:11 PM
12	Although we would prefer not to sample, it has become expected. Honestly it can be a hindrance to sales, because we can get stuck in the “we are evaluating your samples” loop with a potential retailer, which can make it hard to close the sale. Nevertheless, retailers do need to try our products before they can commit to retailing them.	7/18/2023 6:50 PM
13	Yes however, the samples should be a representation of the actual Product being sold not a sample that has been reduced in weight/volume/quantity.	7/18/2023 5:24 PM
14	must have	7/18/2023 2:57 PM
15	It's like test driving a car before you purchase.	7/18/2023 2:42 PM
16	Absolutely critical that retailers sample products before purchasing.	7/18/2023 2:05 PM
17	try it before you buy is very important.	7/18/2023 1:44 PM
18	these vendor samples are VERY important. Sampling actual products helps retailers and their staff to learn about the products, and be informed to advise, educate and caution consumers.	7/18/2023 1:35 PM
19	It is necessary to prove our quality, to validate the cost and efficacy of the product. No one wants to purchase something they haven't validated.	7/18/2023 1:31 PM
20	Samples are Below the cost of the producer to produce and package every day of the week	7/18/2023 1:23 PM
21	We would never get into retail locations without it. Ideally, having a store front to sell our own products is the best way to stop farms suffering.	7/18/2023 1:23 PM
22	Has been extremely important for us being new going direct to retail the past 18 months	7/18/2023 12:35 PM
23	Vendor samples are often the only way we can even reach a retailer.	7/18/2023 12:32 PM
24	YES!!! Vendor samples is how we are able to introduce our product to retailers. We NEED to be able to provide samples to every employee at that retail operation if we wanted to.	7/18/2023 12:29 PM
25	Yes but they aren't enough. I can't even send a full retail unit- (10 pack of gummies)	7/18/2023 11:50 AM

Q33 Do you think vendor sampling is effective under the current regulatory framework is effective?

Answered: 43 Skipped: 99



ANSWER CHOICES	RESPONSES	
Yes	32.56%	14
No	67.44%	29
TOTAL		43

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	It is not, there is not a good way for us to sample our actual products to the industry people. There needs to be a legal way for us to sample the industry who serves the public out. Instead, there are vendors taking product out of inventory that is not in traceability system and taking it to industry events. Now there has been movement from LCB to crack down on this practice leaving producer/processors at a loss for ways to provide their products to the people who serve the consumers. We need better budtender educatoin of actual products they sale. How can we ever serve the general product without it. Not that it matters but how many customers are able to walk into a total wine and try many different options of alcohol? The individuals working in the store do not have a servers license, and in some cases I bet I myself have tried 4 to 6 oz of hard alcohol. Understanding I do not want to sample out the end user in a retail location, we need to find a way to better educate the people who serve in industry, the customers and create some level playing field with other categories within the cannabis space. Edibles, and beverages are held to a number for 10 mg per sample that does not make sense and I am grateful you are looking at these rules at this time and hoping for a positive change in the right direction.	7/29/2023 9:45 AM
2	See all comments above.	7/25/2023 12:12 PM
3	Absolutely. We are happy with the current rules. Currently there is a good balance of enough for everyone to have plenty of samples, but not so much that a lot of it is given out beyond the current staff at retail stores.	7/21/2023 4:21 PM
4	NO Unit limits needs to be raised as well and weights allowed for samples	7/21/2023 3:16 PM
5	room for improvement, but headed in the right direction	7/21/2023 9:57 AM
6	yes and no	7/20/2023 10:28 AM
7	Could be much better, it is slowing down potential sales.	7/19/2023 2:33 PM
8	Frequently the rules are skirted by the industry and samples are provided outside the i502	7/19/2023 1:15 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

framework. Increasing the samples that we can provide will allow for current practices to become compliant and above board and not limit my company or others who choose to follow the laws and rules.

9	get rid of the "buyers" that are not licensed	7/19/2023 12:30 PM
10	It is too limited, especially for concentrates.	7/19/2023 11:23 AM
11	It could be better with more relaxed regulations.	7/19/2023 10:41 AM
12	Yes and no. I think a lot of retailers abuse the use of samples in order to get free product. While it is helpful, they should at least be required to give feedback.	7/19/2023 9:47 AM
13	The tracking of samples is far to burdensome (or at least it used to be) from a tracking standpoint.	7/18/2023 11:11 PM
14	Only 2 per month is too few. Retailers can't get a feel for our product diversity, and nuanced differences in each product type / strain. They need to compare our products to each other to understand the quality of our offering.	7/18/2023 6:50 PM
15	Long conversation. The sampling process is time consuming, and frankly expensive as it will cost \$75 for transport, many vendors aren't sampling remote stores because of this cost.	7/18/2023 2:57 PM
16	but your sentence structure has an effective affect.	7/18/2023 2:42 PM
17	Arbitrary limits/restrictions.	7/18/2023 2:05 PM
18	Two .5g samples is not effective at all.	7/18/2023 1:44 PM
19	Not completely ineffective, but it could be so much better.	7/18/2023 1:40 PM
20	its better than nothing. BUT, it's well past time to update the sample rules.	7/18/2023 1:35 PM
21	It's a buddy system you have created sample or no sample	7/18/2023 1:23 PM
22	It doesn't work well. The store (or the staff) either know your brand or they won't try it. I think some sort of follow through to see how many new farms each location is accepting will stop them sample stacking.	7/18/2023 1:23 PM
23	Think its effective but small extract limit increase would help	7/18/2023 12:35 PM
24	We are forced to decide which 2 products out of the 9 products that we have to send for consideration.	7/18/2023 12:32 PM
25	we are not able to provide enough samples.	7/18/2023 12:29 PM
26	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples	7/18/2023 11:50 AM

Q34 What are some other ways that vendor sampling activities should be conducted?

Answered: 23 Skipped: 119

#	RESPONSES	DATE
1	See all comments above. Raise the limit to 100mg per package, allow product packaged as sold with Vendor Sample label on it, raise the limit to at least 1 of each SKU (as approved by WSLCB) per retailer per month. Once they are on the shelves, only new SKUs not carried would need to be vendor sampled.	7/25/2023 12:12 PM
2	This is a hard one it would be nice to let licensees/employees schedule time to try theses products on site. Sampling would be far more effective if it could be done in a controlled and consistent environment that removes unknown variables compared to sampling at home. This also ensures sampling takes place appropriately and timely. The product being sampled can be monitored and not leave site. Just like one would go out to a bar for example you can sample a taste of beer/wine to see if you like it .	7/21/2023 3:16 PM
3	vendor days with multiple processors/retailers	7/21/2023 9:57 AM
4	though sampling events put on by the producer	7/20/2023 10:28 AM
5	Most samples are discarded before they are sampled! Overstocks of samples and business models revamped.	7/19/2023 12:30 PM
6	Educational samples for cones should be 1g	7/19/2023 11:41 AM
7	Processors should be allowed to host sampling events for retail buyers and budtenders.	7/19/2023 10:41 AM
8	We just want more feedback on products.	7/19/2023 9:47 AM
9	Processors and retailers should agree on what is to be provided, with reasonable limits that allow for any processor to provide a fair representation of their products.	7/19/2023 5:46 AM
10	Would be best if the samples could be tried in a controlled environment, where we could talk about and teach how the products were made and why it matters.	7/18/2023 6:50 PM
11	Samples should be a true representation of the product the retailer will be selling not a product created just for sampling.	7/18/2023 5:24 PM
12	Shows and events	7/18/2023 4:01 PM
13	Rep to walk in with assorted samples to show the buyer. Attending Safety and Interchange with the full line of product to show and sample. Give goody bags for buyers.	7/18/2023 2:57 PM
14	Live Networking sanctioned events.	7/18/2023 2:42 PM
15	Just because I am allowed to give out more samples doesnt mean I am going to. It should be by my choice though.	7/18/2023 1:44 PM
16	By having a "tasting" room on site, like wine producers do, or by allowing PP's to provide an exclusive "tasting" on site for the retailer and their employees.	7/18/2023 1:31 PM
17	Per unit retailer cost	7/18/2023 1:23 PM
18	Only with 1st orders and allowing farms to offer discounts on items for first orders.	7/18/2023 1:23 PM
19	Unrestricted	7/18/2023 12:42 PM
20	Allowing a vendor symposium where samples can be given on the spot would be helpful.	7/18/2023 12:32 PM
21	Have an extra option for additional samples given if the retailers toured the grow/processing facility.	7/18/2023 12:29 PM
22	remove all sample restrictions.	7/18/2023 11:50 AM

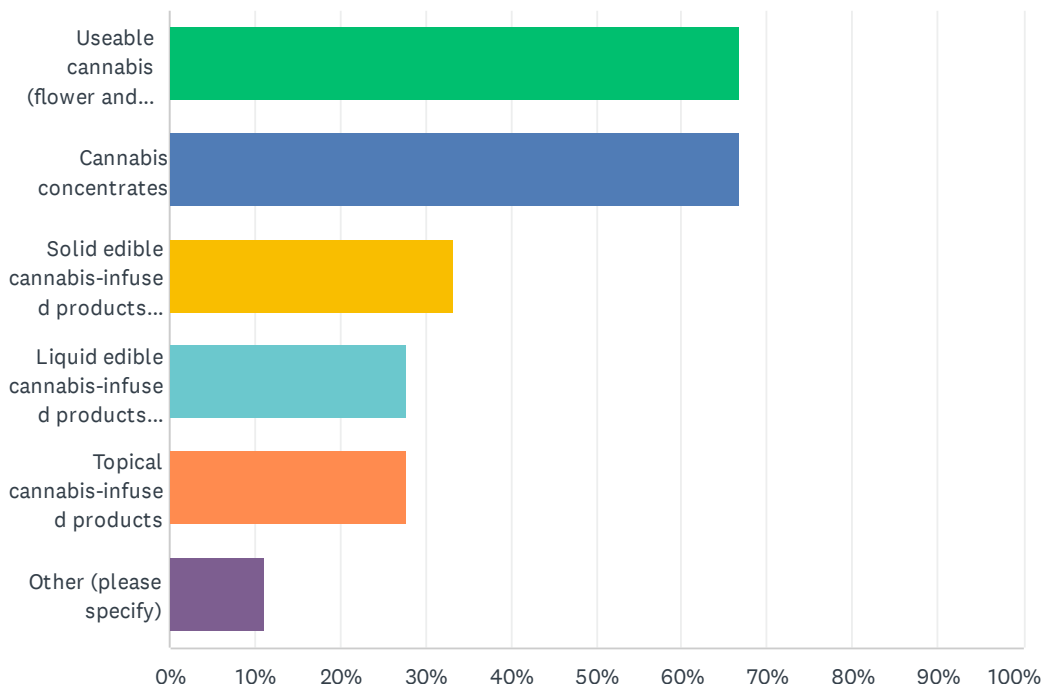
Q35 Please provide any additional information directly related to vendor sampling activities between a processor and a retailer that you wish to be considered in this rulemaking?

Answered: 12 Skipped: 130

#	RESPONSES	DATE
1	Samples are a great way of selling your product. Sampling isn't the problem its access to the final user that is a bottle neck!	7/19/2023 12:30 PM
2	Increase the concentrates	7/19/2023 11:41 AM
3	Vendor samples should be reviewable by any employee of the retailer so that budtenders the ones making the retail sales are able to review products as they come into the shop to familiarize themselves with what is available on the market.	7/19/2023 10:41 AM
4	Different types should be included	7/18/2023 4:01 PM
5	a pre roll vendor who makes several types of infused and non infused pre rolls, plus sells the material that goes into the item, needs to show all product lines and have the ability to sample each item	7/18/2023 2:57 PM
6	Increase total allotted amount.	7/18/2023 2:42 PM
7	Let us give out samples like other industries regulated by the LCB. Let us hold events like other industries regulated by the LCB. All we want is a fair playing field.	7/18/2023 1:44 PM
8	We were the 3 rd shop licensed in way back in 2014 just saying we seen retailers sample greed from the Canadian border to Olympia please stop with the free samples they are not free	7/18/2023 1:23 PM
9	That stores just don't take samples when they have no intention of accepting that farm.	7/18/2023 1:23 PM
10	N/A	7/18/2023 12:32 PM
11	Please let the Licensee choose how much they want to give out in samples. If we could provide 2g (or more) flower samples to every retail employee on payday that would be HUGE!!	7/18/2023 12:29 PM
12	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples	7/18/2023 11:50 AM

Q36 What are the categories of cannabis products provided to the retailer for educational sampling purposes? Select all that apply.

Answered: 36 Skipped: 106



ANSWER CHOICES	RESPONSES
Useable cannabis (flower and pre-rolls)	66.67% 24
Cannabis concentrates	66.67% 24
Solid edible cannabis-infused products (edibles)	33.33% 12
Liquid edible cannabis-infused products (cannabis-infused beverages)	27.78% 10
Topical cannabis-infused products	27.78% 10
Other (please specify)	11.11% 4
Total Respondents: 36	

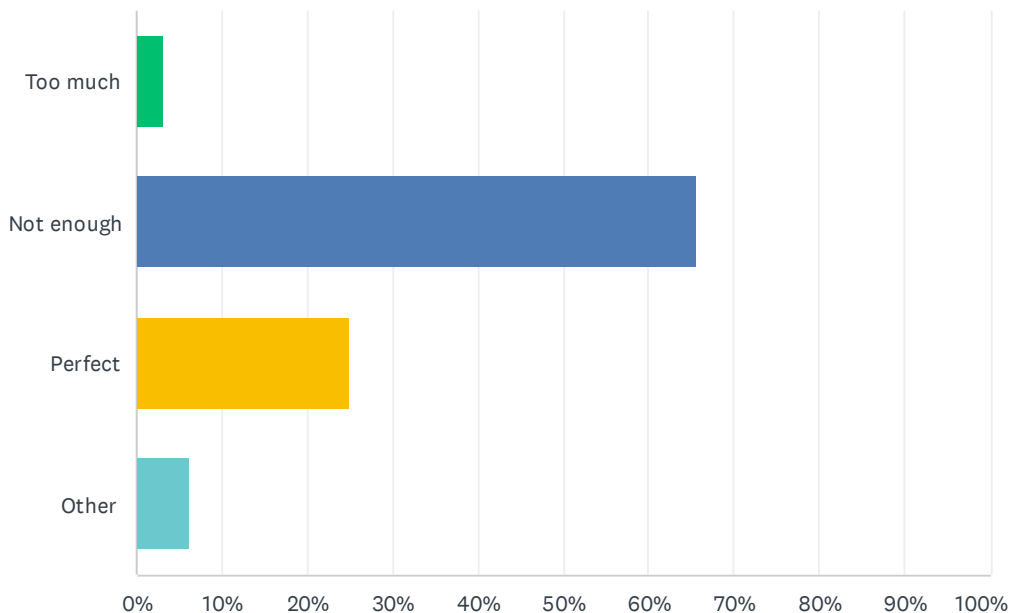
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	We produce and sale primarily 100 mg cannabis beverages.	7/29/2023 9:45 AM
2	Infused Joints (technically a concentrate) however viewed by the public as a single use (extra potent) joint.	7/19/2023 1:47 PM
3	NONE gave up on direct sales to retailers!!! just sell to processors for reprocessing. NO ROOM AT THE TABLE.	7/19/2023 12:33 PM
4	Infused pre roll, Multiple types of concentrate (bubble hash, Rosin, co2 oil, hydrocarbon extract, distillate.	7/19/2023 11:13 AM
5	I only do wholesale so I do not provide samples to the retail model	7/18/2023 11:14 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

6	The entire Sampling process gets very confusing - eliminate all the different categories and just have "Samples" and increase the allotments. It is a sample of a THC product - why does it have to be for education purposes vs Sales purposes. When the "Different" Sample categories came out it felt like someone was trying to appease someone else - Just allow us to provide samples - for all the reasons listed in the WAC. There has to be a better way.	7/18/2023 3:32 PM
7	I dont do this because the limits are extremely low.	7/18/2023 2:06 PM
8	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
9	This is a per order transaction. When we have strains not familiar.	7/18/2023 1:42 PM
10	We have Hydrocarbon extracted dabs (BHO). We have CO2 in Vape Cart, Disposable Vape Cart, and Tanker (syringe form). We have Distillate in Vape Cart, Disposable Vape Cart, and Tanker (syringe form). We also have Infused Cannabis Mix sold as Pre-Rolls (in Raw Papers and King Palm Cones). We also have Infused Cannabis sold in a Jar.	7/18/2023 12:36 PM

Q37 Do you think a sample size of 0.5 g of useable cannabis, cannabis mix, or infused-cannabis mix, (collectively referred to as cannabis), is:

Answered: 32 Skipped: 110



ANSWER CHOICES	RESPONSES
Too much	3.13% 1
Not enough	65.63% 21
Perfect	25.00% 8
Other	6.25% 2
TOTAL	32

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	n/a	7/29/2023 9:45 AM
2	1 gram please	7/21/2023 4:31 PM
3	We need to be able to give them at minimum 1 gram maybe 2 grams of flower your average cannabis user will need at least that to sample a product	7/21/2023 3:56 PM
4	This needs to be increased to at least 3.5 grams. As 3.5 grams is the size where normal sized buds can be a part of the sample. these larger size buds are often what are purchased and contain the best representation of trichome density and terpene profiles that will accurately reflect on the end product the budtenders will end up selling.	7/19/2023 1:47 PM
5	You can not get the sense of a cones quality at just a half gram size ince it is lit it is like smoking a cigarette butt that has been hotboxed	7/19/2023 11:49 AM
6	Retail sizes are 1g and larger and it takes at least a gram to roll a proper joint. There needs to be more available sample for proper education of the budtenders.	7/19/2023 11:13 AM
7	It's a perfect amount because it gives the person sampling, a couple times to smoke that	7/19/2023 9:57 AM

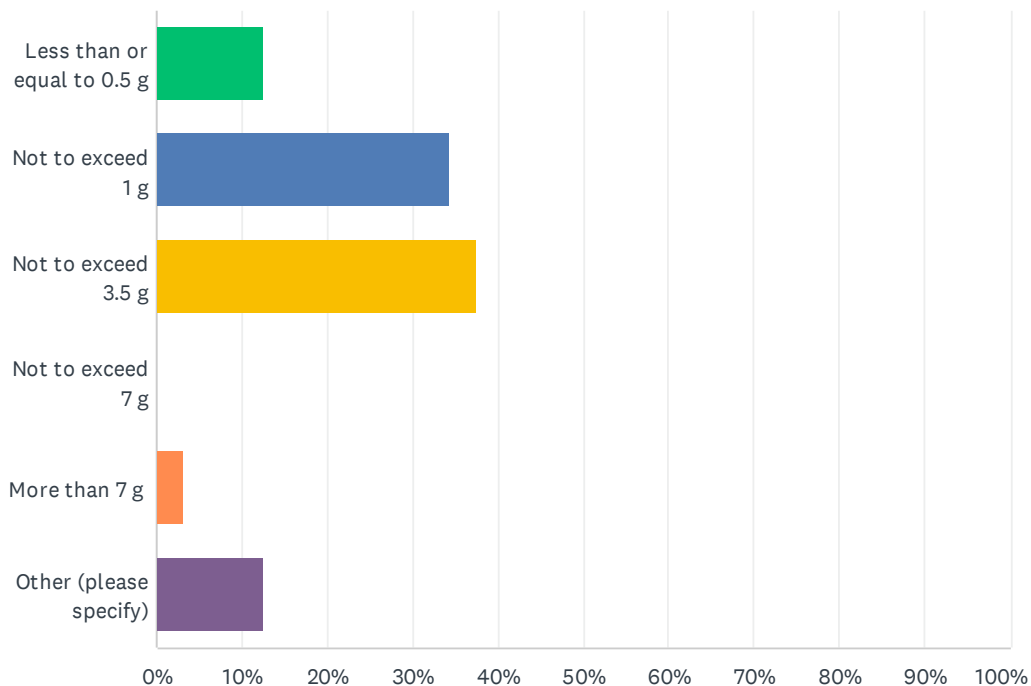
Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

product to get a good idea of it.

8	samples are samples, there should not be a differentiation between vendor and educational. It is arbitrary and should be eliminated. Sample = Sample	7/19/2023 5:49 AM
9	N/A. We do not sell these products.	7/18/2023 6:54 PM
10	This isn't a true representation of the product being sold. The processor should be able to sample the retailer with products that match what they are selling.	7/18/2023 5:37 PM
11	Only good for 1 employee all need to sample	7/18/2023 4:06 PM
12	do not want to make a special size. Would like to cut costs anywhere	7/18/2023 3:09 PM
13	Way too low.	7/18/2023 2:36 PM
14	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
15	Cost to producer processor	7/18/2023 1:47 PM
16	The sample size is fine, I would just like more strain options for the retail staff.	7/18/2023 1:42 PM
17	its fine	7/18/2023 12:38 PM
18	We do not make half grams and this creates problems in our inventory since we have to make them for vendor samples and often only need to make 1.	7/18/2023 12:36 PM

Q38 Which of the following do you think should be the maximum size of a single educational sample unit of cannabis?

Answered: 32 Skipped: 110



ANSWER CHOICES	RESPONSES
Less than or equal to 0.5 g	12.50% 4
Not to exceed 1 g	34.38% 11
Not to exceed 3.5 g	37.50% 12
Not to exceed 7 g	0.00% 0
More than 7 g	3.13% 1
Other (please specify)	12.50% 4
TOTAL	32

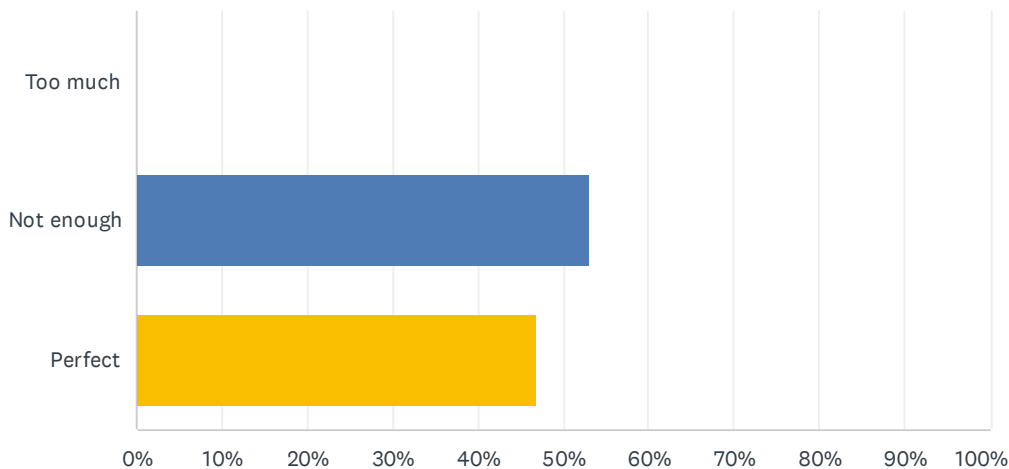
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	3.5 grams or less is a good cap on samples	7/21/2023 3:56 PM
2	This is the standard size for usable cannabis at retailers and should be what is sampled to budtenders to educate them on the product they are selling.	7/19/2023 11:13 AM
3	is this weight or dosage? The term cannabis is now generic for any product that contains THC/CBD. Is this question meant to be about "Flower"? and what is the potency of the sample provided? it should represent what a single dose is based on the product created. Is the person Or AI who wrote this survey a cannabis consumer?	7/18/2023 3:32 PM
4	want to provide the BT a full customer experience of the sampled product	7/18/2023 3:09 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

5	However much the grow wants to give out.	7/18/2023 2:36 PM
6	a gram of each is a fine amount.	7/18/2023 2:06 PM
7	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
8	Cost to producer processor	7/18/2023 1:47 PM
9	Just right.	7/18/2023 1:42 PM
10	1g would allow us to use a representation of the product we sell.	7/18/2023 12:36 PM
11	% of lot size	7/18/2023 11:44 AM

Q39 Do you think the maximum limit of 10 mg of THC in a single sample unit of a solid edible product is:

Answered: 32 Skipped: 110



ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	53.13% 17
Perfect	46.88% 15
TOTAL	32

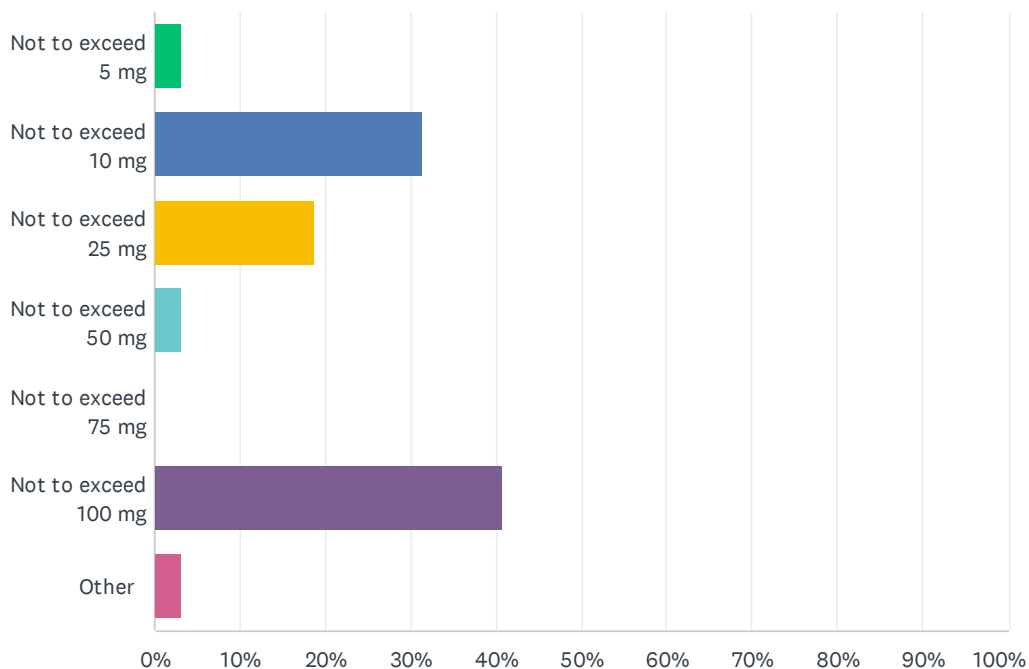
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Because every individual has a different does requirement, 10 mg may not be enough in fact for some 100 mg may not be enough. But there are dosing requirements on packaging and it is up to the individual to follow them and determine how much does they need. By increasing to 100 mg of edible or liquid it will better educate the budtenders and allow them to provide better guidance to consumers.	7/29/2023 9:45 AM
2	Education samples should be as the customer will use and see the product. All of the information on the WSLCB approved packaging, etc., is part of the education and experience as a buyer. Raise the limit to 100mg per package as sold to customers with an "education Sample - not for resale" label.	7/25/2023 12:35 PM
3	Its to low there everyone has different tolerances and also there are people that want to get there desired effect with less consumption (Example) Someone might want to only consume one piece 1 cannabis infused candy instead of 2 or someone who wants to smoke dabs hit instead of 3grams of flower Or someone who wants to take one Ounce shot of liquor instead of drinking and whole 12 ounce Beer	7/21/2023 3:56 PM
4	Often consumers will enjoy multiple 10mg units to achieve their desired "high". Allowing for multiple 10mg units to be provided as an education sample will allow for the budtender to consume a normal quantity to be able to accurately understand how the product will effect them at higher potencies (how these products are often consumed).	7/19/2023 1:47 PM
5	10mg is fine for most but some need a lot more to feel the effects.	7/19/2023 11:13 AM
6	N/A. We do not sell these products.	7/18/2023 6:54 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

7	Samples should represent the product in its entirety. If the product is sold in 100mg packages then that should be the sample size.	7/18/2023 5:37 PM
8	It depends. but as a general rule - smallish.	7/18/2023 3:32 PM
9	ok for me but many people want more THC	7/18/2023 3:09 PM
10	Its very low.	7/18/2023 2:06 PM
11	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
12	This gives the user the correct experience with 10mg	7/18/2023 1:42 PM
13	I believe that 10mg is sufficient for an educational sample.	7/18/2023 1:37 PM
14	The Economics of giving away free stuff will regulate itself. I come from Colorado, where sampling is unlimited and there are minimal issues. In WA- the price is the cheapest with the highest taxes. It is not in anyone's interest to be out of control with samples	7/18/2023 11:58 AM

Q40 Which of the following should be the maximum limit on the amount of THC that may be in a single educational sample unit of a solid edible product?

Answered: 32 Skipped: 110



ANSWER CHOICES	RESPONSES
Not to exceed 5 mg	3.13% 1
Not to exceed 10 mg	31.25% 10
Not to exceed 25 mg	18.75% 6
Not to exceed 50 mg	3.13% 1
Not to exceed 75 mg	0.00% 0
Not to exceed 100 mg	40.63% 13
Other	3.13% 1
TOTAL	32

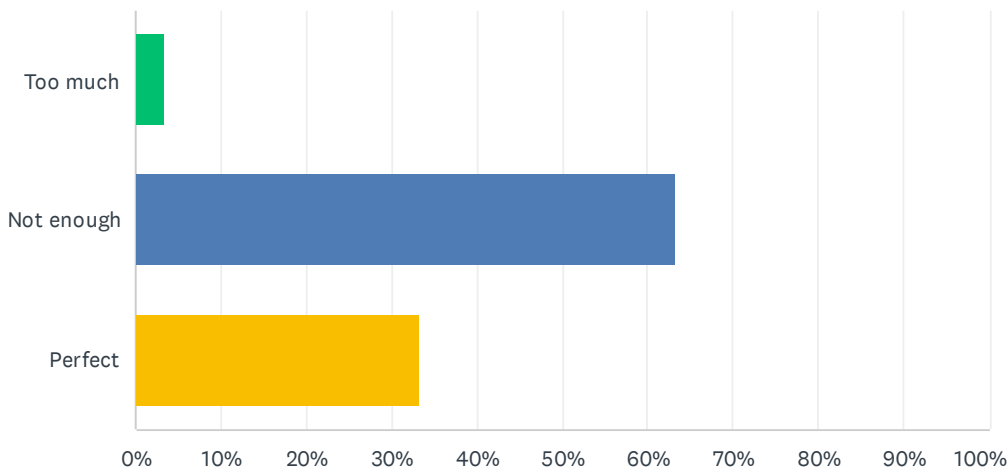
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	We should be able to sample budtenders exactly what is available to the general public.	7/29/2023 9:45 AM
2	Education samples should be as the customer will use and see the product. All of the information on the WSLCB approved packaging, etc., is part of the education and experience as a buyer. Raise the limit to 100mg per package as sold to customers with an "education Sample - not for resale" label.	7/25/2023 12:35 PM
3	This will allow for on the shelf products to be offered to budtenders to accurately represent the	7/19/2023 1:47 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

	products they are selling to consumers.	
4	No limit is preferable	7/19/2023 11:13 AM
5	It's a good amount to remember what it tastes like/feels like.	7/19/2023 9:57 AM
6	N/A. We do not sell these products.	7/18/2023 6:54 PM
7	this is what we sell to customers, a BT should have this same experience	7/18/2023 3:09 PM
8	This allows some choice of strength.	7/18/2023 2:06 PM
9	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
10	Anything more or less than 10mg takes away from the user's experience.	7/18/2023 1:42 PM
11	30 MG	7/18/2023 12:36 PM
12	Let samples be representative of retail products. That means multiple full 10 packs.	7/18/2023 11:58 AM

Q41 Do you think the maximum limit of 10 mg of THC in a single sample unit of a liquid edible product is:

Answered: 30 Skipped: 112



ANSWER CHOICES	RESPONSES
Too much	3.33% 1
Not enough	63.33% 19
Perfect	33.33% 10
TOTAL	30

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Because of the regulatory requirements to get approval from the WSDA, the LCB Label committee, extra labor to package 10 mg drinks, storage, packaging it is not cost or time effective to produce a product for sampling that we do not sale. We should be able to sample out product that we actually sell. 100 mg of liquid cannabis is a level that would allow this. Edibles and liquid cannabis beverages are regulated to an extremely low level of 10 mg per sample. When I asked LCB recently at the annual WACA event of why its 10 mg, they said that the LCB themselves do not know where this number came from. We are at a time that we need a change that allows us to sample out in educational format in 100 mg samples. If we are able to do this within traceability system, it will provide an opportunity for us to do this in a safe and measurable way instead of out of a trunk or at a cannabis event like many vendors do. Many companies are doing this so lets find a way we make it happen in a regulated way.	7/29/2023 9:45 AM
2	Its to low there everyone has different tolerances and also there are people that want to get there desired effect with less consumption (Example) Someone might want to only consume one piece 1 cannabis infused candy instead of 2 or someone who wants to smoke dabs hit instead of 3grams of flower Or someone who wants to take one Ounce shot of liquor instead of drinking and whole 12 ounce Beer	7/21/2023 3:56 PM
3	too many budtenders want to taste in the same potency (100 mg) as the customers buy it in	7/21/2023 10:02 AM
4	should be the same as the product that will be forsale	7/20/2023 10:33 AM
5	100mg is necessary to represent what is being sold to consumers. Also removing the need to produce special products to meet regulations.	7/19/2023 1:47 PM
6	Many liquid edibles come in 100mg packages currently and allowing educational samples to be	7/19/2023 11:13 AM

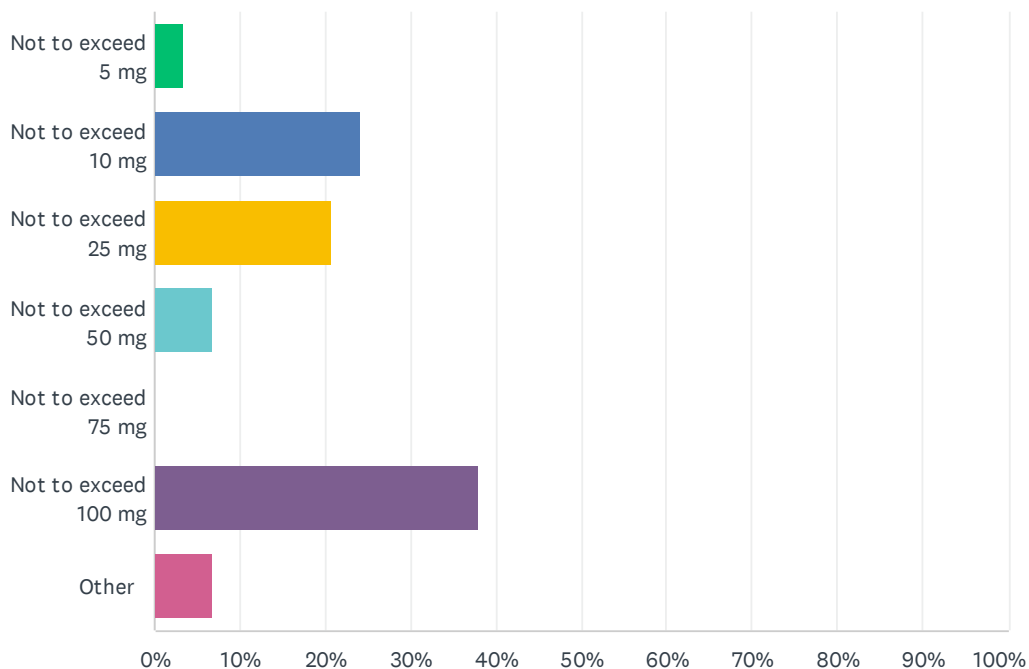
Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

full size is preferable to allow the budtenders to experience the full product.

7	N/A. We do not sell these products.	7/18/2023 6:54 PM
8	It is very difficult to create a new product just for sampling.	7/18/2023 5:37 PM
9	Refer #4	7/18/2023 3:32 PM
10	Its very low.	7/18/2023 2:06 PM
11	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
12	Anything more or less than 10mg takes away from the user's experience.	7/18/2023 1:42 PM
13	Let samples be representative of retail products. That means multiple full drinks.	7/18/2023 11:58 AM

Q42 Which of the following should be the maximum limit on the amount of THC that may be in a single educational sample unit of a liquid edible product?

Answered: 29 Skipped: 113



ANSWER CHOICES	RESPONSES
Not to exceed 5 mg	3.45% 1
Not to exceed 10 mg	24.14% 7
Not to exceed 25 mg	20.69% 6
Not to exceed 50 mg	6.90% 2
Not to exceed 75 mg	0.00% 0
Not to exceed 100 mg	37.93% 11
Other	6.90% 2
TOTAL	29

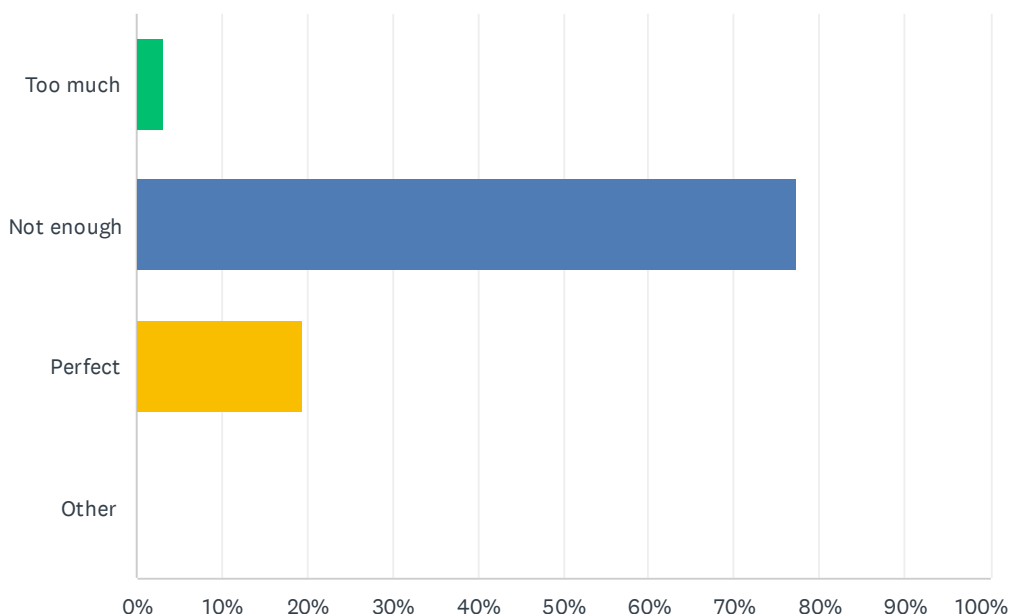
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	No limits needed	7/19/2023 11:13 AM
2	It's a good amount to remember what it tastes like/feels like.	7/19/2023 9:57 AM
3	N/A. We do not sell these products.	7/18/2023 6:54 PM
4	allows some choice of strength	7/18/2023 2:06 PM
5	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM

6 Anything more or less than 10mg takes away from the user's experience.

7/18/2023 1:42 PM

Q43 Do you think a sample size of 0.25 g/unit of cannabis concentrate is:

Answered: 31 Skipped: 111



ANSWER CHOICES	RESPONSES
Too much	3.23% 1
Not enough	77.42% 24
Perfect	19.35% 6
Other	0.00% 0
TOTAL	31

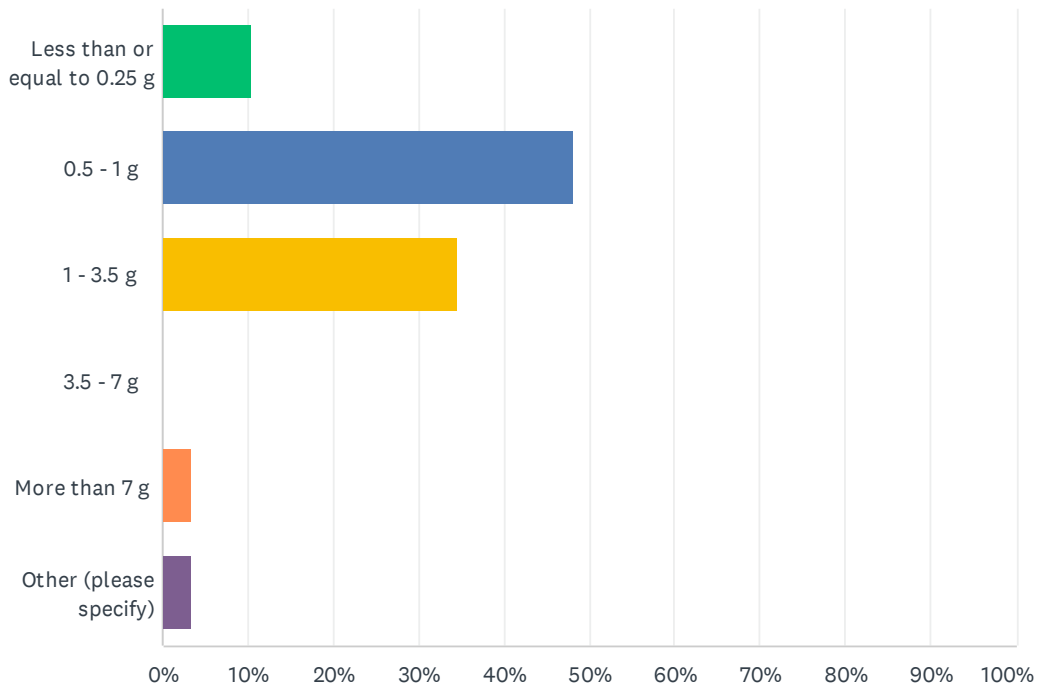
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	1 gram	7/21/2023 4:31 PM
2	PLEASE PLEASE make this 1 gram because if it is 1 gram we can weigh out all the product from a batch/lot at one time and not have to stop to produce specialty items if we do this all we have to do is go grab one unit convert it and move on and not have to stop and weigh out a .5 gram unit this is not a efficient use of time with a production company efficiency is key to being successful .	7/21/2023 3:56 PM
3	1gm units need to be available for budtenders to accurately represent the products being sold to consumers. the .25 unit size is challenging when it comes to filling a vape cartridge and creates a lot of packaging waste.	7/19/2023 1:47 PM
4	.25 gram syringes are a joke	7/19/2023 11:49 AM
5	This is not enough to experience the product fully. These products are sold in 1g sizes currently and allowing full size samples would be preferable for the budtenders to be educated about the products they are selling.	7/19/2023 11:13 AM
6	That's more than enough to get an idea of what it tastes/feels like.	7/19/2023 9:57 AM
7	1g is the sales unit size.	7/19/2023 5:49 AM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

8	See answer for vendor samples.	7/18/2023 6:54 PM
9	No concentrates are sold in 0.25 gram units. This doesn't give the retailer enough to determine the quality.	7/18/2023 5:37 PM
10	If the delivery vehicle is a cartridge - no.	7/18/2023 3:32 PM
11	how expensive is that to make this sample?	7/18/2023 3:09 PM
12	Ridiculously small.	7/18/2023 2:06 PM
13	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
14	It really needs to be 0.5g and maybe 2 per strain max.	7/18/2023 1:42 PM

Q44 Which of the following should be the size of a single educational sample unit of a cannabis concentrate?

Answered: 29 Skipped: 113



ANSWER CHOICES	RESPONSES
Less than or equal to 0.25 g	10.34% 3
0.5 - 1 g	48.28% 14
1 - 3.5 g	34.48% 10
3.5 - 7 g	0.00% 0
More than 7 g	3.45% 1
Other (please specify)	3.45% 1
TOTAL	29

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	1 gram	7/21/2023 4:31 PM
2	PLEASE PLEASE make this 1 gram because if it is 1 gram we can weigh out all the product from a batch/lot at one time and not have to stop to produce specialty items if we do this all we have to do is go grab one unit convert it and move on and not have to stop and weigh out a .5 gram unit this is not a efficient use of time with a production company efficiency is key to being successful .	7/21/2023 3:56 PM
3	One gram samples are the minimum size that should be allowed as that is what is being sold at retail and a full product gives the full experience. A 1/4 full vape cartridge will not function as well as a full one due to tank leaking from having too much airspace when closed. The oils	7/19/2023 11:13 AM

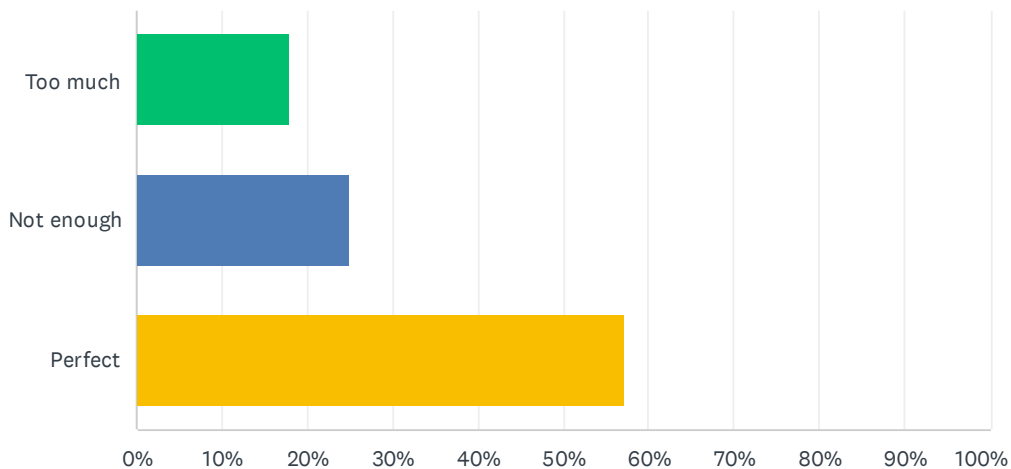
Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

tend to leak out into the coil and flood the cartridge when there is more airspace. This is not ideal when the product is for educational review by the retail staff.

4	We only wish to make 1g units.	7/18/2023 6:54 PM
5	But 1 gram based on manufacturing process.	7/18/2023 3:32 PM
6	at least 1g as we sell this size to customers.	7/18/2023 3:09 PM
7	However much the grow wants to give out.	7/18/2023 2:36 PM
8	a gram of each variety would be fine.	7/18/2023 2:06 PM
9	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
10	0.5g is the perfect size to experience the whole product in both visual and effect	7/18/2023 1:42 PM

Q45 Do you think a sample size of 16 ounces of a topical cannabis-infused product is:

Answered: 28 Skipped: 114



ANSWER CHOICES	RESPONSES
Too much	17.86% 5
Not enough	25.00% 7
Perfect	57.14% 16
TOTAL	28

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	There should be no limit. The full retail size should be sampleable	7/19/2023 11:13 AM
2	N/A. We do not sell these products.	7/18/2023 6:54 PM
3	Is this CBD, CBG, CBx? what is the intended purpose?	7/18/2023 3:32 PM
4	Should be enough.	7/18/2023 2:06 PM
5	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
6	I think you would only need a small 4-6 oz size	7/18/2023 1:42 PM

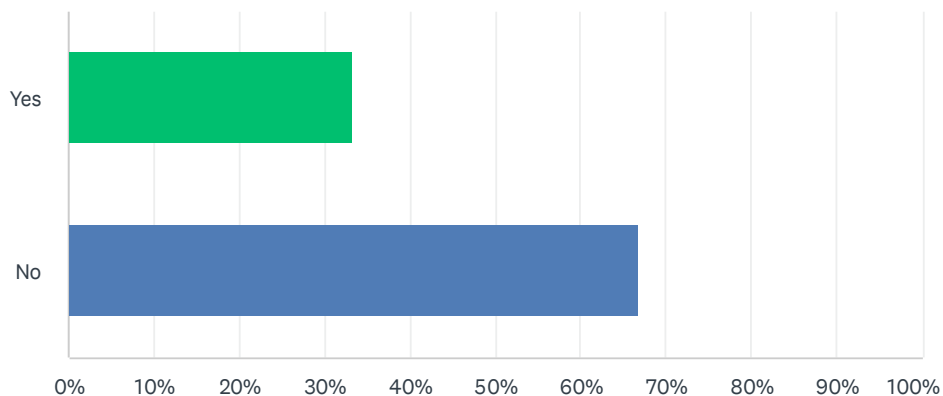
Q46 Please specify the size (net weight) that you think a single educational sample unit of a topical cannabis-infused products should be:

Answered: 13 Skipped: 129

#	RESPONSES	DATE
1	16 ounces would be very large for a topical, I've never seen a product offering that large in the topical space	7/21/2023 10:02 AM
2	16 oz	7/20/2023 10:33 AM
3	8oz	7/19/2023 11:49 AM
4	1.5 oz.	7/19/2023 11:28 AM
5	It should be the full size sold at retail.	7/19/2023 11:13 AM
6	Our topicals are much smaller than that, but I understand some people have products that are much larger. So that's a good size.	7/19/2023 9:57 AM
7	N/A. We do not sell these products.	7/18/2023 6:54 PM
8	This needs to be based on the actual product being sold to the public	7/18/2023 5:37 PM
9	Is this a topical liquid? Solid? cream? how much surface area does 16 ounces of Infused Topical Cannabis cover?	7/18/2023 3:32 PM
10	However much the grow wants to give out.	7/18/2023 2:36 PM
11	the same as is customarily produced and sold to consumers at retail.	7/18/2023 2:04 PM
12	4-6oz. That is enough needed to evaluate the product.	7/18/2023 1:42 PM
13	Let the licensee choose the limit.	7/18/2023 1:09 PM

Q47 Should a maximum limit on the amount of THC that may be in a single educational sample unit of a topical cannabis-infused product be established?

Answered: 27 Skipped: 115



ANSWER CHOICES	RESPONSES
Yes	33.33% 9
No	66.67% 18
TOTAL	27

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	These product do not need a limit because they are not being consumed for a psychoactive effect instead being absorbed through the skin with no psychoactive effect	7/21/2023 3:56 PM
2	The amount of cannabinoid needed topically may be very large 1000mg+ and even at this amount there is no High. There should be no limit on THC mg in a topical	7/19/2023 11:13 AM
3	Topicals don't affect you the same way. Let it be unlimited.	7/19/2023 9:57 AM
4	N/A. We do not sell these products.	7/18/2023 6:54 PM
5	There has to be some limit, but perhaps it depends on what the product is.	7/18/2023 3:32 PM
6	My understanding is that THC is not psychoactive topically.	7/18/2023 2:06 PM
7	The limit should match the permitted limit sold at retail. Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
8	Set the limit to owners and purchasing managers only.	7/18/2023 1:42 PM

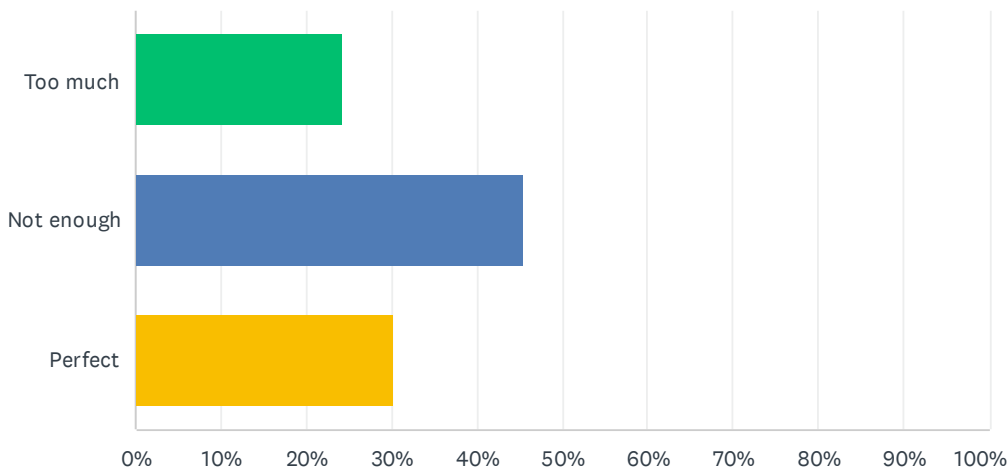
Q48 Please specify then maximum amount of THC that you think should be in a single educational sample unit of a topical cannabis-infused product:

Answered: 13 Skipped: 129

#	RESPONSES	DATE
1	No limit	7/21/2023 3:56 PM
2	100mg	7/19/2023 12:49 PM
3	300mg	7/19/2023 11:49 AM
4	The amount of cannabinoid needed topically may be very large 1000mg+ and even at this amount there is no High. There should be no limit on THC mg in a topical	7/19/2023 11:13 AM
5	100mg	7/19/2023 9:57 AM
6	N/A. We do not sell these products.	7/18/2023 6:54 PM
7	50%	7/18/2023 4:06 PM
8	the (n) maximum amount of THC in a topical is irrelevant. It is more the CBx cannabinoids with the terpenes that provide the relief.	7/18/2023 3:32 PM
9	However much the grow wants to give out.	7/18/2023 2:36 PM
10	I dont think there should be a max.	7/18/2023 2:06 PM
11	The single educational sample maximum should be same as the products sold at retail.	7/18/2023 2:04 PM
12	10mg	7/18/2023 1:47 PM
13	Leave it at current rate.	7/18/2023 1:42 PM

Q49 Do you think the maximum limit of 100 educational sample units that a processor may provide to any one retailer per calendar month is:

Answered: 33 Skipped: 109



ANSWER CHOICES	RESPONSES
Too much	24.24% 8
Not enough	45.45% 15
Perfect	30.30% 10
TOTAL	33

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	I think this is a good level for us but some vendors may have far more product sku than us making it difficult for them to get samples out for education under this format.	7/29/2023 9:45 AM
2	Limiting the processor to 100 units of educational samples a month spread across all of the stores in Washington is too restrictive. Especially when trying to educate budtenders, improve profits, and compete in the competitive cannabis market.	7/25/2023 12:35 PM
3	That's too mush. 100 grams to one retailer is too much. It's devaluing the product to give out \$300 to each retailer a month of flower.	7/21/2023 4:31 PM
4	There should be no limit on the amount we can give a retailer instead limit the amount of product the retailers can give out to there employee/licensees that will be sampling the product for feed back similar to limiting transactions with customers purchases Maybe placing a limit per employee/licensees to make sure current laws are followed and gram/ounce limits do no exceed current transaction limits. (Example) 28 grams of flower /7 grams of concentrate and limit it per week per employee per product	7/21/2023 3:56 PM
5	Perfect if the limitation of 100 units is on the processor and not on the retailer. Retailers should not be limited on how many samples they can receive.	7/19/2023 1:47 PM
6	Some processors flood the stores at the beginning of the month so other processors won't be able to send them educational samples. If a store can accept 100 educational samples from each processor that would be fine.	7/19/2023 11:28 AM
7	If a retailer has 10 processors they deal with they can only receive 10 samples per month from each and if they have 11 budtenders they would not be able to sample each employee with	7/19/2023 11:13 AM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

product from each processor. In reality, there are many more than 10 processors in each retail store and many retailers have more than 10 employees. There should be no limit on the educational samples allowed per store per month.

8	That just gives the opportunity for the big guys to fill all the educational sample slots and not leave any room for us smaller farms to send educational samples to the stores.	7/19/2023 9:57 AM
9	it shouldn't matter, its the processors money.	7/19/2023 5:49 AM
10	Wrong - it's still a sample - why try to add intelligence. Just allow "Samples". But yes there should be limits. This topic needs further research in several areas.	7/18/2023 3:32 PM
11	for larger stores they need more samples for sure. managing this is time consuming and manual. If I have 10 different pre roll skus, I want to give one of each as a sample	7/18/2023 3:09 PM
12	It's 100 educational samples total I'm aloud to take all month. 100/grow would be a totally different story. But 100 educational samples total a month from all my grows is not enough	7/18/2023 2:36 PM
13	Forces retailers to pick and choose who they can receive samples from. Many retailers have upwards of 30+ employee's and anywhere from 50-100 vendor partners.	7/18/2023 2:11 PM
14	That amount is fine but the quantity of each is tiny.	7/18/2023 2:06 PM
15	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
16	That is stupid no free samples	7/18/2023 1:47 PM
17	Owners and managers only	7/18/2023 1:42 PM
18	It really depends on the retailer and how many employees they have.	7/18/2023 1:37 PM
19	That is 10 retail units, assuming its a 10-pack solid edible product. That wouldn't be enough for a single processor to educate Budtenders, yet along get more than one brand sampled in a month.	7/18/2023 11:58 AM

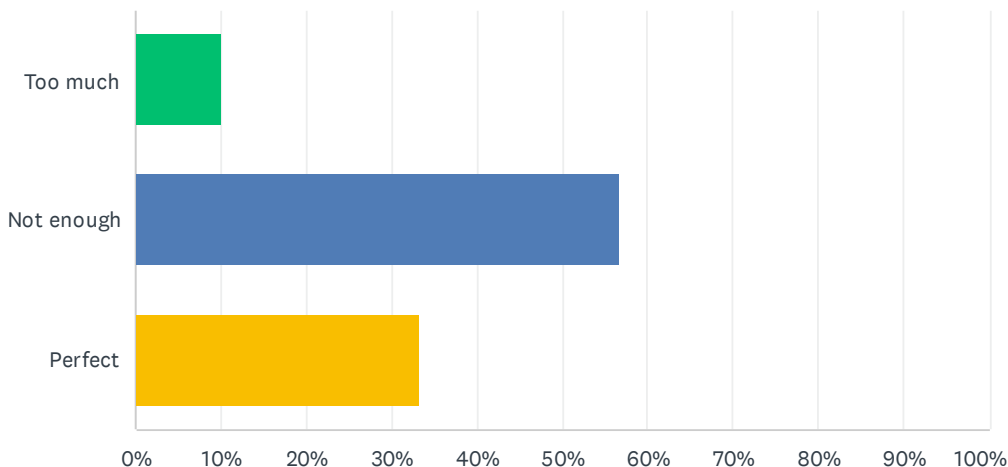
Q50 Please specify the maximum amount of educational sample units that a processor should be able to provide each retailer per calendar month:

Answered: 20 Skipped: 122

#	RESPONSES	DATE
1	At least 1 unit of each SKU currently sold by the retailer per calendar month for each retailer.	7/25/2023 12:35 PM
2	20 units total	7/21/2023 4:31 PM
3	There should be no limit on the amount we can give a retailer instead limit the amount of product the retailers can give out to there employee/licensees that will be sampling the product for feed back similar to limiting transactions with customers purchases Maybe placing a limit per employee/licensees to make sure current laws are followed and gram/ounce limits do no exceed current transaction limits. (Example) 28 grams of flower /7 grams of concentrate and limit it per week per employee per product	7/21/2023 3:56 PM
4	8	7/21/2023 10:02 AM
5	25	7/20/2023 10:33 AM
6	100	7/19/2023 1:47 PM
7	200	7/19/2023 12:49 PM
8	There should be no limit on the educational samples allowed per store per mont.	7/19/2023 11:13 AM
9	20 units, and the retailer can receive unlimited.	7/19/2023 9:57 AM
10	I don't think there should be a limit, but 100 is a lot.	7/18/2023 6:54 PM
11	In limited	7/18/2023 4:06 PM
12	How big is the retailer? Annual revenue?	7/18/2023 3:32 PM
13	stores with 25 employees and over 100 vendors for example need to have more samples	7/18/2023 3:09 PM
14	However much the grow wants to give out.	7/18/2023 2:36 PM
15	As many as are needed.	7/18/2023 2:06 PM
16	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
17	As many as they would like to purchase	7/18/2023 1:47 PM
18	All owners and all day and night time shift managers only	7/18/2023 1:42 PM
19	Unlimited. Let samples be representative of retail products. That means multiple full 10 packs.	7/18/2023 11:58 AM
20	Unlimited	7/18/2023 11:44 AM

Q51 Do you think the maximum limit of 10 educational sample units that a retailer may give to each employee per calendar month is:

Answered: 30 Skipped: 112



ANSWER CHOICES	RESPONSES
Too much	10.00% 3
Not enough	56.67% 17
Perfect	33.33% 10
TOTAL	30

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	1 educational samples is limited to 10mg THC. So 10 educational sample is essentially a fully packaged product for the customer. If multiple budtenders are needed to be trained, especially because of high turnover, that is not nearly enough samples to provide consistent training and education to the new budtenders to ensure they know what the effect of the product is, how to recommend it to customers, and for what purpose a particular ratio of THC:CBD might be useful for, etc.	7/25/2023 12:35 PM
2	Margins are so tight, we can't be giving away 100s of grams per retail store. Whatever the maximum is that is what the largest cheapest grows will give out. It's harmful to the smaller producers/processors.	7/21/2023 4:31 PM
3	There should be no limit on the amount we can give a retailer instead limit the amount of product the retailers can give out to their employee/licensees that will be sampling the product for feed back similar to limiting transactions with customers purchases Maybe placing a limit per employee/licensees to make sure current laws are followed and gram/ounce limits do not exceed current transaction limits. (Example) 28 grams of flower / 7 grams of concentrate and limit it per week per employee per product	7/21/2023 3:56 PM
4	most stores have more than 10 employees	7/20/2023 10:33 AM
5	I don't believe this is currently followed and if it is, it creates a significant backlog of samples.	7/19/2023 1:47 PM
6	There should be no limit on the education you can give to your employees. A well educated employee will help the consumers find products that work well for them where an uneducated employee will not have this ability and will most times guess what the consumer might want or	7/19/2023 11:13 AM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

will only sell what they have personally tried. There are many products on the shelf at retailers and budtenders need to know them well.

7	I've never been on that side, so I really don't know.	7/19/2023 9:57 AM
8	Let them have as much as is requested within reason. 1 unit per working day is realistic.	7/19/2023 5:49 AM
9	Don't know	7/18/2023 6:54 PM
10	Employees should be required to purchase educational samples from the retail location for cost plus tax. This will create a structure where the retailer doesn't have to track samples, the state gets the taxes and the budtenders have a vested interest in the samples as well. This will reduce budtenders giving product away or selling it outside of the 502 market.	7/18/2023 5:37 PM
11	For some yes - for some it is way too much, others...someone is missing out.	7/18/2023 3:32 PM
12	there's too many different product items they need to try. This is so limiting	7/18/2023 3:09 PM
13	There are thousands of products available in market.	7/18/2023 2:11 PM
14	Depends on the employee and what their role is.	7/18/2023 2:06 PM
15	Look at the retailers mark and also the producer processor failure s over the last decade: charge at. Least cost of manufacturing for a sample	7/18/2023 1:47 PM
16	Really? they don't need that much.	7/18/2023 1:42 PM
17	do you limit the amount of beer an employee at a brewery is allowed to receive? We should be treated the same.	7/18/2023 1:09 PM
18	That is 1 single retail unit!!! What companies have 1 SKU?!	7/18/2023 11:58 AM

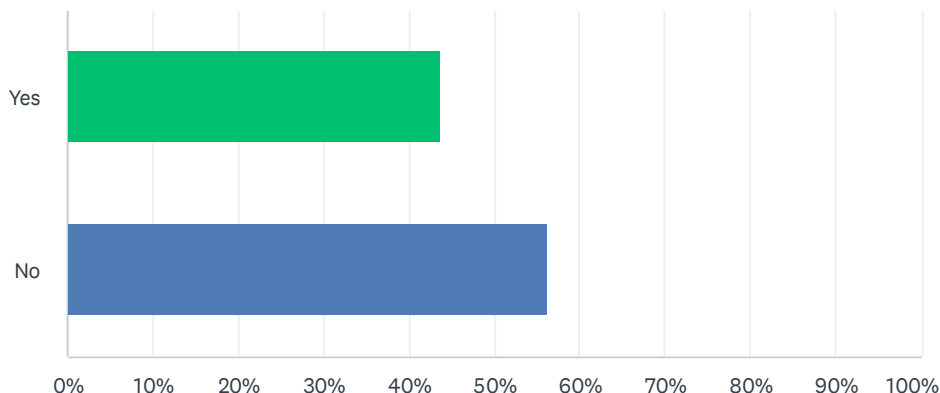
Q52 What should the maximum limit on the number of educational samples that a retailer may provide to its employees per calendar month?

Answered: 23 Skipped: 119

#	RESPONSES	DATE
1	Up the the discretion of the retailer. Make it a record keeping priority to keep track of who receives samples, how many, and when.	7/25/2023 12:35 PM
2	What it currently is now.	7/21/2023 4:31 PM
3	There should be no limit on the amount we can give a retailer instead limit the amount of product the retailers can give out to there employee/licensees that will be sampling the product for feed back similar to limiting transactions with customers purchases Maybe placing a limit per employee/licensees to make sure current laws are followed and gram/ounce limits do no exceed current transaction limits. (Example) 28 grams of flower /7 grams of concentrate and limit it per week per employee per product	7/21/2023 3:56 PM
4	30	7/20/2023 10:33 AM
5	It should be unlimited.	7/19/2023 1:47 PM
6	25	7/19/2023 12:49 PM
7	It should be determined by the number of different skus the retailer purchased so each budtender can try every product and flavor that is in their shelves	7/19/2023 11:49 AM
8	no limit	7/19/2023 11:13 AM
9	Unsure.	7/19/2023 9:57 AM
10	20-30	7/19/2023 5:49 AM
11	They can determine this by purchasing samples instead of getting overwhelmed with samples they don't want/need	7/18/2023 5:37 PM
12	Depends on the amount of employees	7/18/2023 4:06 PM
13	Base it on a 3-week sample cycle based on total revenue divided by number of employees with at least 3 months tenure.	7/18/2023 3:32 PM
14	30	7/18/2023 3:09 PM
15	Considering the amount of grows and products we have in store there really shouldn't be a limit. There is so so many things to try.	7/18/2023 2:36 PM
16	25-50	7/18/2023 2:11 PM
17	As many as are needed for fair assessment.	7/18/2023 2:06 PM
18	10 consumer sized units per employee, per month.	7/18/2023 2:04 PM
19	As many as they want to purchase from the processor	7/18/2023 1:47 PM
20	No more than 1 per week in each category (flower, concentrates etc) and no more than 6 per month per employee. They can purchase the product like the rest of the population.	7/18/2023 1:42 PM
21	What if we have product that is going to turn stale soon, its too late to package for retail, we should be able to distribute it among our coworkers, most of the time it will end up going bad and will be destroyed.	7/18/2023 1:09 PM
22	Unlimited. the economics of giving away free samples will work itself out- WA has the lowest wholesale prices in the whole country with the highest taxes. It does not need to have limits.	7/18/2023 11:58 AM
23	Unlimited	7/18/2023 11:44 AM

Q53 Do you think that maximum educational sample limits should be based on calendar months?

Answered: 32 Skipped: 110



ANSWER CHOICES	RESPONSES
Yes	43.75% 14
No	56.25% 18
TOTAL	32

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Yes. Having it limited per month is helpful to keep managers from taking advantage of the educational samples for themselves. It spreads the educational samples out among the staff if they are limited.	7/25/2023 12:35 PM
2	There should be no limit on the amount we can give a retailer instead limit the amount of product the retailers can give out to there employee/licenseses that will be sampling the product for feed back similar to limiting transactions with customers purchases Maybe placing a limit per employee/licenseses to make sure current laws are followed and gram/ounce limits do no exceed current transaction limits. (Example) 28 grams of flower /7 grams of concentrate and limit it per week per employee per product	7/21/2023 3:56 PM
3	There should be no limit	7/19/2023 11:13 AM
4	Just an easy way to keep track.	7/19/2023 9:57 AM
5	There shouldn't be a max if samples are purchased	7/18/2023 5:37 PM
6	3 weeks	7/18/2023 3:32 PM
7	as needed	7/18/2023 3:09 PM
8	What if they get more samples one month than the previous?	7/18/2023 2:06 PM
9	Corruption	7/18/2023 1:47 PM
10	Great measure for compliance.	7/18/2023 1:42 PM
11	it should be based on different products/genetics that are ready for consumption.	7/18/2023 1:09 PM
12	the economics of giving away free samples will work itself out- WA has the lowest wholesale prices in the whole country with the highest taxes. It does not need to have limits.	7/18/2023 11:58 AM

Q54 How should the maximum limit on the amount of educational sample units that a processor may provide any one retailer be determined?

Answered: 23 Skipped: 119

#	RESPONSES	DATE
1	at least 1 unit per SKU currently being sold at the retailer. Raise the limit from 10mg THC per education sample to 100mg THC per education sample with packaging and information as approved by the WSLCB and as sold to customers with an "educational sample - not for resale label" for a full educational experience with the product.	7/25/2023 12:35 PM
2	Keep it to what it is currently	7/21/2023 4:31 PM
3	There should be no limit on the amount we can give a retailer instead limit the amount of product the retailers can give out to there employee/licensees that will be sampling the product for feed back similar to limiting transactions with customers purchases Maybe placing a limit per employee/licensees to make sure current laws are followed and gram/ounce limits do no exceed current transaction limits. (Example) 28 grams of flower /7 grams of concentrate and limit it per week per employee per product	7/21/2023 3:56 PM
4	standard number for everyone	7/21/2023 10:02 AM
5	by the processor	7/20/2023 10:33 AM
6	It should be limited by a ratio of the number of skus the store carries of each product by the processor. If a store is carrying a lot of a processors offerings they should be able to get samples of a variety of the skus and not be limited by a over all number. So language like 5 samples can be provided of each sku the store holds in inventory (or something along those lines).	7/19/2023 1:47 PM
7	number of employees	7/19/2023 12:49 PM
8	Again by the # of different skus and flavors the retailer purchases from the processor	7/19/2023 11:49 AM
9	There should be no limit, this should be at the discretion of the retailer and the processors that provide the samples based on budtenders current knowledge of products on the shelf.	7/19/2023 11:13 AM
10	20 total per month, so that the big farms can't just overload a store and push the rest of us out.	7/19/2023 9:57 AM
11	Based on retailer purchases	7/18/2023 5:37 PM
12	Amount of employees	7/18/2023 4:06 PM
13	\$\$\$	7/18/2023 3:32 PM
14	per order	7/18/2023 3:09 PM
15	It should at least go off how many employees I have along with how many different tiers/lines of product that grow carries.	7/18/2023 2:36 PM
16	It should be determined by the processor.	7/18/2023 2:06 PM
17	Please set a fair standard per store. And please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
18	Price per	7/18/2023 1:47 PM
19	System generated. Maybe put a 'stop' in place in the system to show an error if too many samples are generated for the one retail location.	7/18/2023 1:42 PM
20	It should be based on the number of employees a retailer has.	7/18/2023 1:37 PM
21	The amount should be determined by the licensee.	7/18/2023 1:09 PM
22	the economics of giving away free samples will work itself out- WA has the lowest wholesale	7/18/2023 11:58 AM

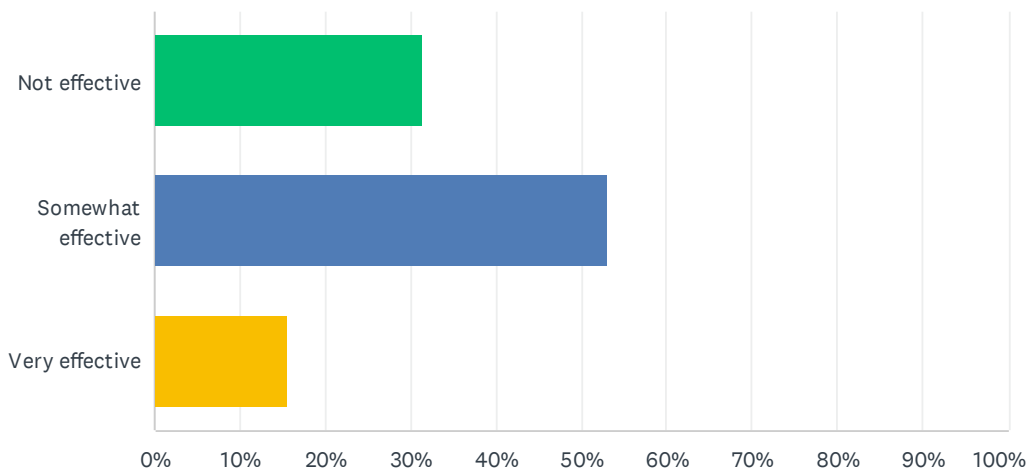
Licensed Cannabis Processors - Vendor, Educational, and Internal Quality Control Samples

prices in the whole country with the highest taxes. It does not need to have limits.

23	% of lot size	7/18/2023 11:44 AM
----	---------------	--------------------

Q55 How effective is educational sampling under the current regulatory framework for educating retail outlet employees about the processor’s cannabis products that the retailer currently carries?

Answered: 32 Skipped: 110



ANSWER CHOICES	RESPONSES	
Not effective	31.25%	10
Somewhat effective	53.13%	17
Very effective	15.63%	5
TOTAL		32

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	I have already stated it but, if the budtender cannot sample actual 100 mg product, how can they be educated to then educate the public?	7/29/2023 9:45 AM
2	Not effective AT ALL. Too limited for a very competitive industry with tons of turnover at the budtender level. Wasteful due to the 10mg THC unit size requiring different packaging.	7/25/2023 12:35 PM
3	Everything is working great currently.	7/21/2023 4:31 PM
4	We need to raise the limits on units and weights	7/21/2023 3:56 PM
5	Buddy boxes, or other highly discounted products are often sold to retailers to get around the current sample rules. The rules are far to limited to work effectively.	7/19/2023 1:47 PM
6	To restricted	7/19/2023 11:49 AM
7	The budtenders have to be able to try our product or they will be less likely to sell it.	7/19/2023 11:28 AM
8	This is the best way to increase sales of existing products at retail. Allowing for larger samples and more samples would educate the budtenders better and allow them to serve the consumers better.	7/19/2023 11:13 AM
9	It's good to give the store employees a sample of our products.	7/19/2023 9:57 AM
10	Sample size is too low. Certain processor overwhelm retailers causing other processor not to be able to provide samples. Purchased would eliminate this issue.	7/18/2023 5:37 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

11	Based on the turnaround of employees - one employee may be provided a sample then be terminated - so no feedback is possible.	7/18/2023 3:32 PM
12	so limiting and edu samples tend to get rejected more often due to hitting limits. Getting approval to send edu samples can be time consuming as well.	7/18/2023 3:09 PM
13	Better than nothing but I really wish I could give out way more.	7/18/2023 2:36 PM
14	The amounts are so small I dont do it so it is not effective.	7/18/2023 2:06 PM
15	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
16	They smoke to many to keep track or over lap smoking of different strains	7/18/2023 1:47 PM
17	Depends on the store but having the bud tender try samples helps move them.	7/18/2023 1:42 PM
18	some retailers have started to refuse education samples because its hard to track.	7/18/2023 1:09 PM
19	Not effective in current framework- very important in other states with less restrictions	7/18/2023 11:58 AM
20	Nobody does it bc of the tracking requirements	7/18/2023 11:44 AM

Q56 What are some other ways that you think educational sampling activities should be conducted?

Answered: 17 Skipped: 125

#	RESPONSES	DATE
1	It would be nice to be able to provide product purchased at retail stores to budtenders at cannabis events that are only open to the cannabis industry.	7/29/2023 9:45 AM
2	See comments above.	7/25/2023 12:35 PM
3	by having more sampling events	7/20/2023 10:33 AM
4	We should be able to have spaces to legally consume cannabis.	7/19/2023 11:28 AM
5	Processor hosted sampling events should be allowed.	7/19/2023 11:13 AM
6	No idea	7/19/2023 9:57 AM
7	Retailers should purchase samples from processors at cost in original package size. The retailer can then sell these to budtenders for cost plus tax. These units will clearly state sample and can not be sold to customers only budtenders. This way the retailer can control the number of samples they take in. The state collects the tax on the samples and the processor gets the cost of the product out of sampling.	7/18/2023 5:37 PM
8	Events	7/18/2023 3:32 PM
9	Provide edu samples as needed for parties, training sessions, vendor days.	7/18/2023 3:09 PM
10	like a normal business.	7/18/2023 2:06 PM
11	At the Processors place of business.	7/18/2023 2:04 PM
12	1/2 gram for half price	7/18/2023 1:47 PM
13	I am unsure of this question but limited employee's samples or having them write a report on the sample will cut down on the amount of samples each employee can take.	7/18/2023 1:42 PM
14	"Tasting" room on PP's site, or exclusive "tasting" permitted on retailer premises by a representative of the P/P.	7/18/2023 1:37 PM
15	Let the Licensee determine how much and when they would like to educate the buyers!	7/18/2023 1:09 PM
16	Not restricted at all. the economics of giving away free samples will work itself out- WA has the lowest wholesale prices in the whole country with the highest taxes. It does not need to have limits.	7/18/2023 11:58 AM
17	It should be a % of lots that a processor can give as samples and retailers shouldn't have limits.	7/18/2023 11:44 AM

Q57 Is educational sampling important for your business?

Answered: 25 Skipped: 117

#	RESPONSES	DATE
1	100 percent, if the budtenders are not able to try product, educate themselves there is no way they can service the public that enters their stores. Additionally, budtenders need to be able to believe in the products they sell.	7/29/2023 9:45 AM
2	Very very very important. In an industry dependent on budtenders educating the public on all things cannabis to generate sales of processor products, it is vital that these avenues be more fully opened. Having to compete to be part of the 100 unit total limit that a retailer is allowed to receive in a month is crazy and causing the industry more harm than good because a processor cannot educate staff at all retail locations on a full product line the way that these rules are set up. At the end of the day, this is a sales-based business requiring education on the product - it is overburdensome to add restrictions to educational samples simply because the product contains cannabis when the products are kept within the highly regulated 502 system.	7/25/2023 12:35 PM
3	Yes	7/21/2023 4:31 PM
4	it is (IMPERATIVE) that the budtenders get samples of every product carried by the retailer because if they don't get to sample our product it will not get sold and sit on the shelf and get returned or destroyed we are at the mercy of them due to us not being able to sell to the public or own a retail store they are the ones who push to sell products they like and keep us in business and with small amounts and monthly limits on sample a lot of product will go unsold and the retailer will never order that product again simply because a budtender has not tried that product and cant not even give a description of the product if a consumer asks about it	7/21/2023 3:56 PM
5	no	7/21/2023 10:02 AM
6	yes	7/20/2023 10:33 AM
7	Highly important. Budtenders have limited funds due to the nature of the job, and do not have the ability to try out a wide variety of products.	7/19/2023 1:47 PM
8	yes	7/19/2023 12:49 PM
9	Yes	7/19/2023 11:49 AM
10	Yes	7/19/2023 11:28 AM
11	Yes	7/19/2023 11:13 AM
12	barely	7/19/2023 9:57 AM
13	Not in its current form however with purchase samples it would help increase overall sale.	7/18/2023 5:37 PM
14	Yes	7/18/2023 4:06 PM
15	Yes - very much so.	7/18/2023 3:32 PM
16	very	7/18/2023 3:09 PM
17	Yes, very important.	7/18/2023 2:36 PM
18	Critical.	7/18/2023 2:11 PM
19	It could be.	7/18/2023 2:06 PM
20	YES! And important to teach, educate and even caution consumers. Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:04 PM
21	Sales is important	7/18/2023 1:47 PM
22	Not really. We stand behind our product.	7/18/2023 1:42 PM

Licensed Cannabis Processors - Vendor, Educational, and Internal Quality Control Samples

23	YES!!	7/18/2023 1:09 PM
24	YES! Fix the system!	7/18/2023 11:58 AM
25	Yes because each harvest can be different and the retailers have high turnover so the employees don't get to try what they sell.	7/18/2023 11:44 AM

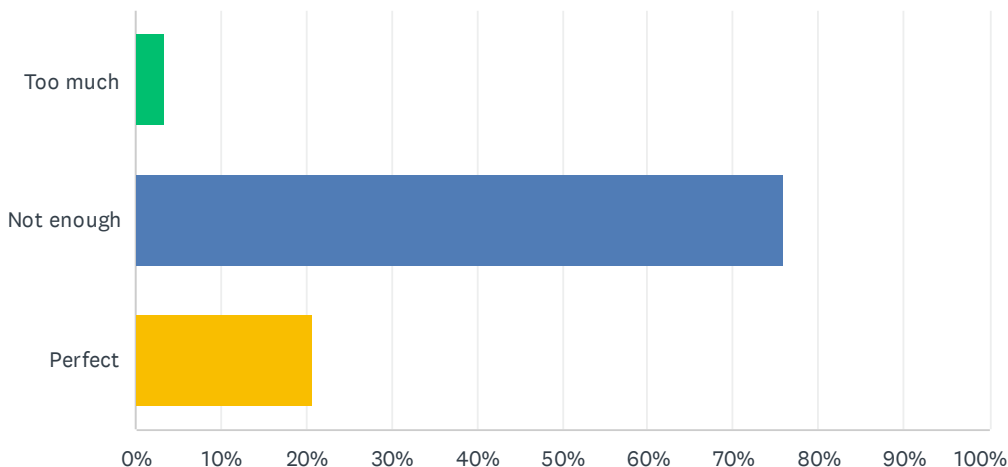
Q58 Please provide any additional information directly related to educational sampling that you wish to be considered in this rulemaking:

Answered: 10 Skipped: 132

#	RESPONSES	DATE
1	Please consider removing limits on samples and allowing sampling to be conducted at events.	7/19/2023 11:13 AM
2	Overall, I wish you would give Tier 1 & 2 the ability to have their own storefront. It would help level the playing field.	7/19/2023 9:57 AM
3	Retailers should purchase samples from processors at cost in original package size. The retailer can then sell these to budtenders for cost plus tax. These units will clearly state sample and can not be sold to customers only budtenders. This way the retailer can control the number of samples they take in. The state collects the tax on the samples and the processor gets the cost of the product out of sampling.	7/18/2023 5:37 PM
4	Different strains, different samples	7/18/2023 4:06 PM
5	Understand we are not trying to get over - but to inform retailers of new products and possibly provide a sample of a "Different way" to enjoy cannabis that has not been provided previously.	7/18/2023 3:32 PM
6	This is the most restrictive and frustrating sample procedure, especially for larger volume stores	7/18/2023 3:09 PM
7	I have been ask to bring 200	7/18/2023 1:47 PM
8	I am unsure how to stop the sample abuse by some retail locations but having a system where the farm can anonymously let you know what is really going on in the industry without repercussion, would be valuable to you.	7/18/2023 1:42 PM
9	I would think that the businesses who are producing these products should be able to choose how much and when they want to provide educational samples.	7/18/2023 1:09 PM
10	the economics of giving away free samples will work itself out- WA has the lowest wholesale prices in the whole country with the highest taxes. It does not need to have limits.	7/18/2023 11:58 AM

Q59 One unit per batch of a new edible cannabis-infused product to self-sample per calendar month for quality control purposes is:

Answered: 29 Skipped: 113



ANSWER CHOICES	RESPONSES
Too much	3.45% 1
Not enough	75.86% 22
Perfect	20.69% 6
TOTAL	29

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	<p>If we make a batch of beverages it ranges from 5000 units to 11000 units per batch. The current rule lets me self-sample 0.000090% of the batch on an 11000 unit batch . Let's say I am producing a beverage for a company and their quality control team comes in to evaluate the quality of their drink, I am looking at 5 people telling them that they have to share what is left of the sample we pulled for our 5 people to test quality? This rule is very limiting and needs to be addressed. With rule making it is important to understand what was the regulatory desired outcome. I do not know on this rule what the desired outcome was or what it was intended to prevent. Possibly to prevent producer/processors from taking large quantiles of product out of inventory under the I conducted sampling quality control purposes? In our company we have an extensive R&D process, 4 owners and a team of individuals that work hard on the creation, packaging and sales of our products. Under the current rules, we can take one sample per batch out for testing and that is not appropriate. We need to be able to taste, and test product for thinks like carbonation, flavor, brix, smell. Looking at the concentrate rules for quality control for instance, they can take 0.5 g for R&D. On average most oil is 90 % in WA. That is roughly 450 mg of THC D9 they can sample in their product and in beverage we are allowed 100mg in a single package. I believe that 24 units per batch of product for internal quality control is appropriate. This will allow for us to accomplish all of our testing needs and continue to provide the high quality of product we do to the WA cannabis market.</p>	7/29/2023 9:51 AM
2	<p>ANY SKU being produced needs to be able to be sampled out to employees who are making the gummies for feedback and for the sales employees who are selling the product.</p>	7/25/2023 12:44 PM
3	<p>This should be at least 5-10 to per month to allow to test for consistency with effect and flavor all so because everyone has different likes and dislikes and we need to ensure that a high</p>	7/24/2023 3:06 PM

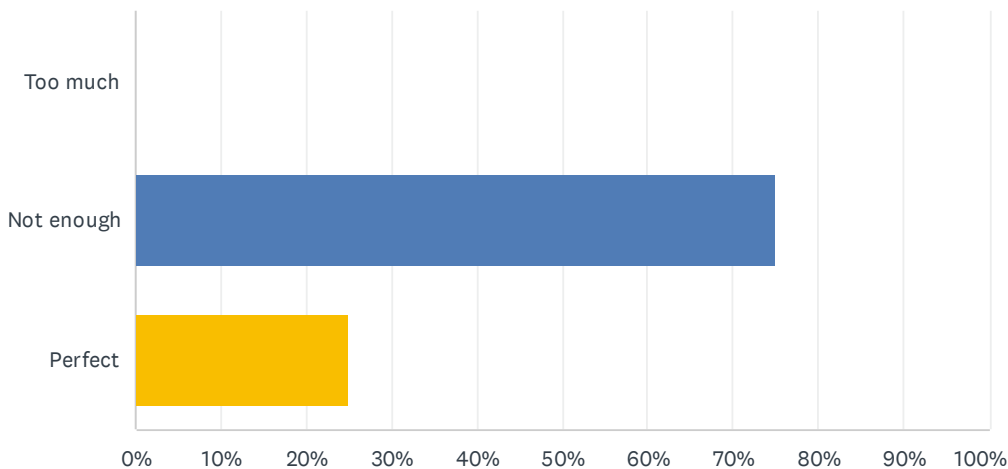
Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

portion of testers/end users are happy with the final product not just limit it to one persons opinion

4	any liquid mixture requires more samples because of differences in density, settling, product needing to be mixed frequently, etc. Similar issue with gummies and chocolates.	7/21/2023 10:08 AM
5	The limits should be per batch and not per new batch as over time the quality may change and new samples should be taken on a regular basis to ensure product quality.	7/19/2023 3:17 PM
6	Every candy maker should be testing each batch for flavor as should their supervisor	7/19/2023 11:53 AM
7	We all want to be able to legally use the products we make. This would be like allowing an employee to sample only one beer per month.	7/19/2023 11:31 AM
8	multiple employees should be able to involve themselves in the QC process	7/19/2023 5:52 AM
9	N/A	7/18/2023 6:58 PM
10	may need to random sample, may not even eat a whole edible. People with higher tolerances need more	7/18/2023 3:14 PM
11	Product quality, product development of infused products has many variables.	7/18/2023 2:29 PM
12	We produce thousands of units per batch. 1 sample unit is not an accurate reflection of the product. That would be sampling .001% of the batch.	7/18/2023 2:14 PM
13	There should be at least 5.	7/18/2023 1:50 PM
14	That is all you need for taste, texture and effect.	7/18/2023 1:45 PM
15	What if you want multiple opinion's from your coworkers?	7/18/2023 1:31 PM
16	dont do edibles	7/18/2023 12:39 PM
17	This is dumb. The WSLCB doesn't track and there's no way to trace any amount of samples per batch or per unit. Show us ANY data tracking 'Internal Quality Control Samples'	7/18/2023 12:06 PM

Q60 One unit per batch of a new cannabis concentrate, not to exceed 0.5 g, to self-sample per calendar month for quality control purposes is:

Answered: 28 Skipped: 114



ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	75.00% 21
Perfect	25.00% 7
TOTAL	28

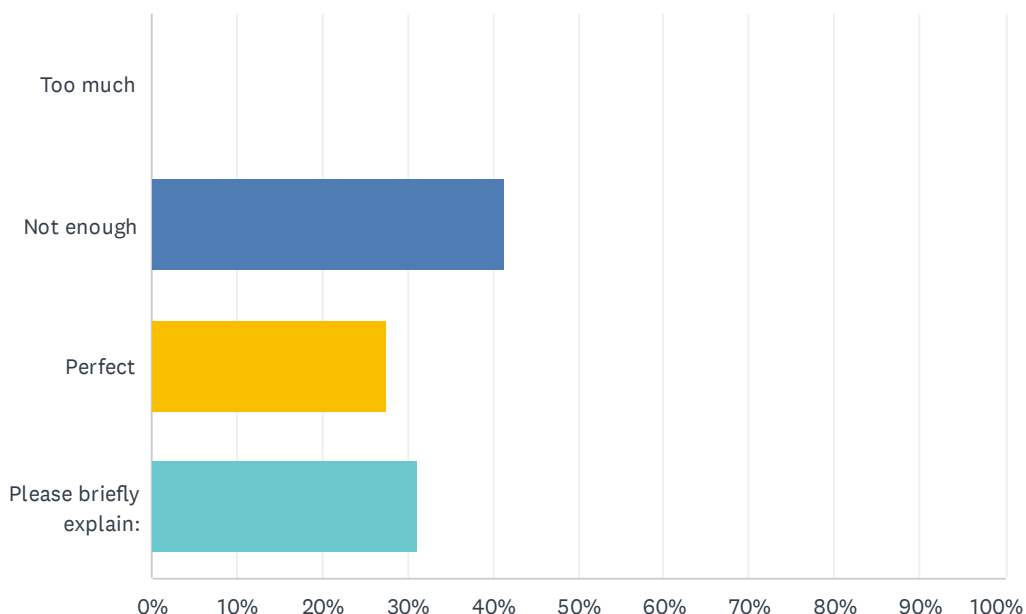
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	This should be at least 5-10 to per month to allow to test for consistency with effect and flavor all so because everyone has different likes and dislikes and we need to ensure that a high portion of testers/end users are happy with the final product not just limit it to one persons opinion	7/24/2023 3:06 PM
2	1 gram please	7/21/2023 4:33 PM
3	need the sample to mirror the potency the customers buy the finished product in	7/21/2023 10:08 AM
4	The limits should reflect the product sizes. 1g carts are standard for vapes and 1g containers are standard for concentrates. The limits should be per batch and not per new batch as over time the quality may change and new samples should be taken on a regular basis to ensure product quality.	7/19/2023 3:17 PM
5	We all want to be able to legally use the products we make. This would be like allowing an employee to sample only one beer per month.	7/19/2023 11:31 AM
6	multiple opinions should be allowed.	7/19/2023 5:52 AM
7	More than one employee should be able to try each batch. Size should be 1g.	7/18/2023 6:58 PM
8	that's a micro dose and can barely get high. Sometimes 10mg is not enough either	7/18/2023 3:14 PM
9	I do not have enough information about concentrates to provide a meaningful response.	7/18/2023 2:29 PM
10	There should be at least 5	7/18/2023 1:50 PM

Licensed Cannabis Processors - Vendor, Educational, and Internal Quality Control Samples

11	That is all you need for taste, texture and effect.	7/18/2023 1:45 PM
12	see above	7/18/2023 1:31 PM
13	This only allows 1 person to sample and does not give us a good sample size.	7/18/2023 12:40 PM
14	Remove this regulation. It's never been followed.	7/18/2023 12:06 PM

Q61 A sample size of 0.5 g/unit of a cannabis concentrate is:

Answered: 29 Skipped: 113

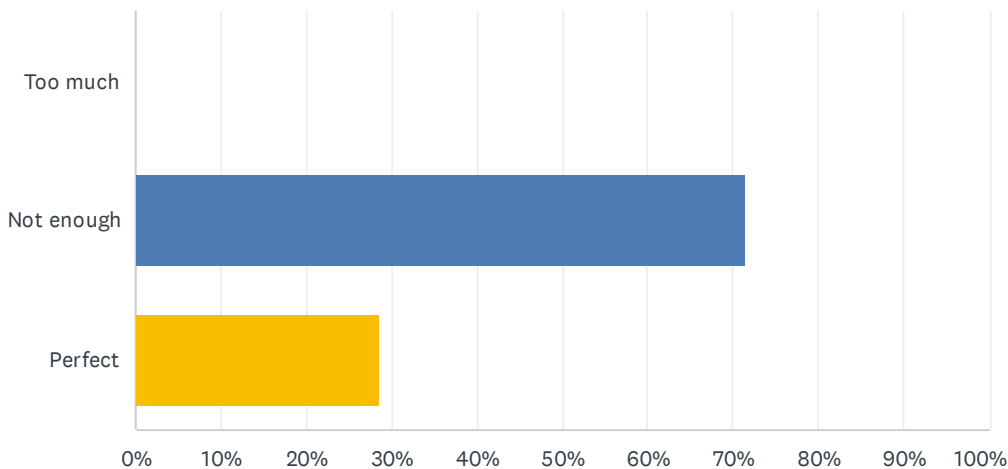


ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	41.38% 12
Perfect	27.59% 8
Please briefly explain:	31.03% 9
TOTAL	29

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	PLEASE PLEASE make this 1 gram because if it is 1 gram we can weigh out all the product from a batch/lot at one time and not have to stop to produce specialty items if we do this all we have to do is go grab one unit convert it and move on and not have to stop and weigh out a .5 gram unit this is not a efficient use of time with a production company efficiency is key to being successful	7/24/2023 3:06 PM
2	1 gram	7/21/2023 4:33 PM
3	The limits should reflect the product retail sizes. 1g carts are standard for vapes and 1g containers are standard for concentrates.	7/19/2023 3:17 PM
4	1g is the standard size.	7/19/2023 5:52 AM
5	Should be 1g	7/18/2023 6:58 PM
6	same reply as above.	7/18/2023 2:29 PM
7	1\4 it only takes a pin head of concentrate	7/18/2023 1:52 PM
8	That is all you need for taste, texture and effect.	7/18/2023 1:45 PM

Q62 One unit per batch of a new cannabis mix, not to exceed one gram, to self-sample per calendar month for internal QC is:

Answered: 28 Skipped: 114



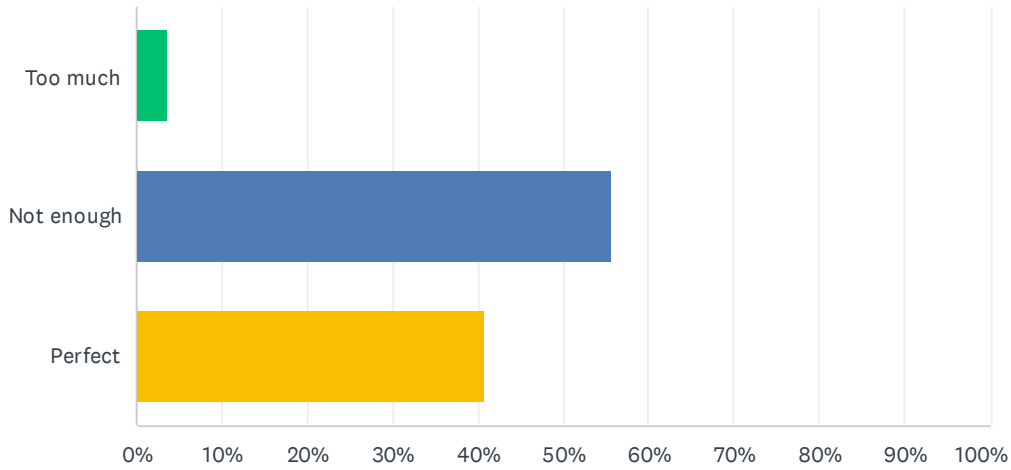
ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	71.43% 20
Perfect	28.57% 8
TOTAL	28

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	This should be at least 5-10 to per month to allow to test for consistency with effect and flavor and these products have a shelf life flavor wise some only taste good for 30-45 days others 90 days + all so because everyone has different likes and dislikes and we need to ensure that a high portion of testers/end users are happy with the final product not just limit it to one persons opinion	7/24/2023 3:06 PM
2	see above	7/21/2023 10:08 AM
3	The limits should be per batch and not per new batch as over time the quality may change and new samples should be taken on a regular basis to ensure product quality.	7/19/2023 3:17 PM
4	We all want to be able to legally use the products we make. This would be like allowing an employee to sample only one beer per month.	7/19/2023 11:31 AM
5	multiple employees should be involved in the QC process	7/19/2023 5:52 AM
6	N/A	7/18/2023 6:58 PM
7	we need more than 1 gram to QC trim.	7/18/2023 2:29 PM
8	Again, should be at least 5.	7/18/2023 1:50 PM
9	That is all you need for taste, texture and effect.	7/18/2023 1:45 PM
10	see previous explanation	7/18/2023 1:31 PM
11	This only allows 1 person to sample and does not give us a large enough sample size for	7/18/2023 12:40 PM

information.

Q63 A sample size of 1 g/unit of cannabis mix is:

Answered: 27 Skipped: 115

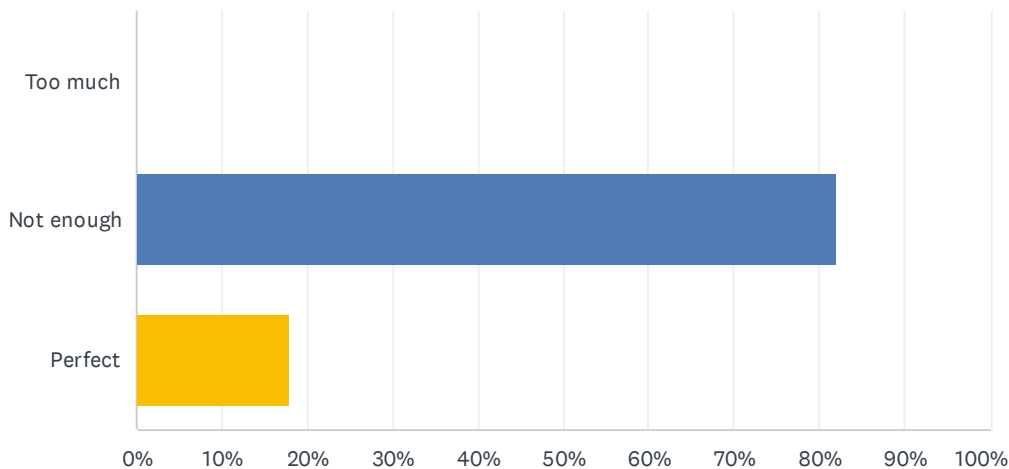


ANSWER CHOICES	RESPONSES
Too much	3.70% 1
Not enough	55.56% 15
Perfect	40.74% 11
TOTAL	27

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	2 grams would be a good minimum for this due to the fact that people have different tolerances for these products all so different likes and dislikes the more feed back the better	7/24/2023 3:06 PM
2	The limits should reflect the product retail sizes.	7/19/2023 3:17 PM
3	We all want to be able to legally use the products we make. This would be like allowing an employee to sample only one beer per month.	7/19/2023 11:31 AM
4	N/A	7/18/2023 6:58 PM
5	see reply above please.	7/18/2023 2:29 PM
6	That is all you need for taste, texture and effect.	7/18/2023 1:45 PM
7	see previous explanation	7/18/2023 1:31 PM

Q64 One unit per batch of new infused cannabis mix, not to exceed 0.5 g, is:

Answered: 28 Skipped: 114

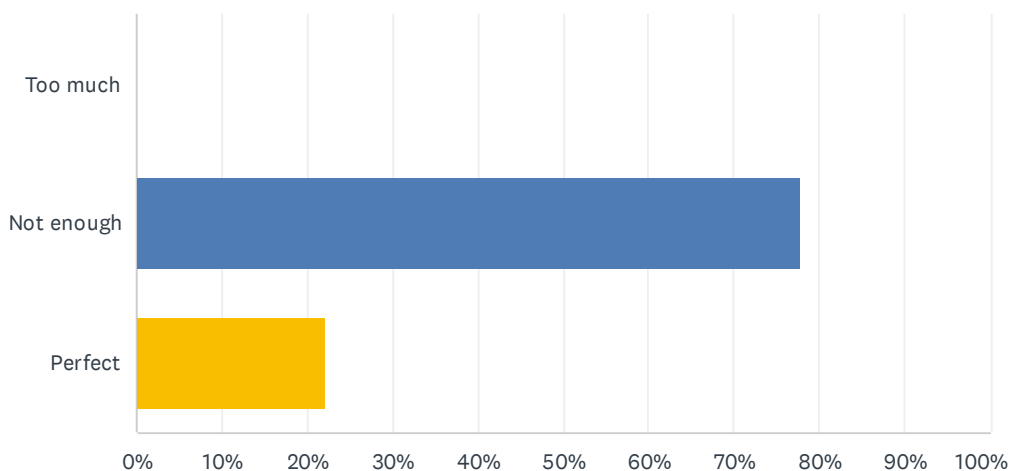


ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	82.14% 23
Perfect	17.86% 5
TOTAL	28

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	This should be at least 5-10 to allow to test for consistency with effect and flavor and theses products have a shelf life flavor wise some only taste good for 30-45 days others 90 days + all so because everyone has different likes and dislikes and we need to ensure that a high portion of testers/end users are happy with the final product not just limit it to one persons opinion	7/24/2023 3:06 PM
2	1 gram	7/21/2023 4:33 PM
3	Most infused mix products on the market are at least 0.75g. This limit will not allow you to sample these products at all as they would be over the limit with one unit.	7/19/2023 3:17 PM
4	We all want to be able to legally use the products we make. This would be like allowing an employee to sample only one beer per month.	7/19/2023 11:31 AM
5	Should be 1g	7/19/2023 9:59 AM
6	multiple employees should be involved in the QC process	7/19/2023 5:52 AM
7	N/A	7/18/2023 6:58 PM
8	Please see above.	7/18/2023 2:29 PM
9	Need at least 5 for an unbiased assessment	7/18/2023 1:50 PM
10	That is all you need for taste, texture and effect.	7/18/2023 1:45 PM
11	see previous explanation	7/18/2023 1:31 PM

Q65 A sample size of 0.5g/unit of an infused cannabis mix is:

Answered: 27 Skipped: 115

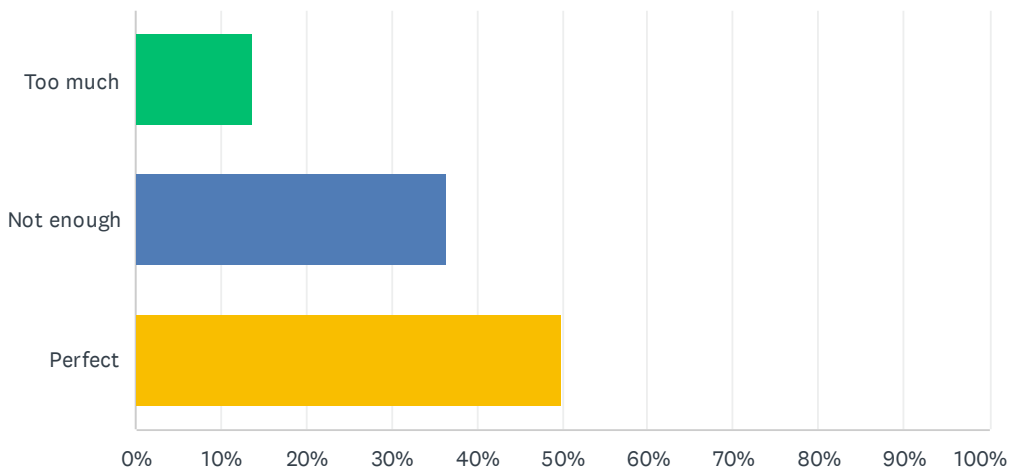


ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	77.78% 21
Perfect	22.22% 6
TOTAL	27

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	PLEASE PLEASE make this 1 gram at minimum because if it is 1 gram we can weigh out all the product from a batch/lot at one time and not have to stop to produce specialty items if we do this all we have to do is go grab one unit convert it and move on and not have to stop and weigh out a .5 gram unit and if this product is made into pre rolled 1 gram unit one cant just split it in half therefor be unable to test that product this is not a efficient use of time with a production company efficiency is key to being successful	7/24/2023 3:06 PM
2	1 gram	7/21/2023 4:33 PM
3	Most infused mix products on the market are at least 0.75g. This limit will not allow you to sample these products at all as they would be over the limit with one unit.	7/19/2023 3:17 PM
4	Should be 1g	7/19/2023 9:59 AM
5	standard is 1g	7/19/2023 5:52 AM
6	N/A	7/18/2023 6:58 PM
7	unless it's a half gram joint want to get away from creating a separate sku because of costs.	7/18/2023 3:14 PM
8	Again, 0.5g/unit of trim for QC is too small.	7/18/2023 2:29 PM
9	That is all you need for taste, texture and effect.	7/18/2023 1:45 PM
10	see previous explanation	7/18/2023 1:31 PM
11	1g is the desired amount	7/18/2023 12:40 PM

Q66 One unit per batch of a topical cannabis product, not to exceed 16 ounces per month is:

Answered: 22 Skipped: 120

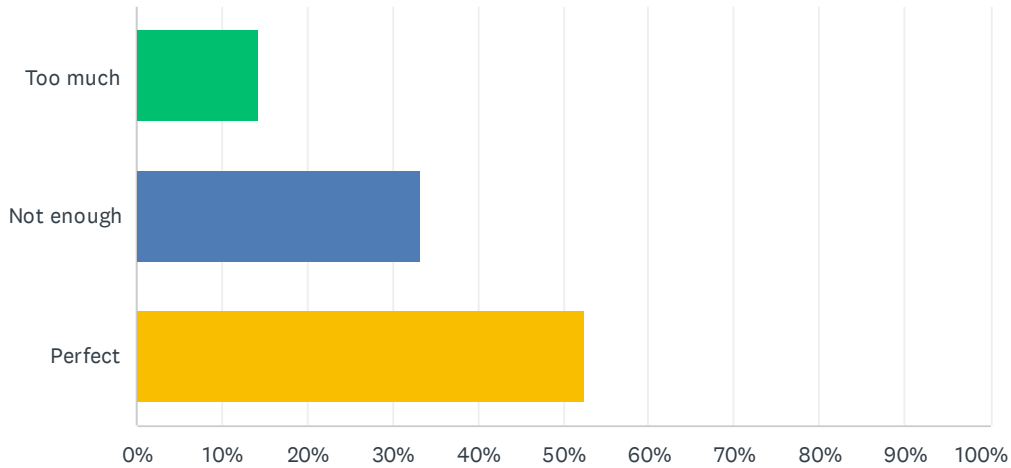


ANSWER CHOICES	RESPONSES
Too much	13.64% 3
Not enough	36.36% 8
Perfect	50.00% 11
TOTAL	22

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	This should be at least 5-10 to allow to test for consistency and effect with theses products	7/24/2023 3:06 PM
2	who is using so much for a topical, typically they are <6 ounces per unit	7/21/2023 10:08 AM
3	We all want to be able to legally use the products we make. This would be like allowing an employee to sample only one beer per month.	7/19/2023 11:31 AM
4	multiple employees should be involved in the QC process	7/19/2023 5:52 AM
5	N/A	7/18/2023 6:58 PM
6	Smaller sizes would work just as well.	7/18/2023 1:45 PM
7	there is no reason to put a timeline on a topical product. some will need more for arthritis others might only need a little for minor aches/pains.	7/18/2023 1:31 PM

Q67 A sample size of 16 ounces/unit of a topical cannabis product is:

Answered: 21 Skipped: 121

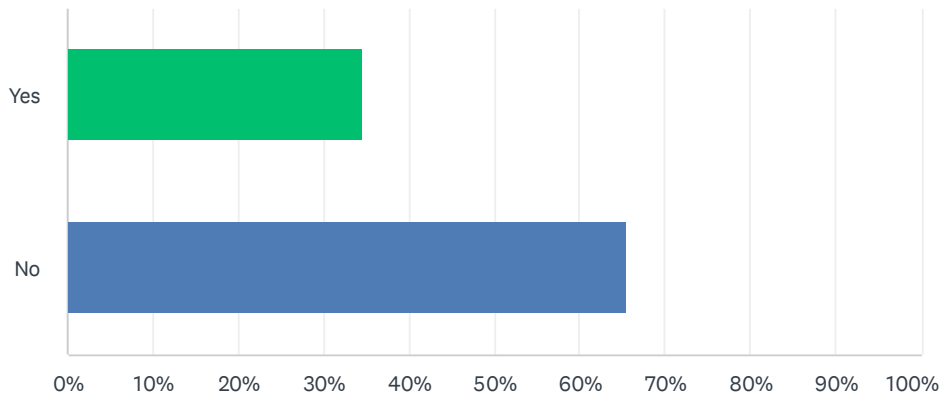


ANSWER CHOICES	RESPONSES
Too much	14.29% 3
Not enough	33.33% 7
Perfect	52.38% 11
TOTAL	21

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Just limit it to one unit not by weight so we can weigh/pre make all the product from a batch/lot at one time and not have to stop to produce specialty items if we do this all we have to do is go grab one unit convert it and move on this is not a efficient use of time with a production company efficiency is key to being successful	7/24/2023 3:06 PM
2	multiple employees should be involved in the QC process	7/19/2023 5:52 AM
3	Again, retention and other QC samples should be allowed in same package and volumes as are sold in retail.	7/18/2023 2:29 PM
4	You can do a smaller size	7/18/2023 1:45 PM
5	see previous reply.	7/18/2023 1:31 PM

Q68 Should maximum limits on QC samples be based on calendar months?

Answered: 29 Skipped: 113



ANSWER CHOICES	RESPONSES	
Yes	34.48%	10
No	65.52%	19
TOTAL		29

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	It should be based on each batch. If you make a batch and that batch lasts you 12 mo... you could collect 12 samples from that batch? Each batch should have testing allowed that is appropriate	7/29/2023 9:51 AM
2	Per Batch	7/25/2023 12:44 PM
3	There's no problem by limiting this per month the weights/units need to be raised and not be so low so we can get good feed back from theses samples	7/24/2023 3:06 PM
4	production schedules are not even from month to month, some months are busy, others will have no QC samples needed	7/21/2023 10:08 AM
5	There should not be limits on the QC samples you can take nor the duration between samples. QC in many cases would ideally be done several times a day to identify issues in production.	7/19/2023 3:17 PM
6	limitations need to be lifted. It is not a good business decision to not sell product and create excessive samples. Quality control samples need to be taken as needed to ensure the products going out to market are of the standards the processor wishes to hold themselves to.	7/19/2023 1:51 PM
7	8oz	7/19/2023 11:53 AM
8	Calendar year	7/19/2023 11:31 AM
9	Our production schedule has nothing to do with calendar months, so why should QC sampling?	7/18/2023 6:58 PM
10	Should be based on Production/New Product launches/Changes to formulation/extraction techniques	7/18/2023 2:14 PM
11	Great measure	7/18/2023 1:45 PM
12	it should be based on what the licensee believes is needed	7/18/2023 1:31 PM

Licensed Cannabis Processors - Vendor, Educational, and Internal Quality Control Samples

13	as needed for quality purposes	7/18/2023 1:02 PM
14	As we run new runs weekly and sometimes daily, this would not work.	7/18/2023 12:40 PM

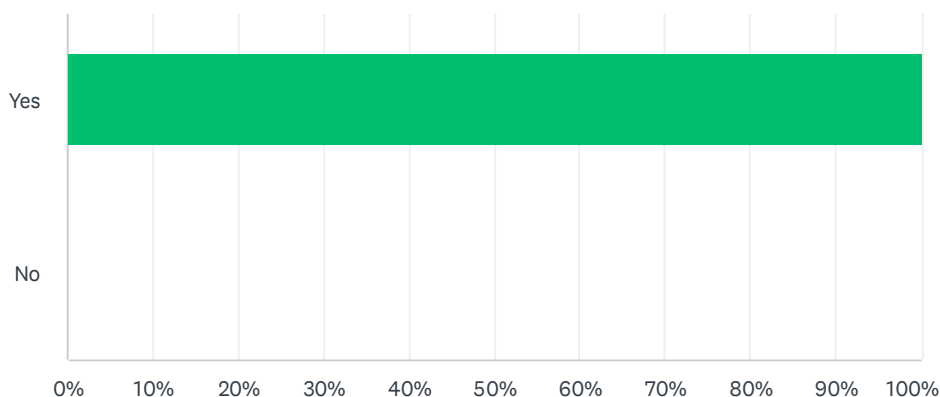
Q69 How should the maximum limit on the amount of QC samples be determined? Please briefly explain:

Answered: 18 Skipped: 124

#	RESPONSES	DATE
1	It is tough to define this because the need is different for each company. My case size is 24 units. I would like to have a case of product per batch for R&D and Quality control but a other companies may have different needs. On a 5000 unit run on our small batch 24 units is less than a half of a percent at 0.0048% Does .005 % of each batch make sense to anyone? That would be 5 grams of oil per 1000 grams of oil for a vape or concentrate manufacture. Seems like a fair number to me	7/29/2023 9:51 AM
2	X number of units per batch, minimum 20. These are used for shelf-stable testing, environmental control testing, quality testing, and are a reward for good work when the crew is working for hours on end creating the products.	7/25/2023 12:44 PM
3	Maybe placing a limit per employee/licenseses to make sure current laws are followed and gram/ounce limits do no exceed current transaction limits. i.e 28 grams of flower /7 grams of concentrate and limit it per week per employee per product	7/24/2023 3:06 PM
4	probably shouldn't be, unless there are signs of abuse	7/21/2023 10:08 AM
5	It should be up to the producer to set the QC schedule to fit the needs of their operation.	7/19/2023 3:17 PM
6	The limit/line in the sand should stay at samples can not be a part of compensation. Removing the limit would allow for quality checks to occur more frequently and allow for better product to be sent out to the stores.	7/19/2023 1:51 PM
7	By the number of flavors or different skus that are created	7/19/2023 11:53 AM
8	There should not be a limit. As a company, I do not want to just give products away to my employees all the time.	7/19/2023 11:31 AM
9	Should be determined per batch, as it is.	7/19/2023 9:59 AM
10	No. The processor should set their own limits based on staff size and QC frequency.	7/19/2023 5:52 AM
11	I think any one employee should not receive more than they can reasonably consume within a month or so.	7/18/2023 6:58 PM
12	This shouldn't be regulated. We should focus enforcement on diversion and inversion not internal sampling.	7/18/2023 5:40 PM
13	depends on the person and their needs to samples	7/18/2023 3:14 PM
14	By the processor and GMPs used by the processor.	7/18/2023 2:29 PM
15	Per strain, per lot. Error message if a farm exceeds the rule.	7/18/2023 1:45 PM
16	again, it should be based on what the licensee believes is needed, that farm might be doing some pheno-hunting, so QC is definitely needed with all the new genetics.	7/18/2023 1:31 PM
17	per harvest or per strain	7/18/2023 12:22 PM
18	% of the lot	7/18/2023 11:46 AM

Q70 Is quality control sampling important for your business?

Answered: 29 Skipped: 113



ANSWER CHOICES	RESPONSES
Yes	100.00% 29
No	0.00% 0
TOTAL	29

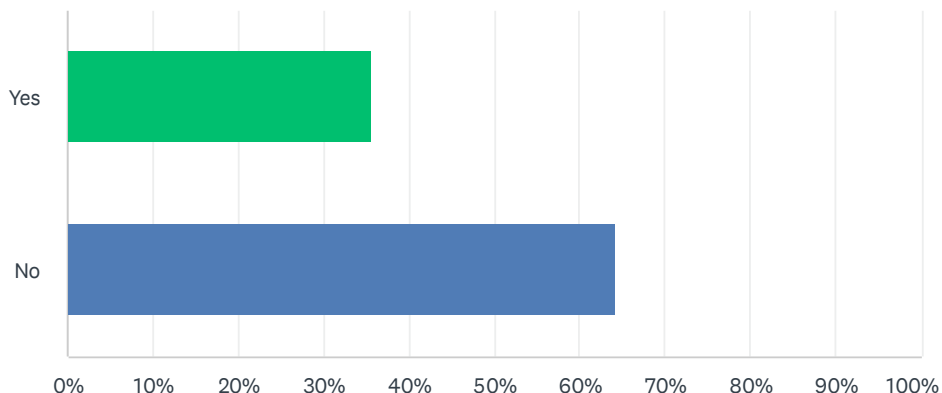
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	We maintain one of the highest quality control standards in the industry to ensure that we are maintaining both quality of our product as well as safety for consumers. Because we package other brands in our facility we must be able to have our customers quality control needs as well as our own	7/29/2023 9:51 AM
2	These are used for shelf-stable testing, environmental control testing, quality testing, and are a reward for good work when the crew is working for hours on end creating the products. If it is a new SKU being tested and not yet on the market, the full batch should be able to be QC'd rather than wasted out - waste of time, labor costs, product.	7/25/2023 12:44 PM
3	We have to test these products to ensure they are good enough to sell/keep selling if a product makes it to the retail store that is subpar or tastes old that is a bad reflection on the farm and will deter a consumer from purchasing that product again and hurt the business overall and maybe even deter the retailer from doing business with the farm and we are at the mercy of retailers and have to have there business to survive due to us not being able to own a retail license	7/24/2023 3:06 PM
4	getting consistent products for the customer experience requires a fair amount of QC in the edible and liquid production process	7/21/2023 10:08 AM
5	To make sure product made are viable	7/19/2023 11:53 AM
6	We need to know what we're selling.	7/19/2023 9:59 AM
7	I don't do QC sampling so I am not qualified to answer	7/18/2023 11:16 PM
8	Need to test new batches to ensure they are up to our standards.	7/18/2023 6:58 PM
9	Without sampling we can not insure the quality is at the desired level.	7/18/2023 5:40 PM
10	QC is needed, follows GMPs and aids in the safety and continuous improvement of the industry.	7/18/2023 2:29 PM

Licensed Cannabis Processors – Vendor, Educational, and Internal Quality Control Samples

11	We feel QC samples are necessary to ensure consistency between batches, in addition to any new products.	7/18/2023 1:50 PM
12	Imperative at the beginning stage to ensure the product is perfect before going onto the market.	7/18/2023 1:45 PM
13	see previous explanation	7/18/2023 1:31 PM
14	we need to know if our products taste bad or have a strange effect.	7/18/2023 12:40 PM

Q71 Do you think QC sampling is effective under the current regulatory framework?

Answered: 28 Skipped: 114



ANSWER CHOICES	RESPONSES	
Yes	35.71%	10
No	64.29%	18
TOTAL		28

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	We need to consider 0.005 % or 1 unit which ever is greater of the batch for quality control . This is a meaningful and real number	7/29/2023 9:51 AM
2	It barely exists.	7/25/2023 12:44 PM
3	we need more then one persons feed back and sample limits/units/weights need to be raised to archive this	7/24/2023 3:06 PM
4	Only for the products sampled. There is a need for more sampling to ensure quality that cannot occur due to restrictions on samples.	7/19/2023 3:17 PM
5	It is often ignored. Nobody is paying staff in samples but the current limits are drastically unrealistic.	7/19/2023 1:51 PM
6	multiple employees should be involved in the QC process	7/19/2023 5:52 AM
7	I don't do QC sampling so I am not qualified to answer	7/18/2023 11:16 PM
8	Way to limited in number.	7/18/2023 6:58 PM
9	restrictive	7/18/2023 3:14 PM
10	better than nothing.	7/18/2023 2:29 PM
11	It is absolutely necessary to ensure consistency.	7/18/2023 1:50 PM
12	It is the ONLY way to check product standards.	7/18/2023 1:45 PM
13	to stringent	7/18/2023 1:02 PM
14	It largely only allows 1 person to sample things and many people have different tastes.	7/18/2023 12:40 PM
15	You are limited on things based on weight when you make different lots and want to try them	7/18/2023 11:46 AM

all but hit a weight limit.

Q72 What are some other ways that you think internal QC sampling activities should be conducted? Please briefly explain:

Answered: 13 Skipped: 129

#	RESPONSES	DATE
1	The more I think about this I believe 1 unit per batch Or 0.005 % per batch per month makes alot of sense. If you make 100 units, you will sample one unit. If you make 1000 units you will sample 5 units If we are talking true quality control, this should be adequate for all.	7/29/2023 9:51 AM
2	Make it X number per batch, more samples allowed, and record who receives the samples to ensure a fair distribution is occurring.	7/25/2023 12:44 PM
3	This is a hard one it would be nice to let licensees/employees schedule time to try theses products on site. Sampling would be far more effective if it could be done in a controlled and consistent environment that removes unknown variables compared to sampling at home. This also ensures sampling takes place appropriately and timely. The product being sampled can be monitored and not leave site. Just like one would go out to a bar for example you can sample a taste of beer/wine to see if you like it .	7/24/2023 3:06 PM
4	Employees should be allowed to sample at company tastings to better understand the products they are producing and to get group feedback in real time while the QC is being conducted.	7/19/2023 3:17 PM
5	No limits, we know what's best for our businesses and staff.	7/19/2023 5:52 AM
6	Internal QC sampling shouldn't be regulated. We should focus enforcement on diversion and inversion not internal sampling.	7/18/2023 5:40 PM
7	External aources	7/18/2023 4:09 PM
8	sample random and as needed. Let the person decide how much is needed	7/18/2023 3:14 PM
9	Please see my previous answers to these similar questions. Thank you.	7/18/2023 2:29 PM
10	None.. must be done at farm level	7/18/2023 1:45 PM
11	remove the amounts and timelines, we should be able to let our coworkers test products whenever needed.	7/18/2023 1:31 PM
12	Allowing processors to sample each employee a certain amount a month as per educational samples would be preferred.	7/18/2023 12:40 PM
13	% of lot size	7/18/2023 11:46 AM

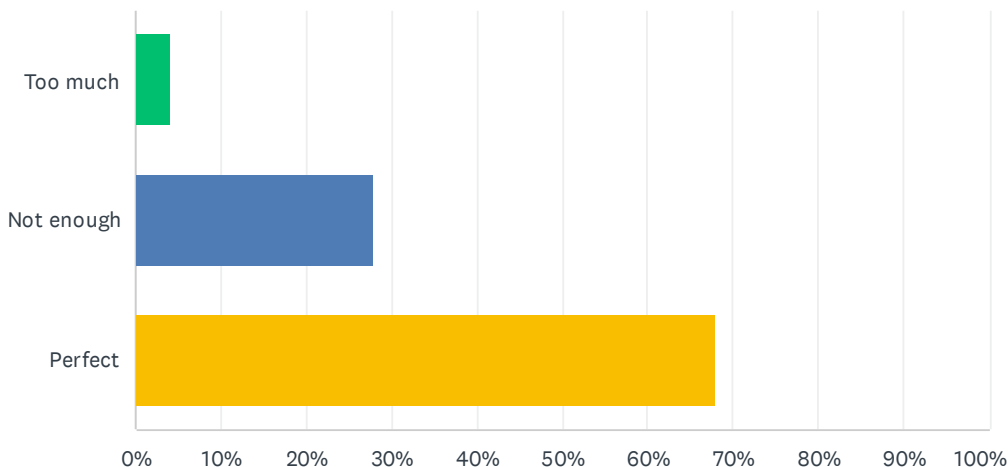
Q73 Please provide any additional information directly related to internal QC sampling that you wish to be considered in this rulemaking:

Answered: 4 Skipped: 138

#	RESPONSES	DATE
1	New R&D batches of product not yet on market should have different QC rules than batches of existing SKUs so that these R&D batches are not a total loss and more internal quality tests and sampling can be done on the R&D product before it is brought to market. Allow the whole of an R&D batch to be QC'd out as needed, and the rest can be wasted as determined by the Processor.	7/25/2023 12:44 PM
2	We appreciate the opportunity to participate. Thank you, andy	7/18/2023 2:29 PM
3	This method should not change	7/18/2023 1:45 PM
4	Internal QC sampling rules should be left to the licensee.	7/18/2023 1:31 PM

Q74 The maximum limit of 3.5 grams of useable cannabis in a sample jar to allow customers to smell before purchasing is:

Answered: 25 Skipped: 117

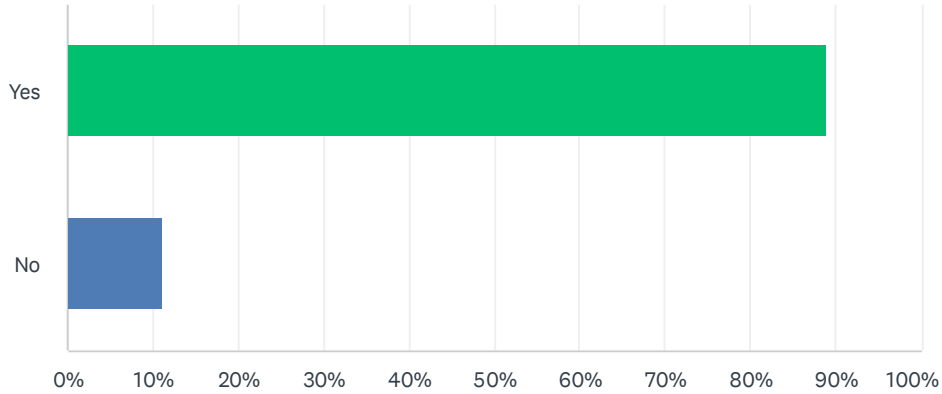


ANSWER CHOICES	RESPONSES
Too much	4.00% 1
Not enough	28.00% 7
Perfect	68.00% 17
TOTAL	25

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	smell jars are pointless it goes stagnant to fast and losses all terpene's and aesthetics lettings a customer smell the product is only useful in a deli style retailer witch is not allowed in WA state	7/24/2023 3:16 PM
2	We don't get paid for this product so 3.5 grams is enough to get an idea of the product without being overly expensive for supplying samples	7/21/2023 4:35 PM
3	Smell jars are not used much by the industry as they only stay good for about a week. These smell jars should be replaced with deli style service from the retailers where the product is in a bulk jar that the consumer can smell.	7/19/2023 3:21 PM
4	I don't know how widespread this process is anymore. The cannabis in the jar loses its scent and color very quickly and needs to be replaced otherwise it looks and smells bad.	7/19/2023 11:34 AM
5	Looks good, smells good.	7/19/2023 10:00 AM
6	N/A	7/18/2023 6:59 PM
7	This isn't a practice in the current market because the regulation surrounding destruction made it impossible to conduct business.	7/18/2023 5:44 PM
8	We have no experience with plant material retail samples and thus have no replies to offer.	7/18/2023 2:32 PM
9	Sample jars are a thing of the past as far as we are concerned. No farm I am affiliated with still conducts this practice.	7/18/2023 1:47 PM

Q75 Do you think it is important to allow customers to smell useable cannabis before making a purchase?

Answered: 27 Skipped: 115

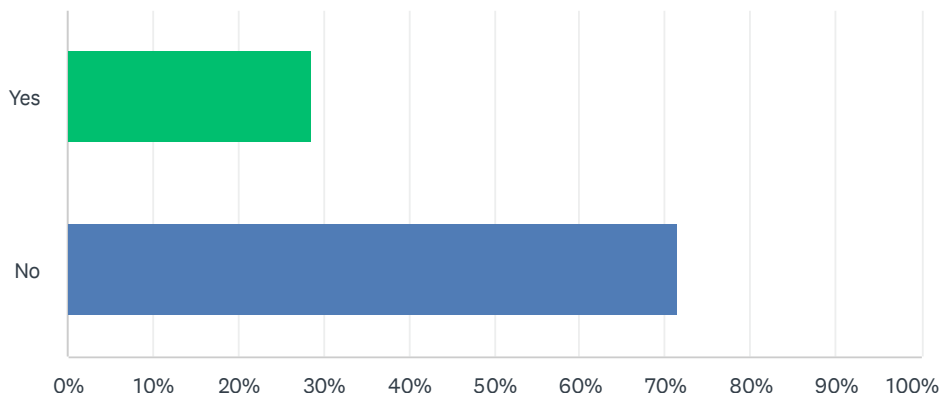


ANSWER CHOICES	RESPONSES	
Yes	88.89%	24
No	11.11%	3
TOTAL		27

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	It dries out quickly and stores don't ask for them anymore.	7/21/2023 4:35 PM
2	It helps them know if the product they are going to purchase is what they are looking for. Smell will guide you to the varieties that work best for you.	7/19/2023 3:21 PM
3	It is important but due to logistics of cannabis flower going "bad" quickly when exposed to air it renders this sort of product from being used in the industry. Also the inability for retailers to just destroy the product becomes problematic, as the logistics of handing the sample jars back and fourth is enough to prevent the activity from taking place.	7/19/2023 1:55 PM
4	Yes, stores that want to have bulk jars and package in the store should be allowed to do this. It is a huge complaint from customers and creates a massive amount of packaging waste.	7/19/2023 11:34 AM
5	Our Bodies are the best tools in indicating wether or not we should consume something. Without being able to smell the product we are consuming we do not know if it will effect us in a positive or negative way	7/18/2023 5:44 PM
6	it's the 1st thing you want to do when you open a jar	7/18/2023 3:17 PM
7	It can be a useful part of the educational process.	7/18/2023 2:32 PM
8	Similar to wine, the smell of the cannabis product can be indicative of the consumers preferences	7/18/2023 2:16 PM
9	Sample jars are a thing of the past as far as we are concerned. No farm I am affiliated with still conducts this practice.	7/18/2023 1:47 PM
10	very very very important	7/18/2023 1:03 PM

Q76 Do you think the current rules are effective for allowing customers to smell useable cannabis before purchase?

Answered: 21 Skipped: 121



ANSWER CHOICES	RESPONSES	
Yes	28.57%	6
No	71.43%	15
TOTAL		21

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	smell jars are pointless it goes stagnant to fast and losses all terpene's and aesthetics lettings a customer smell the product is only useful in a deli style retailer witch is not allowed in WA state	7/24/2023 3:16 PM
2	most retailers do not use smell jars and cannabis is packaged in a sealed bag so most customers buy products with blind faith.	7/19/2023 3:21 PM
3	Changing the rules to allow for better workflow, and making it easy for retailers to accept these products would help with the acceptance of this practice.	7/19/2023 1:55 PM
4	I don't know	7/18/2023 11:18 PM
5	The rules make this practice cost prohibitive and unrealistic	7/18/2023 5:44 PM
6	hassle and hard to manage	7/18/2023 3:17 PM
7	a jar exposed to outside air all day looses its smell. being able to have a jar that the budtender can open and close wouls be more effective	7/18/2023 1:48 PM
8	Sample jars are a thing of the past as far as we are concerned. No farm I am affiliated with still conducts this practice.	7/18/2023 1:47 PM

Q77 What are some other ways that you think sample jar activities should be conducted? Please briefly explain:

Answered: 8 Skipped: 134

#	RESPONSES	DATE
1	smell jars are pointless it goes stagnant to fast and losses all terpene's and aesthetics laws would have to change to allow deli style retailers where the retailer buys in bulk and weigh out product for the customer	7/24/2023 3:16 PM
2	Allowing sample jars to be a part of an active inventory during vendor days while not requiring them to be manifested to the store would help the traceability workflow. Essentially these are an issue due to the traceability requirements around the product being accepted by a store then returned to the processor (then being required to be destroyed per return rules).	7/19/2023 1:55 PM
3	Should be the same for concentrates.	7/19/2023 10:00 AM
4	Allow retailers to destroy products and refill sniff jars on premises	7/18/2023 5:44 PM
5	vendors can provide no cost samples on every order	7/18/2023 3:17 PM
6	see previous reply	7/18/2023 1:48 PM
7	Sample jars are a thing of the past as far as we are concerned. No farm I am affiliated with still conducts this practice.	7/18/2023 1:47 PM
8	Look at other states.	7/18/2023 11:59 AM

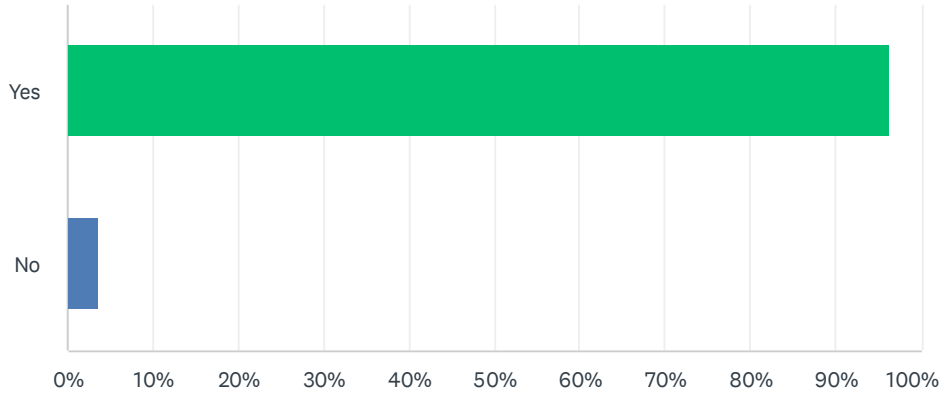
Q78 Please provide any additional information directly related to sample jars at a retail outlet to be considered in this rulemaking:

Answered: 4 Skipped: 138

#	RESPONSES	DATE
1	Allow retailers to buy bulk product and weigh/package/label it in store smell jars are pointless it goes stagnant to fast and losses all terpene's and aesthetics	7/24/2023 3:16 PM
2	Allow stores to sell flower in big jars like medical days	7/18/2023 3:17 PM
3	jars that can open and close	7/18/2023 1:48 PM
4	Sample jars are a thing of the past as far as we are concerned. No farm I am affiliated with still conducts this practice.	7/18/2023 1:47 PM

Q79 Would you be willing to participate in a follow-up survey on this rulemaking or other rulemaking topics in the future?

Answered: 28 Skipped: 114



ANSWER CHOICES	RESPONSES
Yes	96.43% 27
No	3.57% 1
TOTAL	28

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	would like to provide clarification on legacy rules that should be considered for update now that Washington has a mature cannabis industry	7/21/2023 10:09 AM
2	This survey method is a good tool.	7/18/2023 2:32 PM
3	You need all the help I as a industry worker can give so ya	7/18/2023 1:56 PM
4	It seems to me that some rules that are in place were made by people who have not worked in this industry. I have a business background in parking/transportation, construction and restaurants, when I bought my license 4 years ago I was amazed at all the rules and regulations in this industry, I truly hope that Washington State will steer regulation in this industry in the same direction that the brewers and distiller's have to follow.	7/18/2023 1:48 PM
5	Contact me anytime for honest answers as I experience.	7/18/2023 1:47 PM

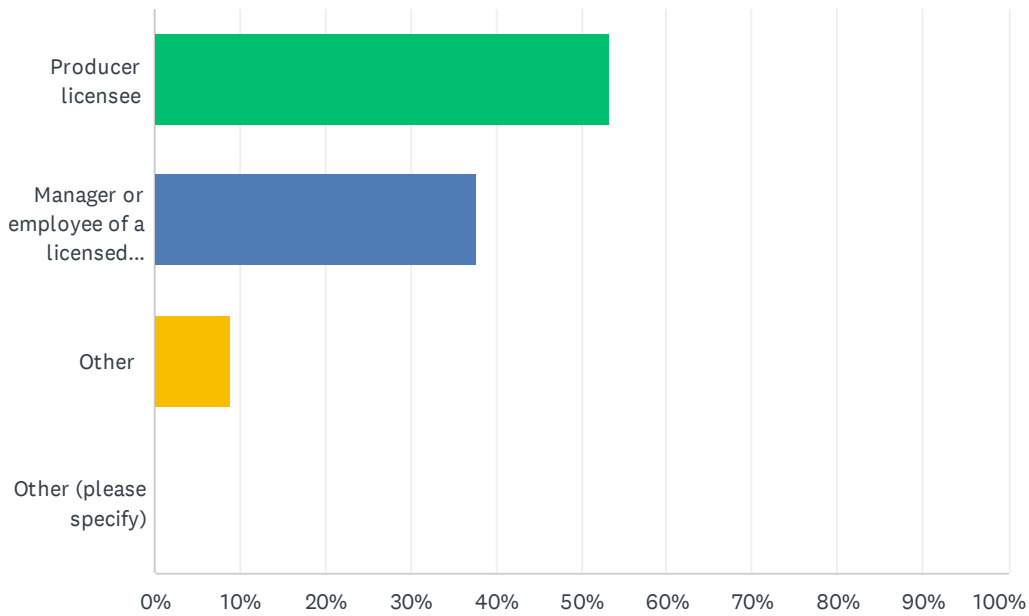
Q80 Please indicate the reason you are filling out this survey and include any comments or feedback you may have related to vendor, educational, and internal quality control samples.

Answered: 5 Skipped: 137

#	RESPONSES	DATE
1	e	7/21/2023 10:11 AM
2	VENDOR AND INTERNAL Quality control samples	7/19/2023 12:19 PM
3	Concerned potential owner of a retail store and consumer of marijuana	7/18/2023 6:26 PM
4	Develop new strategies for intervention and treatment.	7/18/2023 2:21 PM
5	I am filling this out because LCB asked. Internal quality control samples should be allowed to verify efficacy of a phenotype in farm context determined THC%. So, 1 test using site conditions to verify THC% of a phenotype. After that, a head farmer can use generator knowledge to certify the flower was full term as previously tested at a lab.	7/18/2023 1:13 PM

Q1 What is the role of the person filling out this form?

Answered: 90 Skipped: 0

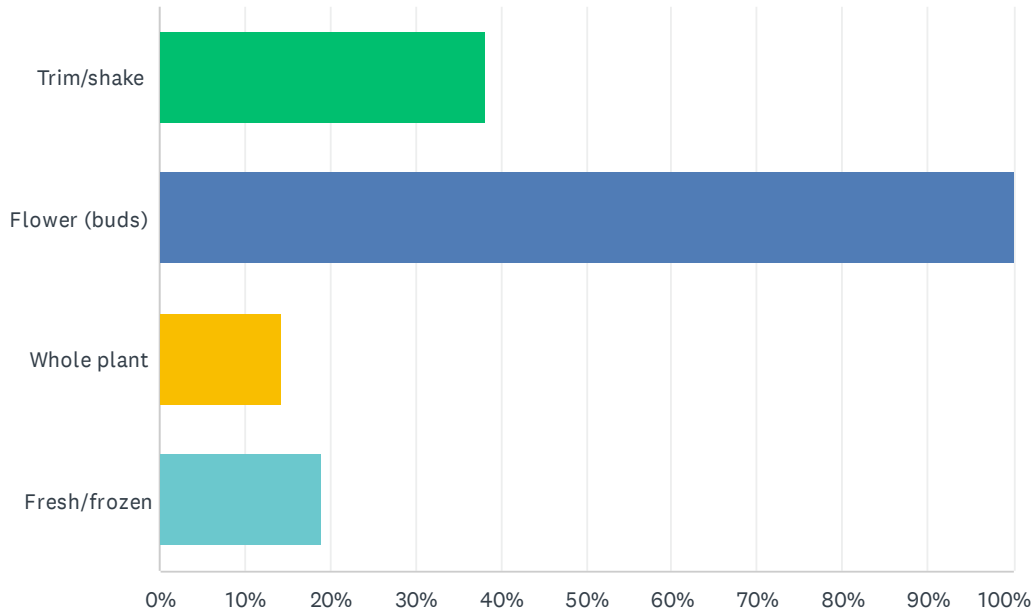


ANSWER CHOICES	RESPONSES
Producer licensee	53.33% 48
Manager or employee of a licensed cannabis producer	37.78% 34
Other	8.89% 8
Other (please specify)	0.00% 0
TOTAL	90

#	OTHER (PLEASE SPECIFY)	DATE
	There are no responses.	

Q2 What type of plant material does the producer provide processors for vendor sampling activities? (select all that apply)

Answered: 21 Skipped: 69

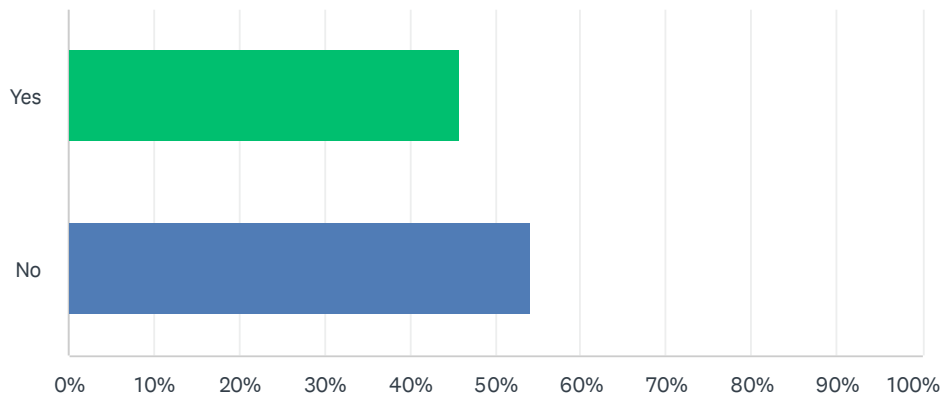


ANSWER CHOICES	RESPONSES
Trim/shake	38.10% 8
Flower (buds)	100.00% 21
Whole plant	14.29% 3
Fresh/frozen	19.05% 4
Total Respondents: 21	

#	PLEASE BRIEFLY EXPLAIN YOUR SELECTION.	DATE
1	Not enough	7/20/2023 11:23 PM
2	none. The processor that I work with knows my product by reputation, so there's no need to get them samples	7/20/2023 1:11 PM
3	We would like to receive oil samples and not flower samples since as a processor we are sourcing processed and tested oil.	7/19/2023 2:59 PM
4	those are the 2 products I Produce.	7/19/2023 12:52 PM
5	Once a customer knows your product, they don't ask for more samples on a farm direct producer to processor transaction in our experience.	7/19/2023 11:10 AM
6	we sell flower and trim to processors	7/18/2023 2:43 PM

Q3 Do you think the maximum limit on the amount of free vendor samples should be the same regardless of the type of plant material provided to the processor (trim/shake, flower, wet/dry, etc.)

Answered: 24 Skipped: 66

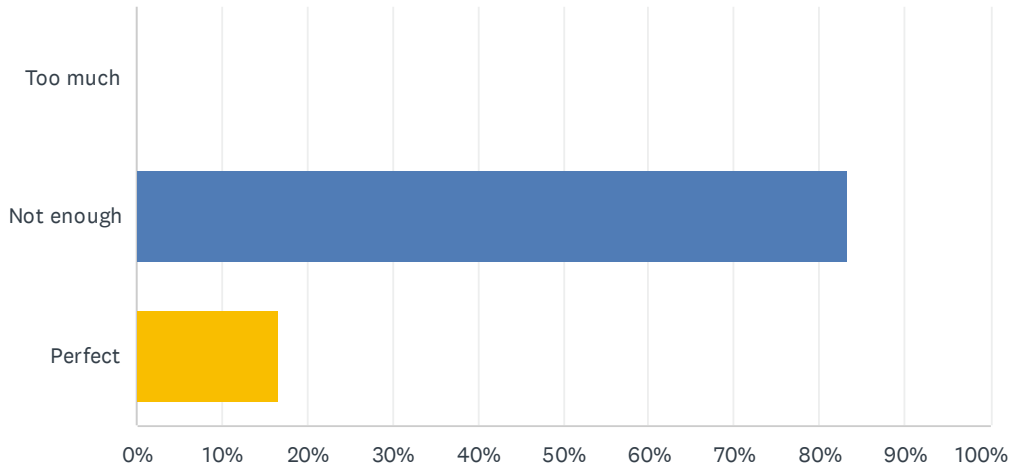


ANSWER CHOICES	RESPONSES
Yes	45.83% 11
No	54.17% 13
TOTAL	24

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Not enough	7/20/2023 11:23 PM
2	NA	7/20/2023 1:11 PM
3	The type of material should not matter.	7/19/2023 2:59 PM
4	eight grams is a drop in the bucket for the amount needed to properly sample	7/19/2023 2:40 PM
5	It should reflect the specific product and the context of that product. Question 1 had an answer, "Whole Plant". 8 grams of "Whole plant" doesn't make sense. However, 8 grams of flower and 8 grams of trim might make sense.	7/19/2023 11:10 AM
6	Wet weight is way more then dry weight.	7/18/2023 4:58 PM
7	may need to give a larger sample for the trim or the wet flower	7/18/2023 2:43 PM
8	the licensee should be able to decide how much to provide.	7/18/2023 2:14 PM
9	Weight varies drastically on each of the categories listed	7/18/2023 1:28 PM
10	Most processors purchasing trim make the purchase for production of distillate and thereby need larger sample sizes of material	7/18/2023 1:21 PM
11	each medium of cannabis has different THC content	7/18/2023 12:03 PM

Q4 Do you think the maximum limit of eight grams of free cannabis per calendar month is:

Answered: 24 Skipped: 66

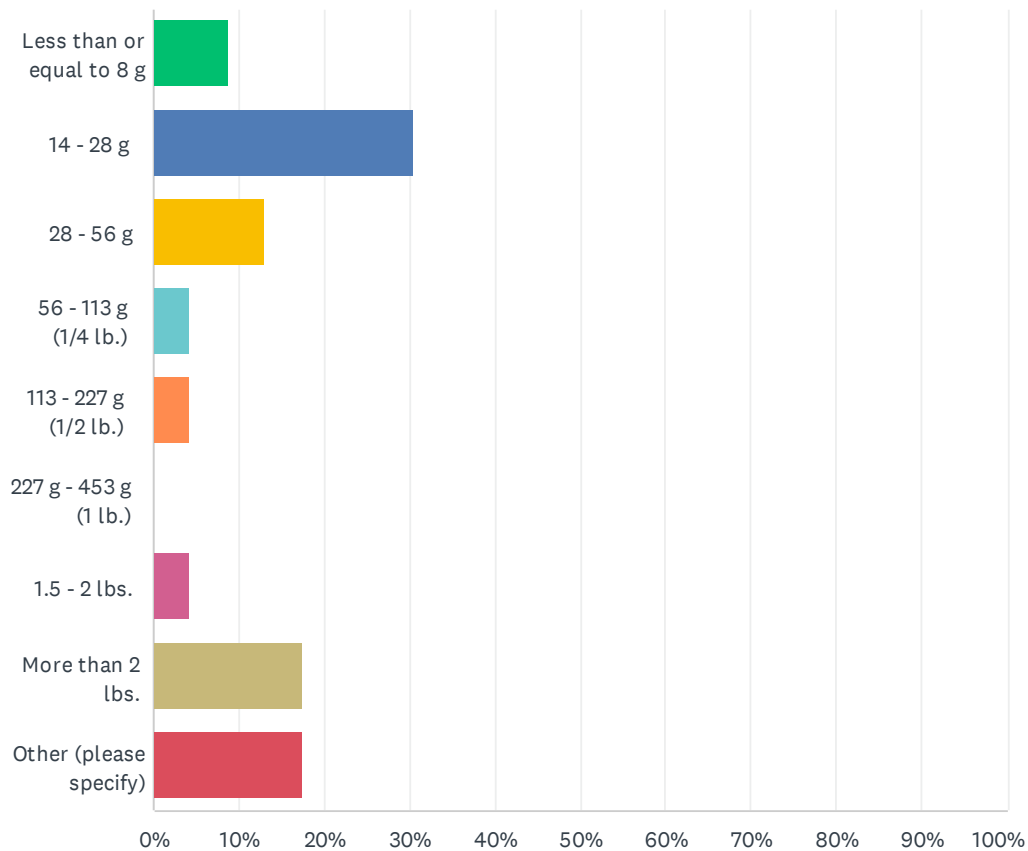


ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	83.33% 20
Perfect	16.67% 4
TOTAL	24

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Not enough	7/20/2023 11:23 PM
2	NA	7/20/2023 1:11 PM
3	Eight grams is nothing and we entrust consumers to purchase more than that on the daily basis; I see no reason why those actual making the products should be restricted.	7/19/2023 2:59 PM
4	eight grams is a drop in the bucket for the amount needed to properly sample	7/19/2023 2:40 PM
5	In some situations it is too much and in some it is not enough. What is the reason for the regulation? If you determine why there is a limit, you will be able to determine if 8 grams is enough or too much.	7/19/2023 11:10 AM
6	I would agree that 8 samples is sufficient, but would prefer allowance of a slightly larger sample size.	7/19/2023 9:43 AM
7	Producers and processors should agree on what is required for assessment without limit.	7/19/2023 7:49 AM
8	too strict	7/18/2023 3:26 PM
9	more samples you can give to more processors are better chance of making sales.	7/18/2023 2:43 PM
10	we should be able to choose how much we want to provide in a sample as long as it is documented	7/18/2023 2:14 PM
11	Because there is no vertical integration the producers have to constantly be giving out product to budtenders in order to stay relevant. Allow vertical integration before all farms fail.	7/18/2023 2:05 PM

Q5 Which of the following should be the maximum limit on the amount of free vendor samples of cannabis flower that a producer may provide any one processor per calendar month?

Answered: 23 Skipped: 67



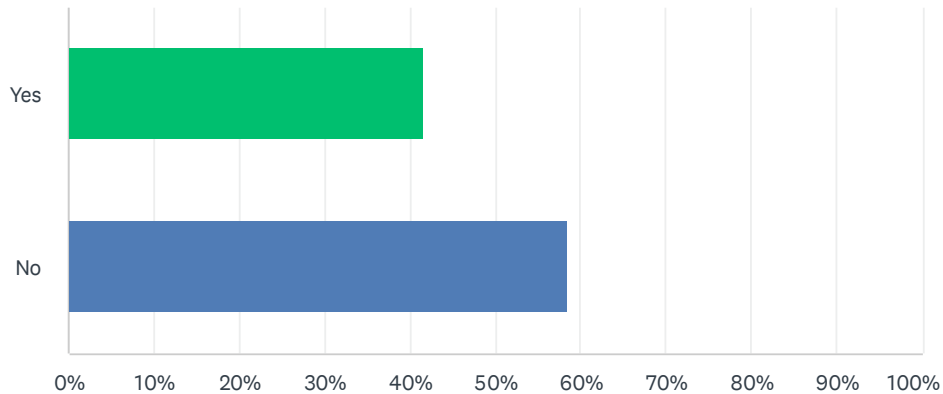
ANSWER CHOICES	RESPONSES
Less than or equal to 8 g	8.70% 2
14 - 28 g	30.43% 7
28 - 56 g	13.04% 3
56 - 113 g (1/4 lb.)	4.35% 1
113 - 227 g (1/2 lb.)	4.35% 1
227 g - 453 g (1 lb.)	0.00% 0
1.5 - 2 lbs.	4.35% 1
More than 2 lbs.	17.39% 4
Other (please specify)	17.39% 4
TOTAL	23

Licensed Cannabis Producer – Vendor and Internal Quality Control Samples

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	NA	7/20/2023 1:11 PM
2	eight grams is a drop in the bucket for the amount needed to properly sample	7/19/2023 2:40 PM
3	A producer should not give away more product than the value of the customer's business above that of the "cost of acquisition" of that customer. This is economics, not regulation. Regulation of this becomes anti-trust once federal laws come into play.	7/19/2023 11:10 AM
4	Vendors should be allowed to sample products they are considering selling multiple times to ensure consistency of product.	7/19/2023 9:43 AM
5	Producers and processors should agree on what is required for assessment without limit.	7/19/2023 7:49 AM
6	Samples should be based off of amount purchased up to 10 grams per pound	7/18/2023 4:58 PM
7	it should depend on how many different strains	7/18/2023 2:14 PM
8	Farms should be able to give free samples out to anyone over 21 years of age. Just like producers of alcohol.	7/18/2023 2:05 PM
9	To ensure product consistency there has to be a larger quantity provided in able to accurately and effectively determine if the product is what your looking for and holds up to the larger quantities that would be purchased from a producer. For comparison, if a processor of apples needed to purchase large quantities for their business and can only receive 8 or so apples to test, it does not give a good enough picture into the consistency of the larger quantities they will be ordering.	7/18/2023 1:28 PM
10	1 gram of fresh frozen does not equal 1 gram of dried flower (closer to 5:1). Most processors need at least 20 pound fresh frozen batches for an R&D run	7/18/2023 1:21 PM
11	Customers are paying premium for cannabis, enabling budtenders to try and convey that message will help.	7/18/2023 12:03 PM

Q6 Should the maximum limit on the amount of vendor samples of free cannabis flower that a producer may provide any one processor be based on calendar months?

Answered: 24 Skipped: 66



ANSWER CHOICES	RESPONSES
Yes	41.67% 10
No	58.33% 14
TOTAL	24

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Easy for accounting.	7/21/2023 4:41 PM
2	NA	7/20/2023 1:11 PM
3	helps flow	7/19/2023 2:40 PM
4	not enough due to the consolidation of retailers, processors ,and the buyers. Who are outside the wslcb control or rulings.	7/19/2023 12:52 PM
5	Some farmers harvest all their product (maybe 10 different phenotypes) only like twice a year. Regulating samples month based is anti-trust once federal laws come into play.	7/19/2023 11:10 AM
6	Based on crop.	7/19/2023 10:53 AM
7	Vendors should be allowed to sample products they are considering selling multiple times to ensure consistency of product.	7/19/2023 9:43 AM
8	Producers and processors should agree on what is required for assessment without limit.	7/19/2023 7:49 AM
9	should be based by individual strain	7/18/2023 3:26 PM
10	as good as any limit.	7/18/2023 2:43 PM
11	it should be based on harvests	7/18/2023 2:14 PM
12	Harvesting / Curing etc.. Isn't always a science and varies drastically from strain to strain. If 8g was sent earlier in the month, and something new is ready that would aid in the negotiations. For it to wait a month or so to get delivered could impact the quality of the product.	7/18/2023 1:28 PM

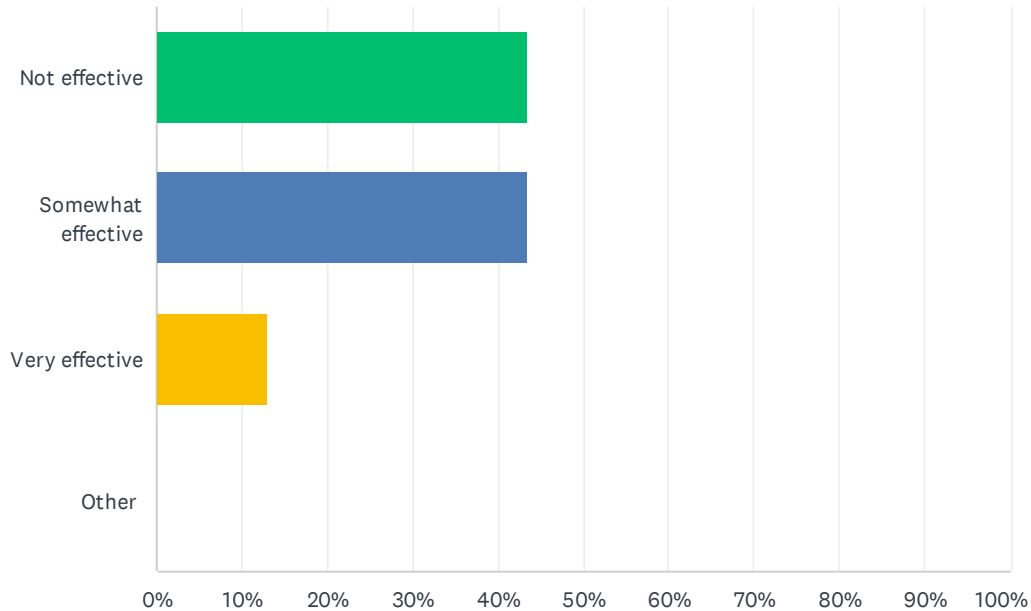
Q7 How should the maximum vendor sample limit be determined? Please briefly explain:

Answered: 16 Skipped: 74

#	RESPONSES	DATE
1	We don't get enough for anyone to sample	7/20/2023 11:23 PM
2	NA	7/20/2023 1:11 PM
3	Based on the needs of the business as 8g is nothing given that amount is not usually a true representation of what someone may get.	7/19/2023 2:59 PM
4	processors need material to determine use - eight grams is a drop in the bucket for the amount needed to properly sample	7/19/2023 2:40 PM
5	match supply to demand, as if a Free Enterprise model.	7/19/2023 12:52 PM
6	Market determined. Don't participate in anti-trust actions.	7/19/2023 11:10 AM
7	Based on number of crops and strains within that crop.	7/19/2023 10:53 AM
8	Individual sample size should be less than 5g.	7/19/2023 9:43 AM
9	Producers and processors should agree on what is required for assessment without limit.	7/19/2023 7:49 AM
10	Based on desired ours she amount 10 grams per pound	7/18/2023 4:58 PM
11	Same for ALL	7/18/2023 2:26 PM
12	let the licensee decide	7/18/2023 2:14 PM
13	It should be based on batch, strain, etc. Every batch/lot is unique, regardless of how consistent producers try to be. It's agriculture.	7/18/2023 1:54 PM
14	Per employee. (Or dictated employees that have purchasing authority or influence the decision) in any given license, rather than per license.	7/18/2023 1:28 PM
15	Same as QA testing, dependent on the size of the harvested lot	7/18/2023 1:21 PM
16	per retailer producer relationship, no more then 28g per month. Still maintains control and enables testing for sales.	7/18/2023 12:03 PM

Q8 How effective are vendor samples under the current regulatory framework for negotiating sales with processors?

Answered: 23 Skipped: 67



ANSWER CHOICES	RESPONSES	
Not effective	43.48%	10
Somewhat effective	43.48%	10
Very effective	13.04%	3
Other	0.00%	0
TOTAL		23

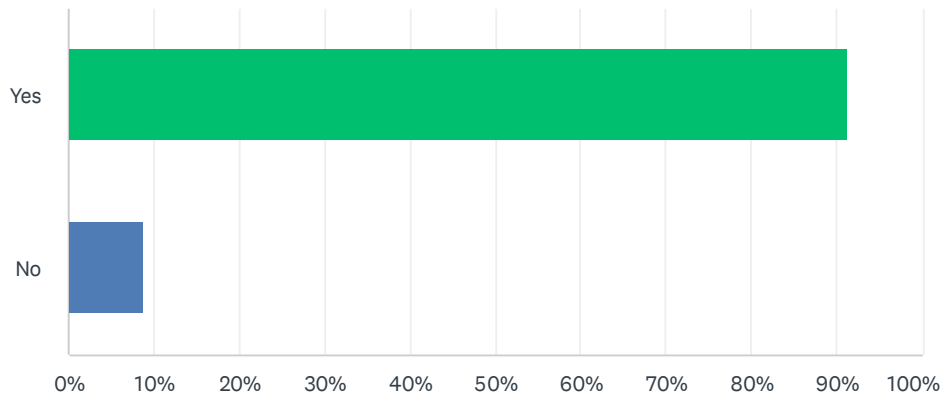
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	It's working great currently. Current limits are plenty for us.	7/21/2023 4:41 PM
2	NA	7/20/2023 1:11 PM
3	too small	7/19/2023 2:40 PM
4	most never make it to being sampled.	7/19/2023 12:52 PM
5	People want to trust the person they're purchasing from.	7/19/2023 11:10 AM
6	does not allow for enough sampling. Instead for a processor to see everything we grow and pick from them, they need to see around 4g of each strain.	7/19/2023 10:53 AM
7	Doesn't show the variation in batches, retail sizes.	7/19/2023 9:43 AM
8	Not enough product to accurately sample.	7/18/2023 4:58 PM
9	Letting all employees would samples would be far more effective	7/18/2023 4:17 PM
10	too strict	7/18/2023 3:26 PM

Licensed Cannabis Producer – Vendor and Internal Quality Control Samples

11	more they know of the product, the better chance of a sale	7/18/2023 2:43 PM
12	The budtenders are the people who sell our product. They get paid around minimum wage which means they couldnt afford to buy a high end product that is on their shelves. So they have no knowledge or experience with the high end pro	7/18/2023 2:05 PM
13	Processors generally need more material than is currently allowed to make an informed decision on the product at hand.	7/18/2023 1:21 PM
14	we get retailers reject the samples because of the limitations or not clear understanding of the rules.	7/18/2023 12:03 PM

Q9 Are vendor samples important for negotiating sales with processors?

Answered: 23 Skipped: 67



ANSWER CHOICES	RESPONSES
Yes	91.30% 21
No	8.70% 2
TOTAL	23

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	If the product is going to be used for extraction, probably not, but if it's going to be packaged flower/trim, then probably yes	7/20/2023 1:11 PM
2	need to see in person	7/19/2023 2:40 PM
3	hope	7/19/2023 12:52 PM
4	You can get screwed by a first time supplier you haven't gone to talk to and taste the product.	7/19/2023 11:10 AM
5	Budtenders can make honest recommendations if the are able to try a producers samples	7/18/2023 4:17 PM
6	self explanatory	7/18/2023 3:26 PM
7	need to see what they are buying	7/18/2023 2:43 PM

Q10 What are some other ways you think vendor sampling activities should be conducted? Please briefly explain:

Answered: 7 Skipped: 83

#	RESPONSES	DATE
1	conventions - site visits - meetings. Like normal business exchanges	7/19/2023 2:40 PM
2	free enterprise model would be an improvement.	7/19/2023 12:52 PM
3	Open market. I don't think they should be regulated.	7/19/2023 11:10 AM
4	One sample per QA lot per processor per strain, 4g each.	7/19/2023 10:53 AM
5	Employees for the Producer should be allowed to have the same amount of samples as the retail stores can have for free.	7/19/2023 7:47 AM
6	We give tours at our grow for vendors employees, giving a 1 gram sample as the leave the tour would be a great time to give vendor or educational samples.	7/18/2023 4:17 PM
7	let the licensee determine how much, maybe the producer wants to practice making joints or hash, the licensee should determine how much to let them practice with.	7/18/2023 2:14 PM

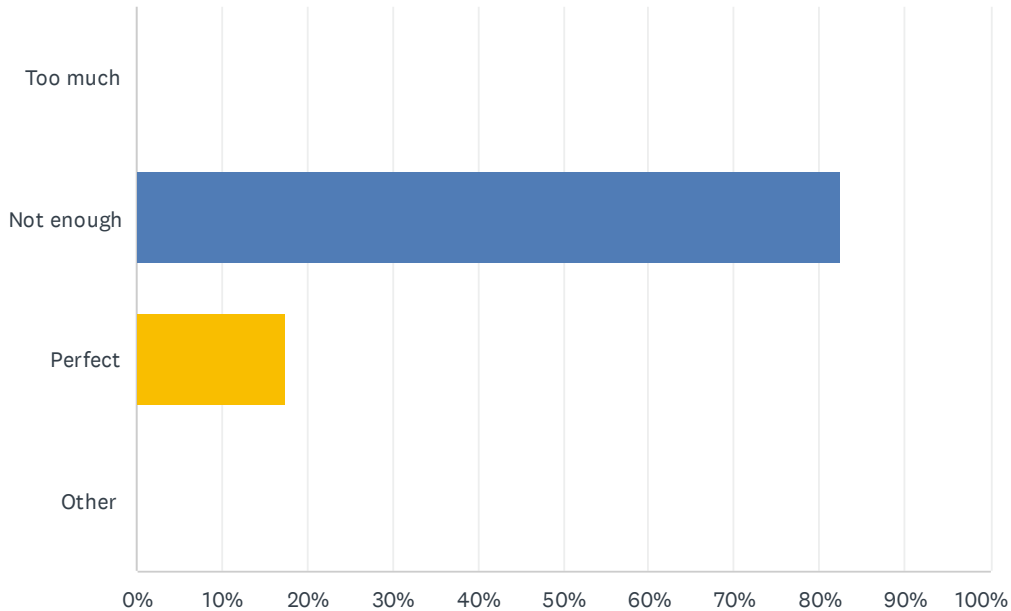
Q11 Please provide any additional information directly related to vendor sampling that you wish to be considered in this rulemaking:

Answered: 7 Skipped: 83

#	RESPONSES	DATE
1	We don't get enough samples. Unfortunately	7/20/2023 11:23 PM
2	Vendor samples to retailers	7/20/2023 1:11 PM
3	You all should look at vendor sampling to retailers as well given the current limits are very restrictive and way below the limits we allow consumers to buy.	7/19/2023 2:59 PM
4	conducting business under such scrutiny is cumbersome and significantly restrict producers.	7/19/2023 2:40 PM
5	Producers should be able to provide samples to the general public.	7/19/2023 11:10 AM
6	Producer/processor to retailer should allow a sample per unique combination of Strain, inventory type, QA Lot each month. Strains and products can vary by QA lot/harvest.	7/19/2023 10:53 AM
7	Provide enough so all employees may have a sample each month.	7/18/2023 4:17 PM

Q12 Do you think the maximum limit of 2 grams per cultivar/strain per month for QC self-sampling purposes is:

Answered: 23 Skipped: 67



ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	82.61% 19
Perfect	17.39% 4
Other	0.00% 0
TOTAL	23

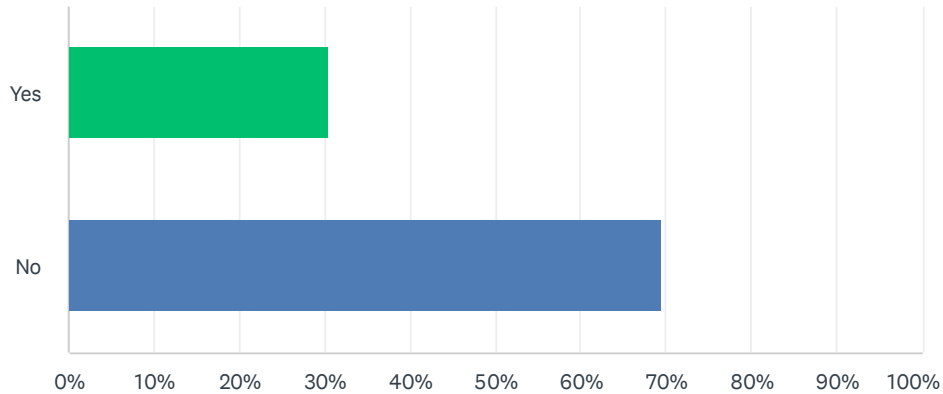
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Shouldn't need more than that to evaluate it	7/20/2023 1:13 PM
2	2g is nothing and not a legit sample size for QC of an entire batch/strain.	7/19/2023 2:58 PM
3	two grams is a drop in the bucket for the amount needed to properly sample	7/19/2023 2:43 PM
4	We have 30+ employees at a tier 3 and cannot give samples to our employees in any legal way. All employees should be allowed to engage in QC of our strains. 2g is not enough and too subjective to get accurate Quality assurance.	7/19/2023 11:21 AM
5	You might have 15 phenotypes of a single strain. Sampling those 15 would allow you to pick the best 3. The current law only allows 2 grams for the entire 15 phenotypes in this scenario.	7/19/2023 11:18 AM
6	Some farms have larger infrequent batches that will have greater diversity of quality within the batch.	7/19/2023 9:52 AM
7	employees participating in cultivation should be able to sample amounts determined by the producers, since they bear the cost of production.	7/19/2023 7:50 AM

Licensed Cannabis Producer – Vendor and Internal Quality Control Samples

8	This is less than the required amount to send to the lab for testing.	7/18/2023 5:01 PM
9	One stain can be made into several different products.	7/18/2023 4:28 PM
10	too strict. farms should self regulate here	7/18/2023 3:29 PM
11	big enough to test with	7/18/2023 2:45 PM
12	Again these workers are getting paid close to minimum wage. At the very least we should let them sample as much of the product as the owner thinks appropriate.	7/18/2023 2:12 PM
13	We grow in small batches, small rooms, which aids in better environmental controls. We may grow a singular strain in three different rooms within a month. We would prefer to sample each batch independently for flavor, aroma, etc.	7/18/2023 1:58 PM
14	Each strain is extremely subjective - In order to have proper QC more individuals within the company that have influence on the sale of the product should be included in testing that strain.	7/18/2023 1:55 PM
15	we grow and test and do R&D of various strains. Trying one strain just once may not be the answer as we may have to try a few times to get consistent rating.	7/18/2023 12:07 PM

Q13 Should the maximum limit on the amount of free cannabis a producer may self-sample for internal QC be based on calendar months?

Answered: 23 Skipped: 67



ANSWER CHOICES	RESPONSES	
Yes	30.43%	7
No	69.57%	16
TOTAL		23

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	should be on a volume basis. same strain different grow areas. perhaps on a presale basis to reduce returns.	7/20/2023 11:54 AM
2	Strains are seasonal or the quantity per strain varies so a quarterly or annual limit makes more sense.	7/19/2023 2:58 PM
3	there should be no limit - quantity should be determined by business owner	7/19/2023 2:43 PM
4	Should be limited by month if we are allowed to QC 2g per strain per month per each employee. For a given month of 8 strains, we would like to be able to sample up to 16g x 30 employees or ~1 pound per month. We currently produce over 100lbs per crop. We would not exceed 0.25% of the monthly production.	7/19/2023 11:21 AM
5	A farmer might harvest 15 phenotypes in a single month to try and make better quality lineage in Washington State to create higher quality products.	7/19/2023 11:18 AM
6	Some farms are seasonal, others harvest weekly.	7/19/2023 9:52 AM
7	employees participating in cultivation should be able to sample amounts determined by the producers, since they bear the cost of production.	7/19/2023 7:50 AM
8	By the harvest batch	7/18/2023 4:28 PM
9	per harvest	7/18/2023 3:29 PM
10	by harvest	7/18/2023 2:47 PM
11	my own product, use too much lesson amount to sell.	7/18/2023 2:45 PM
12	It should be based on lot size. Rarely is a crop consistent from one side to the other.	7/18/2023 1:58 PM
13	Harvests / Curing / Trimming Etc.. have different timelines for different strains or products. To	7/18/2023 1:55 PM

Licensed Cannabis Producer – Vendor and Internal Quality Control Samples

be able to QC at different stages would improve the final outcome. Being forced to wait till the next month ticks around could be too late in determining it's marketability.

14	still maintain controls yet enables productivity.	7/18/2023 12:07 PM
----	---	--------------------

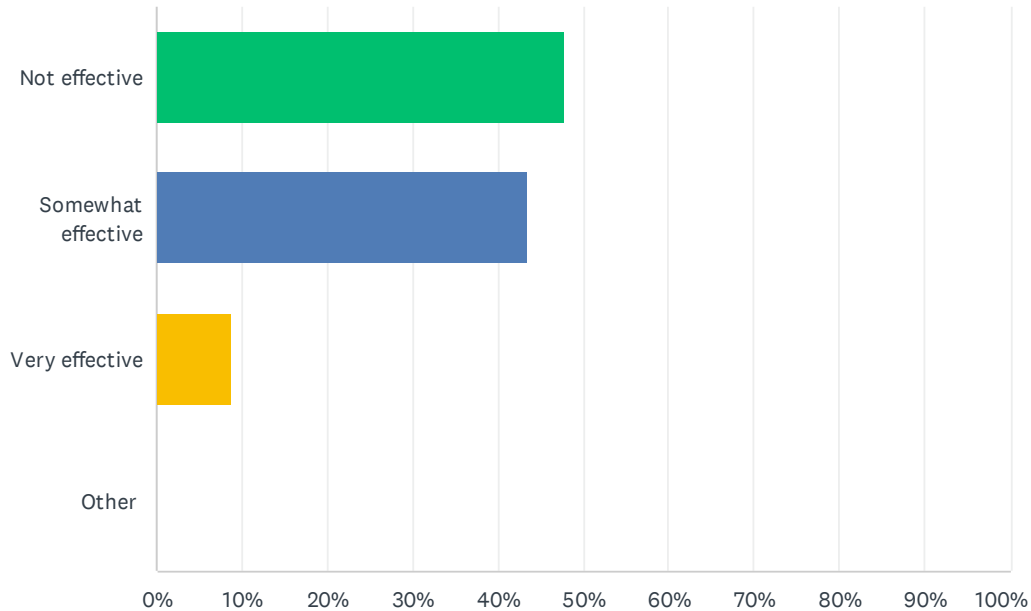
Q14 How should the maximum limit on the amount of free cannabis flower that a producer may self-sample for internal QC determined? Please briefly explain:

Answered: 18 Skipped: 72

#	RESPONSES	DATE
1	per owner 2 grams per strain	7/20/2023 11:54 AM
2	Based on the needs of the business or even based on output/canopy size.	7/19/2023 2:58 PM
3	there should be no limit - quantity should be determined by business owner	7/19/2023 2:43 PM
4	2g per strain per month per employee. No more than 10 samples per employee per month of 2g each of usable cannabis.	7/19/2023 11:21 AM
5	It should be a business decision by the owner. Would you want a beer brewer to never sample the end quality of their beer?	7/19/2023 11:18 AM
6	Be realistic but samples should be large enough to provide accurate understanding of entire batch.	7/19/2023 9:52 AM
7	employees participating in cultivation should be able to sample amounts determined by the producers, since they bear the cost of production.	7/19/2023 7:50 AM
8	As much as needed. It takes a lot of R&D to make sure a strain and the phenotype are perfect.	7/19/2023 7:48 AM
9	Based on pounds produced 10 grams per pound per harvest	7/18/2023 5:01 PM
10	3 grams of a single strain or 1 gram of each different products from said strain.	7/18/2023 4:28 PM
11	self regulate. QC is very important	7/18/2023 3:29 PM
12	the licensee should determine how much is needed	7/18/2023 2:47 PM
13	up the the producer. Again, use too much, less to sell.	7/18/2023 2:45 PM
14	No limit. What is the point?	7/18/2023 2:12 PM
15	Everyone has a different grow methodology. Each "batch" should be sampled independently, regardless of strain.	7/18/2023 1:58 PM
16	If each employee (Involved in the decision making process) was allotted 2-3 samples per strain / per batch. This would enable a more thorough QC of that strain. If each individual was able to try that strain at 2-3 different points in it's production it would allow us to be more consistent with the final product and allow for a more educated decision on not only if it should be brought to market, but in what format, as well as increasing the efficiency of the next batch. Should that strain be particular. As an example: a employee being able to quality assure a strain at different stages of cure to determine it's readiness and or determine the effectiveness of the cure process.	7/18/2023 1:55 PM
17	Batch size, like QA testing	7/18/2023 1:22 PM
18	pending on the size of production / sales / strains.	7/18/2023 12:07 PM

Q15 How effective is QC sampling under the current regulatory framework?

Answered: 23 Skipped: 67

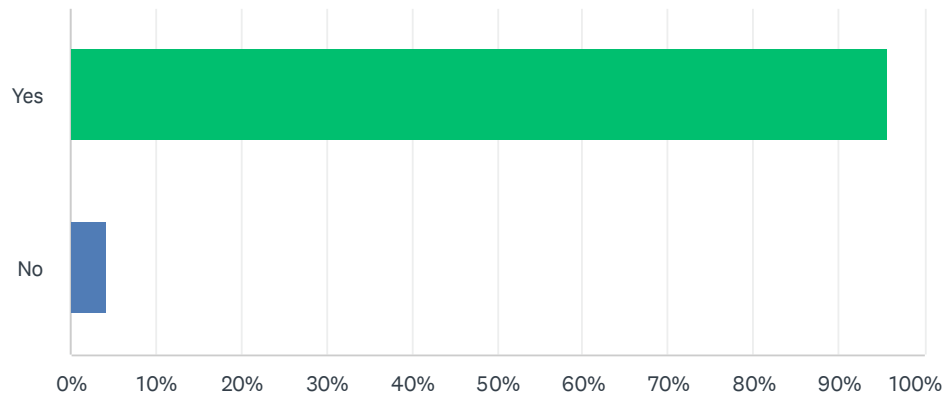


ANSWER CHOICES	RESPONSES	
Not effective	47.83%	11
Somewhat effective	43.48%	10
Very effective	8.70%	2
Other	0.00%	0
TOTAL		23

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	like a wine maker you need to be able to sample at different stages of ripe!	7/20/2023 11:54 AM
2	too small and restrictive	7/19/2023 2:43 PM
3	My disagreement with the current QC sampling cannot be explained briefly. It doesn't protect the consumer.	7/19/2023 11:18 AM
4	I think the current testing is fairly effective. Increasing ability to retest large batches within a margin should be more available.	7/19/2023 9:52 AM
5	As subjective as each strain is, there is not enough data or feedback to pull from to make an purposeful and educated decision on bringing it to market. When two samples go out and person X likes it, but person Y does not. It tends to be a toss up without further QC possible. Yet a potential business changing decision needs to made to put forth that product into the market.	7/18/2023 1:55 PM

Q16 Is internal QC sampling important for your business?

Answered: 23 Skipped: 67



ANSWER CHOICES	RESPONSES
Yes	95.65% 22
No	4.35% 1
TOTAL	23

#	PLEASE BRIEFLY EXPLAIN YOUR SELECTION.	DATE
1	Quality control	7/21/2023 4:42 PM
2	how does a manufacturer of a product know its strengths and weaknesses especially for human consumption products. please buy my cakes> I haven't tried them myself but I hear their great! how many do you want?	7/20/2023 11:54 AM
3	As a edible producer the consistency is key and any outliers need to be caught immediately so having a larger sample size to draw from would make our QC process more trustworthy for the sake of our end consumers.	7/19/2023 2:58 PM
4	all chef's taste new recipes - every day	7/19/2023 2:43 PM
5	I don't want my consumers to get sick.	7/19/2023 11:18 AM
6	It is extremely important to understand the product being produced.	7/19/2023 9:52 AM
7	employees participating in cultivation should be able to sample amounts determined by the producers, since they bear the cost of production.	7/19/2023 7:50 AM
8	I don't use cannabis, how would I be able market our products if I'm unfamiliar with the use of the products we sell.	7/18/2023 4:28 PM
9	our employees best know our product	7/18/2023 3:29 PM
10	It is absolutely necessary to ensure we are maintaining consistency across all of our products.	7/18/2023 1:58 PM
11	In order to uphold our credibility, reliability, and consistency that we promise to our retail partners and consumers. It is incredibly important to ensure the product meets the standards we strive to uphold.	7/18/2023 1:55 PM
12	i compare it to wine industry and wine testing, the more we try the better we know what we producing.	7/18/2023 12:07 PM

Q17 What are some other ways that internal QC sampling activities should be conducted? Please explain:

Answered: 7 Skipped: 83

#	RESPONSES	DATE
1	there should be no limit - quantity should be determined by business owner	7/19/2023 2:43 PM
2	Internally, and court defendable like all other non-FDA approved products. Don't place the State in legal risk when you can just let us cover it internally per business with our own sampling plans which you receive, but don't "approve".	7/19/2023 11:18 AM
3	Allow for on site group sampling where Staff can sample, and give immediate feedback on product. Like a focus group but of employees, vendors would be nice as well	7/19/2023 9:52 AM
4	We shouldn't regulate this aspect of the business. Focus more on diversion and inversion	7/18/2023 5:01 PM
5	Not certain	7/18/2023 4:28 PM
6	putting an amount and a calendar for QC on a plant doesn't make sense to me.	7/18/2023 2:47 PM
7	I would suggest an on site type of activity. While I understand this will never be likely - it's the only way I can personally think of to have a product tested in a controlled atmosphere other than ones own home with personal paraphernalia that is subject to an incredible amount of variables that may not provide the same quality assurance that a controlled and consistent environment would produce. Otherwise, having more individuals within the company able to provide feedback would allow for more data. At the very least to have a majority and minority.	7/18/2023 1:55 PM

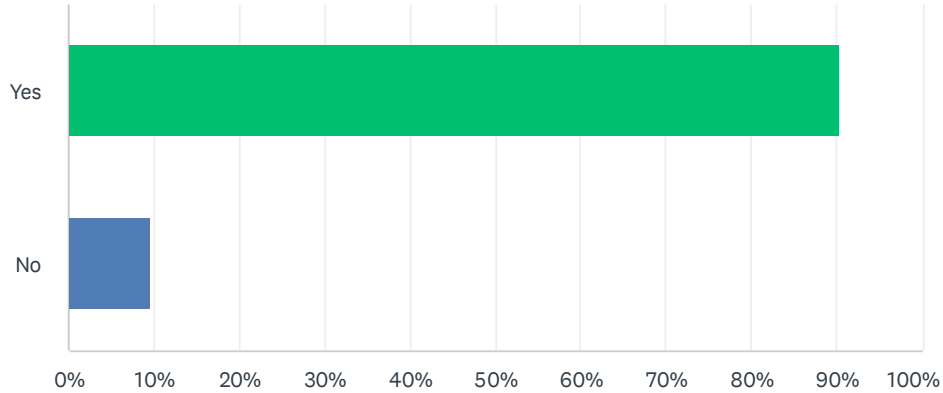
Q18 Please provide any additional information directly related to internal QC sampling that you wish to be considered in this rulemaking:

Answered: 4 Skipped: 86

#	RESPONSES	DATE
1	there should be no limit - quantity should be determined by business owner	7/19/2023 2:43 PM
2	I would follow EPA guidelines for exposure risk determination in lieu of FDA acceptance of responsibility with respect to pesticide application.	7/19/2023 11:18 AM
3	Allow for on site group sampling where Staff can sample, and give immediate feedback on product. Like a focus group but of employees, vendors would be nice as well	7/19/2023 9:52 AM
4	None	7/18/2023 4:28 PM

Q19 Would you be willing to participate in a follow-up survey on this rulemaking topic and future providing information that will be used to inform the development of current and future rulemakings?

Answered: 21 Skipped: 69



ANSWER CHOICES	RESPONSES
Yes	90.48% 19
No	9.52% 2
TOTAL	21

#	IF YOU SELECTED NO, PLEASE BRIEFLY EXPLAIN WHY:	DATE
1	I feel that the time I spent on this survey is more then likely a waste of time. Until vertical integration is enacted all discussion on trivial rules are theater. Washington is the only state with no vertical integration. Deal with that issue.	7/18/2023 2:12 PM

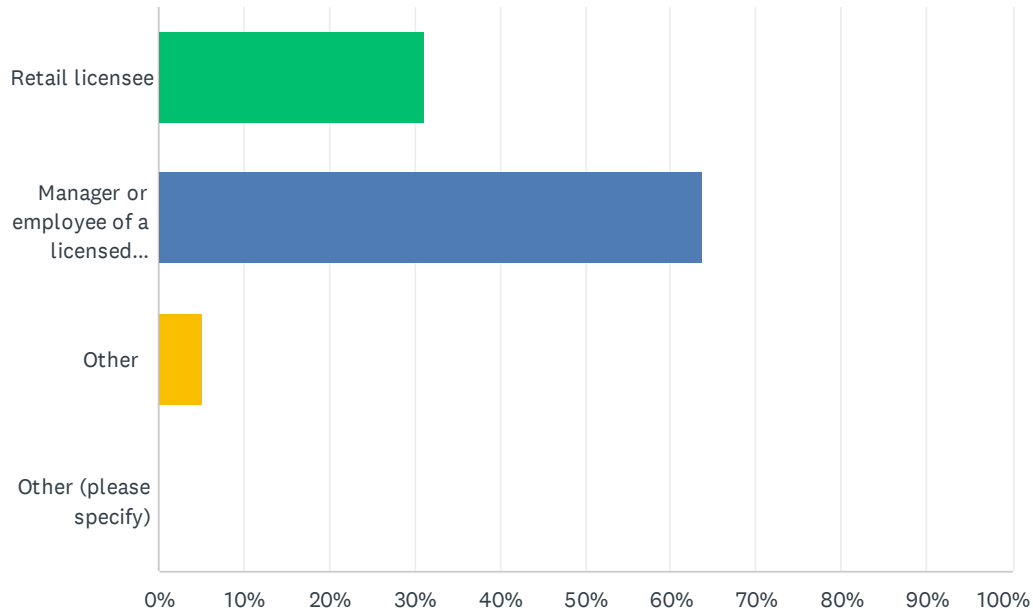
Q20 Please indicate the reason you are filling out this survey and include any comments or feedback you may have related to vendor, educational, and internal quality control samples.

Answered: 5 Skipped: 85

#	RESPONSES	DATE
1	Because I want my voice heard on an a long ongoing issue that is samples. Both vendor and educational samples need to go! It's a complete waste of resources and time. And that all equates to money being lost!	7/22/2023 2:31 PM
2	Concerned consumer tired of over priced garbage product	7/18/2023 6:26 PM
3	To inform and educate	7/18/2023 3:30 PM
4	Develop new strategies for interventions and Treatment.	7/18/2023 2:22 PM
5	Keeping common sense in the rulemaking.	7/18/2023 12:19 PM

Q1 What is the role of the person filling out this form?

Answered: 196 Skipped: 0

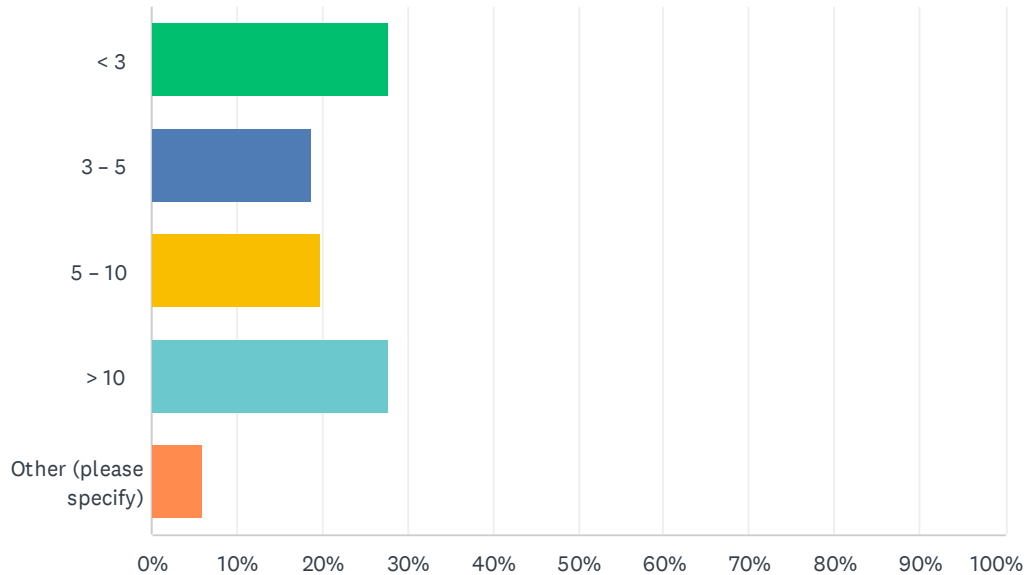


ANSWER CHOICES	RESPONSES	
Retail licensee	31.12%	61
Manager or employee of a licensed cannabis retailer	63.78%	125
Other	5.10%	10
Other (please specify)	0.00%	0
TOTAL		196

#	OTHER (PLEASE SPECIFY)	DATE
	There are no responses.	

Q2 How many licensees and employees have purchasing authority or provide input to licensees or employees who have purchasing authority?

Answered: 101 Skipped: 95



ANSWER CHOICES	RESPONSES	
< 3	27.72%	28
3 - 5	18.81%	19
5 - 10	19.80%	20
> 10	27.72%	28
Other (please specify)	5.94%	6
TOTAL		101

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	We have 3 managers with purchasing power	7/26/2023 11:21 AM
2	Only our general manager and purchaser have purchasing authority, they need the input of our 40+ employees	7/25/2023 4:08 PM
3	In the cannabis retail environment operations staff and licensees are provided with critical data and input from ALL staff members that interface with products, customers, or other employees regardless if they are involved with purchasing authority or not. All staff must have access to samples to provide accurate input and feedback about products.	7/24/2023 1:47 PM
4	Regional Manager and Purchasing Director only.	7/23/2023 11:29 AM
5	All employees have a say in whether we bring in a new farm or not. Ultimately, the decision is up to the purchaser but a larger sample/study size when gathering data is always more accurate.	7/23/2023 10:37 AM
6	All employees give feedback to purchasers	7/21/2023 1:23 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

7	central purchaser takes input from managers/salespeople about what customers want	7/21/2023 9:34 AM
8	We have 3 buyers but also seek input from employees for feedback.	7/21/2023 8:47 AM
9	As a buyer, I look to my store teams for sample feedback to get an idea of budtender enthusiasm. being able to get a greater quantity of vendor samples to my teams means that I am able to a broader assortment of feedback in a shorter amount of time.	7/20/2023 5:44 PM
10	Sample reviews are required by staff to aid the purchasing manager with making purchasing decisions based on user experience.	7/20/2023 4:15 PM
11	Our shop has 4 Owners and 1 Salaried Manager	7/20/2023 4:05 PM
12	All of our employees give feedback to people with buying authority.	7/20/2023 2:14 PM
13	The manager and 2 purchasers.	7/20/2023 12:58 PM
14	Our location consistently has 40+ staff members that help provide input towards our selection.	7/20/2023 12:57 PM
15	Our employees all have different tastes, the same as our customers. Having a variety of opinions helps to gauge the customers potential reception of new product.	7/20/2023 12:18 PM
16	Each employee provides feedback on product to carry in the store. If we sell products the employees endorse or have at least tried, they'll sell better.	7/20/2023 12:13 PM
17	Only people who do purchasing are me and the owner	7/20/2023 12:12 PM
18	one has ultimate purchasing authority but under the advise of a panel of employees that make strong recommendations.	7/20/2023 12:10 PM
19	We have a purchaser for both locations. I (GM) also order some brands for both stores and our Assitant Manger also helps out	7/20/2023 12:04 PM
20	N/A.	7/20/2023 11:56 AM
21	Everyone has different taste and reactions. Having the staff test gives more options and viewpoints on products.	7/20/2023 10:34 AM
22	Because purchasing is done centrally, and input is provided by staff that sells product, we collect reviews from staff that reflect what our customers would be interested in. We rely on feedback from our staff, as to avoid the bias of a single purchaser.	7/20/2023 10:30 AM
23	All employees provide feedback	7/20/2023 9:09 AM
24	All employees have input on product quality and desirability. the buying team only consists of 2-4 people and 1 final buyer to make final decisions	7/19/2023 7:14 PM
25	I take input from my about my entire staff especially budtenders on what products to carry based their feedback from customers and general industry and demographic knowledge.	7/19/2023 3:23 PM
26	Our company has a robust product review process where we seek input from as many team members as possible. This helps ensure that we're confident in the quality of products that we procure for our store.	7/19/2023 12:02 PM
27	We have 4 employees and two owners we all have input and value each other's opinion on samples and their quality.	7/19/2023 9:56 AM
28	Our ownership group does not use the product. Therefore, we rely on feedback from our staff to inform buying decisions.	7/19/2023 8:57 AM
29	We have Sample review sheets that we ask our employees to fill out while trying vendor samples. If everyone gives the sample 5 stars we consider carrying it. All managers review the sample review sheets. We depend on our employees to help us decide what is good and what is not. We value their opinions.	7/19/2023 8:17 AM
30	We ask our staff to sample products for their feedback. We share as many samples as possible with staff to get a greater scope of input.	7/18/2023 5:23 PM
31	All managers and lead budtenders. We value the opinions from our whole staff	7/18/2023 4:19 PM
32	Depending on the feedback needed it could be >10. Employees who work on sales floor can provide very valuable feedback to the employees who have purchasing authority. Multiple	7/18/2023 3:44 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

sources of feedback are going to provide a more accurate review which leads to a better product for the consumer.

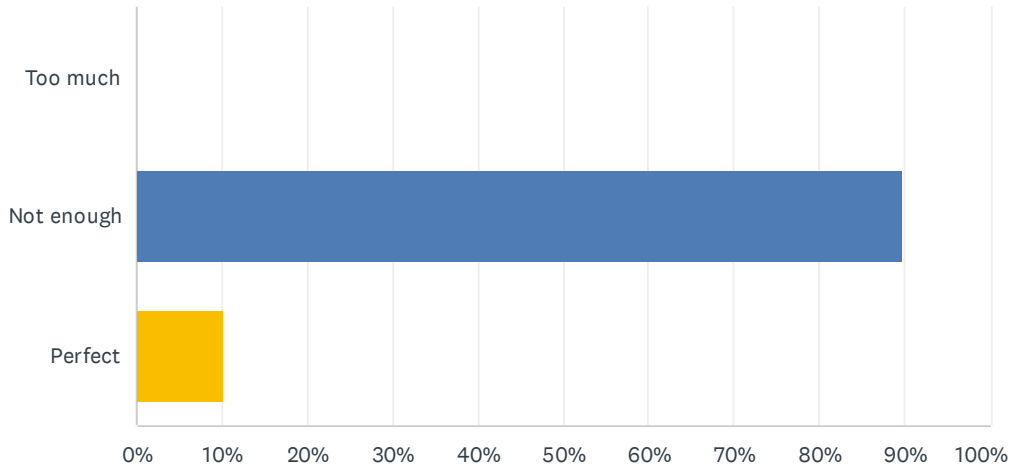
33	samples are given to all employees and we have weekly, Mondays, meetings to discuss and rate the samples	7/18/2023 2:54 PM
34	All employees have input on what we sell. We have up to 20 employees in one location. The amount aloud is so small its hard to get a good option on ordering or not	7/18/2023 2:07 PM
35	Budtenders supply feedback on samples received to help determine if the product quality matches the demographic and price point.	7/18/2023 2:01 PM
36	We rely heavily on our sales team and admin team to review samples that are new to our store to make buying decisions. Our entire staffs opinions on these products helps us make the right decision for our store and our customer base.	7/18/2023 1:58 PM
37	1 Just myself. It limits confusion that causes over or under ordering.	7/18/2023 1:47 PM
38	Most products are evaluated by one of three different people, but certain styles of products are evaluated by other staff members.	7/18/2023 1:42 PM
39	Ownership, regional manager, inventory mangers and store managers all purchase. So can range from 5 to 8 people buying for one or multiple locations.	7/18/2023 1:35 PM
40	I am the buyer, but I rely on multiple people on the crew to help test samples. One person's opinion is just that and hard to make company wide decisions on one persons opinion.	7/18/2023 1:32 PM
41	I'm the buyer but I rely heavily on my AMs inputs on what to buy, I have 4 AMs.	7/18/2023 1:30 PM
42	With 5 stores we have multiple employees whose opinions we value when making purchasing decisions. It's difficult to obtain varied enough feedback with the limits imposed.	7/18/2023 1:28 PM
43	I'm the main purchaser. Have 1 employee that also helps with purchasing.	7/18/2023 1:18 PM
44	We only have 2-3 people with purchasing authority, but there is no possible way for those people to consume and provide feedback on all samples, especially because people's tastes and how cannabis effects them varies from person to person. Everyone within our business provides input on possible new products so that we can get a good idea of different people's opinons. This helps us to better serve our customers and stock our store appropriately.	7/18/2023 1:18 PM
45	We have one purchaser. All employees provide input on potential product.	7/18/2023 1:13 PM
46	Employees give feedback to purchaser.	7/18/2023 1:12 PM
47	We have one person who does the purchasing but we all make suggestions on what they should purchase. The employees at our shop communicate via an app and one of our channels is Product Reviews where we give input on any new product we try, good or bad. All employees are connected to the channel and give input. If one person, the purchaser, is giving input it could become biased so we like to have multiple opinions on one product.	7/18/2023 1:07 PM
48	Our enitre staff gives feedback on products we get sampled to help our Purchasing Department decide what to offer on our shelves. We value budtender feedback as they are working directly with customers on a more frequent basis and can better communicate those customer requests for new brands/products through this feedback.	7/18/2023 12:57 PM
49	Any employee is invited to join our sample feedback program and provide our purchasing team with feedback about farm samples and if they are worth carrying or not, employees who do not provide feedback are not able to participate in our sample program.	7/18/2023 12:49 PM
50	Our organization has a single employee with purchasing authority.	7/18/2023 12:40 PM
51	All of our employees receive samples and fill out feedback forms that go to the purchasing manager to decide.	7/18/2023 12:30 PM
52	I handle all of the purchasing for our store. I receive input from all of my staff on products we'd like to carry	7/18/2023 12:26 PM
53	We have one buyer but have over 100 employees. We hand out vendor samples to employees for homework which helps determine if we bring in that vendor.	7/18/2023 12:18 PM
54	All purchasing decisions are made by the Purchasing Manager and/or General Manager	7/18/2023 12:17 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

55	I value the opinion of all of my budtenders. They all help decide what we will or will not order.	7/18/2023 12:11 PM
56	General Manager & Buyer	7/18/2023 11:58 AM
57	Vendor samples are assigned to staff members, and then a digital survey is filled out by the employee about the product, rating the quality of the product in different areas, and providing insights if they personally would purchase the product or not. All of these responses are evaluated by management to decide if a vendor is appropriate for the shop.	7/18/2023 11:57 AM
58	The purchasing manager mostly, but the owner and the other manager have some say. Budtenders give some input.	7/18/2023 11:42 AM

Q3 Do you think the maximum limit of eight grams of free useable cannabis for vendor sampling per month is:

Answered: 98 Skipped: 98



ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	89.80% 88
Perfect	10.20% 10
TOTAL	98

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Small units of sample products is hard to accurately gauge flavor/potency/smell etc. Larger samples would be more similar to what a customer would receive which would allow us to provide better feedback and customer service regarding products.	7/27/2023 1:44 PM
2	We have more than 8 employees, so- to get a good consensus on products, we should be able to have well more than 8 grams.	7/27/2023 11:38 AM
3	There is so much new product coming from companies and eight per month is not enough if all the companies have new products coming to the market. That really only covers like 2 companies a month.	7/26/2023 11:21 AM
4	I think its being wayyyy too regulated	7/25/2023 4:08 PM
5	Creating any limitations for licencees is evidence that enforcement policies are being made by ignorant, unskilled career regulators whom have narrow professional/life experiences, a disturbing lack of understanding of business fundamentals, that directly result to bad policies and regulatory changes coming out of the Washington state LCB.	7/24/2023 1:47 PM
6	Answering with the understanding that it is 8 grams of cannabis per vendor per month (not from the total of all vendors per month)	7/23/2023 4:29 PM
7	It is an adequate amount of product for evaluation.	7/23/2023 11:29 AM
8	This limit causes farms to have to give out samples so small, they are almost meaningless. A larger allowance would give producers the opportunity to not only reach more retailers with	7/23/2023 10:37 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

samples but also give those retailers the ability to have a more engaged and meaningful experience with the sample.

9	This is not nearly enough to get enough feedback to make a purchasing decision. It is not fair to the producers to have such limited sampling.	7/21/2023 1:23 PM
10	most stores have many many brands and products, it's unfair to expect employees to spend their own money to be informed about the products they're recommending to customers	7/21/2023 9:34 AM
11	This limit does not allow for very much data. Say a vendor has 4 strains, they only get to drop off 2g per strain per month. This only allows for two people to give input. Opinions can vary drastically, so only having two data points on an item is quite restrictive. Keep in mind that most vendors are offering more than 4 strains.	7/21/2023 8:47 AM
12	We have about 20 employees on the floor at each of our locations, as well as a buying team of 2 people. Ideally, I would like for there to be enough space to give all of my selling staff + buying team a sample to review.	7/20/2023 5:44 PM
13	The low-vendor sample limits greatly limit the amount of sampling opportunities that assist in making purchasing decisions.	7/20/2023 4:15 PM
14	Between the owners and current staffing (for a small shop) we have 10-11 people that need to sample products in ranging categories (Prerolls, Flower, Topicals, Concentrates, Vape)	7/20/2023 4:05 PM
15	We have 17 employees and that wouldn't be enough for each employee to try a sample.	7/20/2023 2:44 PM
16	There is no way to educate the public or advertise what something is beyond word of mouth. Our employees are that word of mouth. There needs to be free access to employees so they know what they are selling to people. Education only helps in this circumstance.	7/20/2023 2:14 PM
17	Most dispensaries have more than 8 employees, I wish we were able to sample according to how many employees we have. Samples do play a huge role in sales.	7/20/2023 12:58 PM
18	When distributing samples, it feels unfair to have to pick and choose who gets to voice their opinion.	7/20/2023 12:57 PM
19	The current limit does not allow our budtenders to try enough of our product variety. Budtenders are less likely to recommend a product that they have not tried.	7/20/2023 12:18 PM
20	There are so many products out there to try and we have potential to bring new stuff in often, but we need to try them first.	7/20/2023 12:13 PM
21	we have an average of 10-15 budtenders on staff so it just doesnt feel fair that only some people can get things due to this limit. it really limits education.	7/20/2023 12:12 PM
22	We are trying to bring the best and most affordable options. There are numerous things to choose from at any given time of the year. If we are also counting budtender samples that number is way off. We need to know what we are selling.	7/20/2023 12:10 PM
23	It should be adjusted by how many employees a retail store has. For example our Spokane store has 45 plus employees and our Pullman store has 7. We cant effectively get educational samples to the staff with these limits. I think it should be based off of how many employees you have like brackets 5-20, 20-30, 40- and up.	7/20/2023 12:04 PM
24	N/A.	7/20/2023 11:56 AM
25	With so many strains and options it's not enough.	7/20/2023 10:34 AM
26	Depending on the staff size, more units may be necessary, especially when accounting for effects. Many consistent cannabis consumers have a higher than average tolerance, so a single gram, or less than a gram, is hard to produce a reliable sample from.	7/20/2023 10:30 AM
27	We have over 1000 skus on the menu at any time. Employees need to be able to offer product suggestions and have understanding of all 1000 skus and be able to safely suggest the right product and dosages. personal experience is the best way to gain knowledge of cannabis product effects and quality. 8 grams is less than 1% of the products that the employee needs to understand to negotiate sales with the customers	7/19/2023 7:14 PM
28	This is not enough to get feedback from my team as this amount especially for edibles doesnt produce enough of an effect to get a true sense of the product. It's ridiculous we are allowed to sell these products at higher doses than we are able to sample them in ourselves.	7/19/2023 3:23 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

29	The current maximum limit of eight grams of usable cannabis per month is extremely low, counterproductive, and has no economic rationale. With a retail store carrying hundreds of different types of usable cannabis, eight grams total per month is nowhere near enough for even just one vendor. The current limit in place inhibits our business's ability to conduct proper due diligence on a company's product lines.	7/19/2023 12:02 PM
30	Doesn't give enough information about the product and effects.	7/19/2023 11:10 AM
31	It's really tough to get an idea of the quality of a strain only consuming 1 gram, so I ask for 2g-3.5g samples. I also do not believe I am the infallible master at determining quality of a producer/processor so I like to let some of the staff try samples from farms too. It would be cool to get a little bit more so I could try all that was intended and still have some extra for staff to try.	7/19/2023 10:48 AM
32	Often times vendors supply several product options and flavors. With Vape, Flower, Pre Rolls, Concentrates and Edibles. Sometimes it can take months to sample the diverse product line and figure out if we want to purchase.	7/19/2023 9:56 AM
33	To encourage the sale and consumption we believe that we need to provide as many staff as possible the opportunity to consume and provide opinion.	7/18/2023 5:23 PM
34	Some products have so many variations it's hard to judge with limited amounts. We look for consistency across the board when we bring on a farm.	7/18/2023 4:19 PM
35	If sample limits are increased it will allow retailers to receive more important product feedback. Multiple sources of feedback are going to provide a more accurate review which leads to a better product for the consumer. With a product such as cannabis, it has a wide spectrum of users with a wider spectrum or reactions to these products. Blue Dream might be Sallys favorite strain, but it gives Paul sever panic attacks.	7/18/2023 3:44 PM
36	Again with 20 people giving opinions for purchases doesn't even hit 1/2 the employees	7/18/2023 2:07 PM
37	8 grams of product isn't a large enough sample size when it comes to knowing if the quality will match the rest of the product. A better way to get samples into budtenders or individuals hands that make purchasing decision is to purchase samples that are exactly the same as products going out to the end consumer at cost from the processor.	7/18/2023 2:01 PM
38	I think the current law of 10 units per month is sufficient. There are some months when we do not accept samples at all and other months when we are actively looking to bring on new vendors or product lines.	7/18/2023 1:58 PM
39	Our Store has 7 BudTenders, we do not want to much sample distributed at one time for many obvious reasons, we want the BudTender to sample, provide a review, and obtain knowledge that can be conveyed to the Customer to aid the Customer in choosing wisely with factual information product(s) that will come close to attaining the Customer's goal(s) That being stated, should the Vendor (Grower/Processor) offer Flower, Pre-Roll, Edibles, Concentrates, Liquid Beverages as a full product line, then 8 grams may NOT be sufficient to be provided to the Retailer so the Vendor's full product line can be presented to the Retailer for review and investigation of the quality, pricing, and potential experience that the Customer may receive, prior to placing a substantial investment in the Vendor's products, or the Retailer choosing NOT to purchase and carry the Vendor's full line due to having NO factual information to commit to carrying the Vendor's full product line Suggestion would be to allow the Grower/Processor that ability to offer 4 grams of each type of Flower, Pre-Roll, Concentrate, and then 400 mg of each Beverage and each Edible, the Vendor's offers in their product line, every two months, or if the Vendor ONLY offers products in one or two product categories allow the Vendor to offer the above amount(s) monthly, or any NEW product NOT offered prior to the Retailer, then that product(s) could be distributed that month even if the Vendor had already provided samples for other existing products the prior month to the Retailer This is a business that requires sampling to keep the BudTenders in the know, and due to the high taxes by the State of 45% the Retailer is contained with being able to provide a better wage and benefit(s) to the BudTender so they have expendable income to purchase a broad range of products that would provide a broader knowledge to provide to the Customer. Far to often, and increasingly, the Legislature is creating a new tax to remove dollars from the employee's pay check and thus reducing the buying power of each employee, so SAMPLES are a critical tool that the Grower/Processor and Retail uses to education the BudTenders which in return benefit the Customer to select wisely the product(s) that will benefit the Customer's goal(s) to the highest degree	7/18/2023 1:57 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

40	We have 32 employees. 8 is not enough.	7/18/2023 1:56 PM
41	Its retail so the employees do not get paid much so it would be nice for them to have a bit more products to sample and save more money for living expenses. Plus it keeps them informed more often to be able to direct customers to their correct needs.	7/18/2023 1:47 PM
42	The limits were created when these products were 5x to 10x more expensive on a wholesale basis. Also, the limits make it impossible for us to have multiple people try the same product.	7/18/2023 1:42 PM
43	We need all people involved in buying to try and sample products.	7/18/2023 1:35 PM
44	I would prefer more of my team members to try each item so that we have a broader opinion base.	7/18/2023 1:32 PM
45	There are so many more producer/processors, with these strict limits, we are not even scratching the surface of product out there to buy.	7/18/2023 1:30 PM
46	8 grams may be good for a small team, but when you have 5 stores then providing only 8 grams makes it difficult to get as much input as we'd like	7/18/2023 1:28 PM
47	We want feedback from our team and sometimes not everyone gets to try something. If we have to wait another month for more samples, then that pushes back our decision making further and further. Which can impact the vendor's sales and our sales.	7/18/2023 1:18 PM
48	8 grams dispersed among the employees, is not enough to properly test the product.	7/18/2023 1:13 PM
49	We carry around 30 different vendors and although not every vendor provides samples, we would like to accept from the ones who do for multiple reasons. We would like to try a variety of product the vendors have to offer but with the limit we can only try from a few vendors a month. We also have just under 20 employees who we would want feedback from on new product since they are the ones who would be selling it and it gives them an opportunity to try product they might not have been able to. Since we do carry around 30 vendors and they all provide different strains and product so it's hard for the budtenders to try every product when we carry such a wide variety. The more the budtenders get to try the more efficient they are at their job.	7/18/2023 1:07 PM
50	With so many farms in Washington 8 units is not enough. this would dramatically decrease the access to	7/18/2023 12:57 PM
51	Our team is approached by new vendors every month who want to drop off samples of new products hitting the market and limiting the amount we accept per employee to eight severely limits the success of new farms launching that need to get their product into peoples hands. With no limit on producer licenses compared to the 475 active retail licenses the percentage of farms that can get products out to retailers at the first of the month and beat each other out is going to be minuscule and only farms with large financial backings and resources will be able to compete.	7/18/2023 12:49 PM
52	We use opinions of all employees and test multiple strains and products. Not all strains are equal	7/18/2023 12:40 PM
53	The breadth of available vendors and products that any given retailer may not carry is constantly changing and to place a limit on Vendor Samples in any way presents an impediment to the expansion of the industry state-wide.	7/18/2023 12:40 PM
54	With a lot of vendors, they have a very wide product offering which well exceeds 8 units (different strains, different phenotypes)	7/18/2023 12:26 PM
55	With 20+ employees and 100s of vendors, it is easy to become overstocked on samples. Many are sent without prior approval, especially ones being used to negotiate a sale	7/18/2023 12:17 PM
56	I think 8g is plenty to get familiar with the flower products. Some licenses may have more employees and therefore would benefit from a higher limit.	7/18/2023 12:11 PM
57	We have to sell a product in a new industry, the only way to sell appropriately is to actually try the product.	7/18/2023 12:00 PM
58	Most staffs have way more then 8 people that crazy low numbers... samples are the only way for budteners to try things without having to spend money	7/18/2023 11:58 AM
59	Some brands try to give many samples at one time and hinders a licensee to acquire from	7/18/2023 11:58 AM

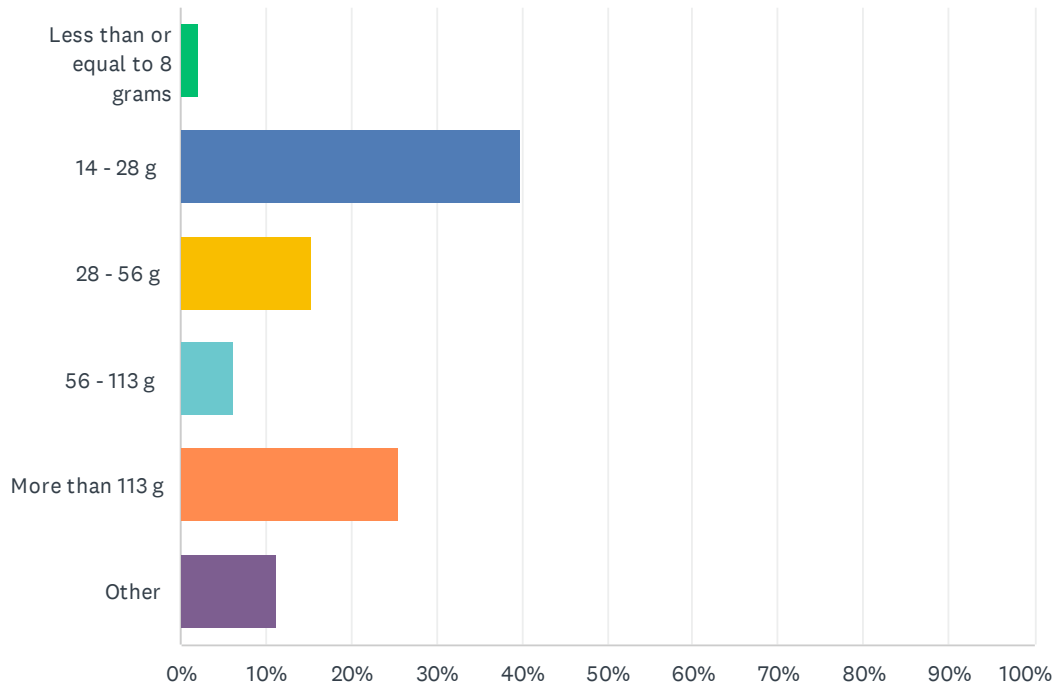
Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

other brands.

60	In our situation, the input of eight people usually is plenty to decide if the product would be well received.	7/18/2023 11:57 AM
61	Given the number of employees and the range of products some processors offer, the 8 gram limit is too low to best utilize the very purpose of the sampling program; that is, to educate store employees about the products.	7/18/2023 11:50 AM
62	It usually isn't enough for every Employee to try. We make much better sales when we have personally tried the product and can recommend it based on a real experience.	7/18/2023 11:42 AM

Q4 Which of the following should be the maximum limit on the amount of free vendor samples of useable cannabis that a retailer may receive per calendar month?

Answered: 98 Skipped: 98



ANSWER CHOICES	RESPONSES
Less than or equal to 8 grams	2.04% 2
14 - 28 g	39.80% 39
28 - 56 g	15.31% 15
56 - 113 g	6.12% 6
More than 113 g	25.51% 25
Other	11.22% 11
TOTAL	98

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	I believe more samples similar in weight and size to what a customer would purchase is beneficial to my budtenders in giving better feedback regarding products.	7/27/2023 1:44 PM
2	Samples give us an outlet to find what we like, so we can sell effectively.	7/27/2023 11:38 AM
3	More companies can show us their new products per month	7/26/2023 11:21 AM
4	Again, with the understanding stated in the response to Question #3	7/23/2023 4:29 PM
5	Staff sizes vary greatly.	7/23/2023 11:29 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

6	I don't believe there should be a limit on the number of sales/vendor samples a retailer can accept per month.	7/23/2023 10:37 AM
7	There are so many vendors and so many staff members at each store that it does not make sense to limit the amount of samples they can take in. If the vendor is willing to take a loss and sample it out for free, they should be able to decide how much they want to give.	7/21/2023 1:23 PM
8	unlimited. it is vital to properly suggesting the right products for customers, and to have the information that keeps people safe and happy with their purchases	7/21/2023 9:34 AM
9	Limiting the individual delivery limit is ample enough, there is no need for a specified hard cap for monthly samples. Vendors will be gated by the cost/overhead of dropping off only a limited amount per trip.	7/21/2023 8:47 AM
10	14-28g is more than enough for our buying and store teams	7/20/2023 5:44 PM
11	The low-vendor sample limits greatly limit the amount of sampling opportunities that assist in making purchasing decisions. Stores typically have at least 20 employees and it limits the amount of reviews we receive.	7/20/2023 4:15 PM
12	This should be open ended and allowed to somewhat regulate itself, as the producer/processors in this field still need the product to pay for their overheads and employees etc.. So, these companies aren't going to be handing out garbage bags of their product for free, but will still allow a bit more room for them to sample an extra strain or two from their menu for not just a couple retail employees, but for all of them if they so desire.	7/20/2023 4:05 PM
13	28g should be enough for each employee to try a certain product.	7/20/2023 2:44 PM
14	A store should not be limited on it's ability to take in samples. This not only ties into the education piece above but, this allows for fair competition and assessment across all brands and limits favoritism or bigger brands crushing smaller brands.	7/20/2023 2:14 PM
15	If we were going to give everyone in the shop a chance to try a product we could at least guarantee them each a gram. I cannot speak for all shops with larger staff but I think a ounce limit per vendor would extend the sample distribution to the staff further.	7/20/2023 12:58 PM
16	I feel like these limits should vary according to the number of employees at the retail location.	7/20/2023 12:57 PM
17	This would offer the budtenders a chance to really know the products that are sold in the store. We would also be able to receive multiple viewpoints when considering new product.	7/20/2023 12:18 PM
18	Same as above. .5 gram or .25 gram samples are not always enough product to be able to gather enough information about the effect or quality.	7/20/2023 12:13 PM
19	I feel like it should not be limited unless the farms would like to limit it. the more samples budtenders receive the better education they have provide to customers	7/20/2023 12:12 PM
20	This would give us enough room to do what we need to do to get the products we need to get.	7/20/2023 12:10 PM
21	Fore stores like our Spokane location we could actually be able to provide samples for everyone or at least half the store. Farms are struggling now more then ever and to reach the budtedners hands can absolutely determine their fate as a company. Very sad..	7/20/2023 12:04 PM
22	N/A.	7/20/2023 11:56 AM
23	Depending on the staff size, more units may be necessary, especially when accounting for effects. Many consistent cannabis consumers have a higher than average tolerance, so a single gram, or less than a gram, is hard to produce a reliable sample from.	7/20/2023 10:30 AM
24	false limitations of what the regulator thinks is appropriate for private businesses to run their sampling and sales team through does nothing to advance the safety or reliability of the services we offer to the customer.	7/19/2023 7:14 PM
25	It should be unlimited to reduce favoritism of retailers to getting samples only from specific vendors.	7/19/2023 3:23 PM
26	I don't believe there should be a limit on the amount of free vendor samples of usable cannabis that a retailer may receive per calendar month. All retailers operate their businesses differently, have different product procurement processes, and have varying quantities of product selection. It's unreasonable that a larger retailer offering hundreds of usable cannabis must adhere to the same restrictions as a small retailer offering only a handful of usable cannabis.	7/19/2023 12:02 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

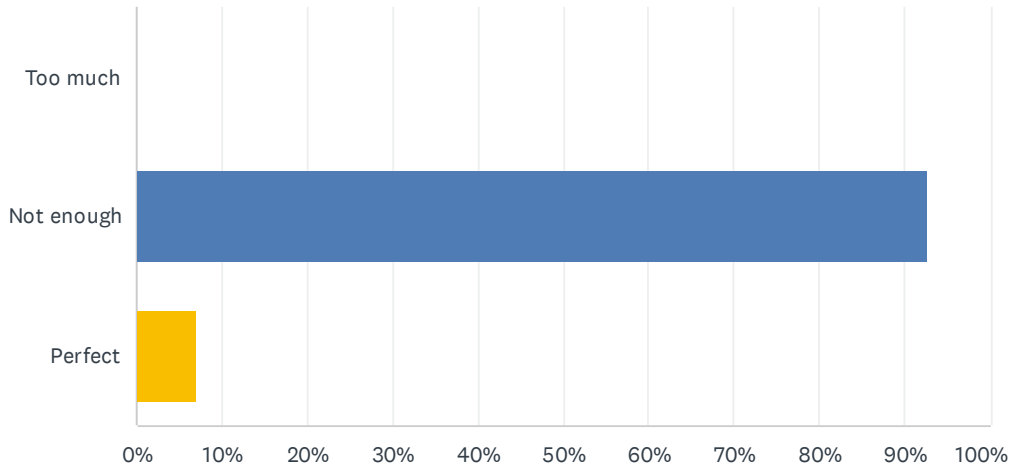
27	I think 14-21g would be a comfortable amount. 28 makes sense for the larger chain-style shops, but there are more small shops than large shops and as a longtime employee of a smaller shop, 28g from every vendor I'm working with would be way more weed than we needed.	7/19/2023 10:48 AM
28	Just spread it out on how much product line the producers can offer.	7/19/2023 9:56 AM
29	We should be able to receive enough to give one to each employee that does sample sheets for a fair comparison. Some months we get very few samples and others more. I do not think a per month limit. It is too hard to keep track of. There should be different package requirements and they should only be packaged in grams. Nothing larger. There can be a limit on how many of each strain or flavor of sample they can bring but not an overall amount.	7/19/2023 8:17 AM
30	There are so many vendors with so many products. Samples are an important part of educating staff and making purchase decisions	7/19/2023 5:36 AM
31	Based on our number of staff we would ask for a minimum of 50 grams, which is less than half our staff, to sample and provide feedback.	7/18/2023 5:23 PM
32	I don't think it should be limited. It's a lot of work and stress on both sides. Farms do not like to give out tons of free products and we do not like to be overloaded with samples. It should be based on the store's preferences.	7/18/2023 4:19 PM
33	Each strain and harvest can and will be uniquely different so if I tried only the last harvest, how do I know this harvest is as good/better/or worse than the last?	7/18/2023 3:44 PM
34	10 grams equals to 20 grams 1/2 grams which would be more of an amount to make a better decision	7/18/2023 2:07 PM
35	If a store has >8 employees, it would be nice to be able to get insight from multiple employees and not just from a select 8 individuals.	7/18/2023 1:58 PM
36	As explained and suggested in item 3. above, which the gram amount would be segregated between the product types, either in grams or milligrams, depending on the product type, and if a NEW product was being introduced to the Retailer that the Vendor has NOT offered in prior samples, so a monthly or every two month interval of sample(s) being distributed to the Retailer should be considered in implementing a new formula for SAMPLE distribution, taking into consideration that multiple product types being marketed by each Vendor, as approved by LCB	7/18/2023 1:57 PM
37	I feel this amount would be around a months supply vs 8g would be gone in a week	7/18/2023 1:47 PM
38	I strongly advise setting a maximum dollar amount on an annual wholesale basis from any one given processor to any one given retailer. The multiple categories of types of products with different limits, and the multiple types of samples with different limits make it EXTREMELY hard for new licensees to comply with the rules and put any licensee that only makes products in one category at a serious disadvantage.	7/18/2023 1:42 PM
39	This will allow ample qty for our team to sample of different strains etc too.	7/18/2023 1:35 PM
40	I was thinking 14 grams...	7/18/2023 1:32 PM
41	This would allow larger retailers to provide a useable 1g sample to more employees and garner better feedback overall.	7/18/2023 1:28 PM
42	This gives the vendor a chance to really show us their stuff, and our decision makers the opportunity to try more things.	7/18/2023 1:18 PM
43	8 grams dispersed among the employees, is not enough to properly test the product.	7/18/2023 1:13 PM
44	We usually have no more than 20 employees at a time and if we were able to provide those employees with samples since they provide us with feedback, we would love to be able to accept as many samples as we have employees.	7/18/2023 1:07 PM
45	I think up to 28 grams is acceptable, if a large store has multiple employees that have input on purchasing, this gives plenty of opportunity for input from multiple employees who influence purchases.	7/18/2023 12:57 PM
46	We have more than ten employees per store that provide purchasing input.	7/18/2023 12:49 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

47	same as above	7/18/2023 12:40 PM
48	There should be no limit on the total amount of sample units receivable in a month's time. It would be more logical to restrict the maximum unit size as opposed to the total.	7/18/2023 12:40 PM
49	Speaking for myself and other cannabis users alike, I feel that a single gram of one strain of flower isn't quite enough to judge the quality from a smoking perspective. A single gram of flower will yield about one bowl or one small joint. Sometimes if you're truly trying to review and judge flower, you need to be able to be able to revisit the same strain at a later date to try it with a clean palate (not having smoked yet that day, so you can gauge how it really effects you).	7/18/2023 12:26 PM
50	Each of my locations have more than 20 employees, 8 grams is a joke.	7/18/2023 12:18 PM
51	Up to an ounce would be more than enough.	7/18/2023 12:11 PM
52	3-6 people should be able to sample several varieties and that requires 3.5 to 7 grams per person	7/18/2023 12:09 PM
53	It should be based off the number of staff you and up to the farms and business	7/18/2023 11:58 AM
54	An ounce is a good amount to be able to spread the products evenly amongst the employees.	7/18/2023 11:58 AM
55	I think the current 8 is fair.	7/18/2023 11:57 AM
56	I think this would reduce cannabis waste and also enable budtenders to spend less money. I don't like how much owners make off of their employees.	7/18/2023 11:42 AM

Q5 Do you think the maximum limit of eight vendor sample units of solid edibles per month is:

Answered: 98 Skipped: 98



ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	92.86% 91
Perfect	7.14% 7
TOTAL	98

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	This is too low; I am sure alcohol gets many free samples.	7/27/2023 1:44 PM
2	Samples give us an outlet to procure products we like, to effectively sell new, or different products.	7/27/2023 11:38 AM
3	There is so much new product coming from companies and eight per month is not enough if all the companies have new products coming to the market. That really only covers like 2 companies a month.	7/26/2023 11:21 AM
4	It can be difficult to gauge low-dosage edible effectiveness.	7/23/2023 11:29 AM
5	This is too vague. Does "units" refer to 8 individual candies, or bags? What if they are THC vs CBD? Limits on those are different, should sample limits be, too? Samples should be based on the employees involved in the decision making process by store.	7/23/2023 10:37 AM
6	Need to use edible longer to observe benefits. One 10mg edible isn't adequate to form an opinion for the efficacy of the product.	7/22/2023 5:37 AM
7	The edible rules in Washington are backwards. The idea of limiting solid and liquid edibles on the base of volume, rather than THC content leads to incredible discrepancies about how much THC a customer can buy in one day.	7/21/2023 9:34 AM
8	Similar reasoning for question 3, too much variety for such a small amount of data.	7/21/2023 8:47 AM
9	It is not enough for me to get good feedback from my store teams.	7/20/2023 5:44 PM
10	The low-vendor sample limits greatly limit the amount of sampling opportunities that assist in	7/20/2023 4:15 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

making purchasing decisions. Stores typically have at least 20 employees and it limits the amount of reviews we receive.

11	Again, I believe this should be self regulated, as it allows companies (producer/processors) the option to showcase more of their flavors when sampling or even for negotiating sales.	7/20/2023 4:05 PM
12	Not enough for each employee to try the products.	7/20/2023 2:44 PM
13	This category is delicate and employee education can be paramount to prevent any form of over consumption . There should not be limits to this. Employees need to know what they are selling.	7/20/2023 2:14 PM
14	I would like to see product reach more then 8 lucky budtedners a month.	7/20/2023 12:58 PM
15	These limits should vary according to the number of employees at the retail location.	7/20/2023 12:57 PM
16	Eight samples of edibles would be enough to educate yourself on just one brand. There are several dozen edible companies in our store. It would take a few years to review all product with these limits in place.	7/20/2023 12:18 PM
17	Same as above.	7/20/2023 12:13 PM
18	Same reason as above, I have more than 10+ employees on a constant basis and we are a pretty small store.	7/20/2023 12:12 PM
19	Same as above. We need to be able to try as many products as it takes to get a good selection of products at an affordable price for our customers. Edibles are even more of a hit and miss category.	7/20/2023 12:10 PM
20	again not helpful to the large retail locations	7/20/2023 12:04 PM
21	N/A.	7/20/2023 11:56 AM
22	Depending on the staff size, more units may be necessary, especially when accounting for effects. Many consistent cannabis consumers have a higher than average tolerance, so a single gram, or less than a gram, is hard to produce a reliable sample from.	7/20/2023 10:30 AM
23	we have over 90 different solid edible products and at least 50 liquid edible products. a new bud tender will have to lie to customers for a long time before they will have full knowledge of our menu	7/19/2023 7:14 PM
24	That's nothing to get a true sense of the product and that's below the maximum packaging amount for THC.	7/19/2023 3:23 PM
25	The current maximum limit of eight units of solid edibles per month is extremely low, counterproductive, and has no economic rationale. With a retail store carrying hundreds of different types of solid edibles, eight units total per month is nowhere near enough for even just one vendor. The current limit in place inhibits our business's ability to conduct proper due diligence on a company's product lines.	7/19/2023 12:02 PM
26	not enough product to make an informed decision.	7/19/2023 11:10 AM
27	Not enough because of two reasons- 1, most buyers/industry people need more than 10mg to catch a buzz, second IF they can get high on 10mg 8 edibles doesn't cover the staff trying it.	7/19/2023 10:48 AM
28	We have 15 employees.	7/19/2023 8:17 AM
29	Based on our number of staff we would ask for a minimum of 50 grams, which is less than half our staff, to sample and provide feedback.	7/18/2023 5:23 PM
30	It's not enough if like have 10 flavors from 6 different types of edibles. Again I don't think it should be limited	7/18/2023 4:19 PM
31	edible THC mg limits are ridiculously low for a lot of people so yes	7/18/2023 3:44 PM
32	Again not enough for staff to give an opinion for purchasing.	7/18/2023 2:07 PM
33	Most individuals within the industry require more than 10mg to have the desired effect. If only 8 - 10 mg units are supplied it is not enough to know if the product is actually going to have the desired effect or not.	7/18/2023 2:01 PM
34	I personally feel that in order to make an educated buying decision on any new product, there	7/18/2023 1:58 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

needs to be less restriction on the amount of samples provided. It is important to try a variety of products offered by a company before bringing them on as a new vendor.

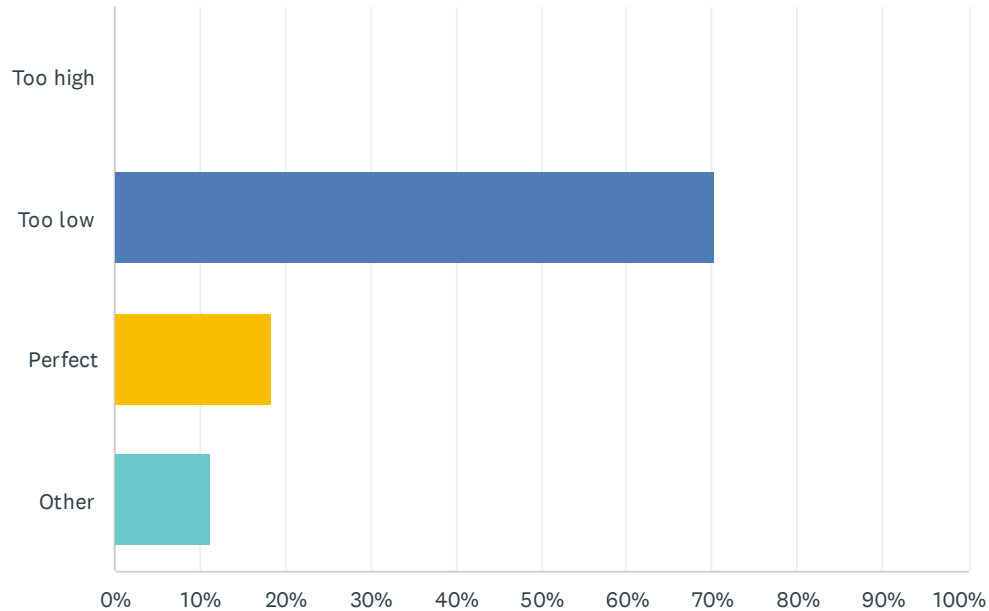
35	Again as stated in item 3. above still pertains to the overall consideration that LCB should entertain to provide a reasonable matrix for SAMPLE quantities permitted monthly or every two months - a simple matrix equation can be accomplished with viewing the situation from the education stand point for BudTender to Customer	7/18/2023 1:57 PM
36	More is always better	7/18/2023 1:47 PM
37	Many edible companies have dozens of options.	7/18/2023 1:42 PM
38	Due to large variety and flavors we need to have a higher amount we can receive.	7/18/2023 1:35 PM
39	Same as the flower for me...	7/18/2023 1:32 PM
40	One vendor will send me 8 units in an order, then I'm maxed out. There are so many more producer/processors, with these strict limits, we are not even scratching the surface of product out there to buy.	7/18/2023 1:30 PM
41	Same reasons as above, for larger retailers these limits are too restrictive.	7/18/2023 1:28 PM
42	Higher limits gives the vendor a chance to really show us their stuff, and our decision makers the opportunity to try more things in shorter amount of time.	7/18/2023 1:18 PM
43	For a seasoned user, they will require more than 10mg to properly test a product.	7/18/2023 1:13 PM
44	We carry around 30 different vendors and although not every vendor provides samples, we would like to accept from the ones who do for multiple reasons. We would like to try a variety of product the vendors have to offer but with the limit we can only try from a few vendors a month. We also have just under 20 employees who we would want feedback from on new product since they are the ones who would be selling it and it gives them an opportunity to try product they might not have been able to. Since we do carry around 30 vendors and they all provide different strains and product so it's hard for the budtenders to try every product when we carry such a wide variety. The more the budtenders get to try the more efficient they are at their job.	7/18/2023 1:07 PM
45	most employees would like 2 samples of edibles to try and gauge a full experience. Most single edibles are 2-10mg each and some employees 1 dose is not enough to get the full experience the producer/processor is trying to get across to the consumers.	7/18/2023 12:57 PM
46	Our team is approached by new vendors every month who want to drop off samples of new products hitting the market and limiting the amount we accept per employee to eight severely limits the success of new farms launching that need to get their product into peoples hands. With no limit on producer licenses compared to the 475 active retail licenses the percentage of farms that can get products out to retailers at the first of the month and beat each other out is going to be minuscule and only farms with large financial backings and resources will be able to compete.	7/18/2023 12:49 PM
47	same as above	7/18/2023 12:40 PM
48	The breadth of available vendors and products that any given retailer may not carry is constantly changing and to place a limit on Vendor Samples in any way presents an impediment to the expansion of the industry state-wide.	7/18/2023 12:40 PM
49	For myself and most regular users, 10mg THC doesn't do anything. For novice users, 10mg is perfectly enough to get them the effects they're looking for. If a company were to send me edible samples for me to judge, I would need to eat just about all 8 of those samples to feel the effects.	7/18/2023 12:26 PM
50	Each of my locations have more than 20 employees, 8 grams is a joke.	7/18/2023 12:18 PM
51	Edibles are by far the easiest to control in terms of quantities and use.	7/18/2023 12:17 PM
52	8 solid edible samples barely cuts it. Most edible makers have way more than 8 varieties available. They should be able to sample their full product line all at once.	7/18/2023 12:11 PM
53	Same as above	7/18/2023 11:58 AM
54	Giving the employees a chance to try every product is essential to know what sells better.	7/18/2023 11:58 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

55	Again, some processors offer such a wide line of edible options, that in combination with the number of store employees, 8 grams is needlessly low as a limit.	7/18/2023 11:50 AM
56	Not enough for each employee to try.	7/18/2023 11:42 AM

Q6 Do you think the maximum limit of 10 mg of THC per unit of a sold edible is:

Answered: 98 Skipped: 98



ANSWER CHOICES	RESPONSES
Too high	0.00% 0
Too low	70.41% 69
Perfect	18.37% 18
Other	11.22% 11
TOTAL	98

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Perfect average size for those buying edibles but I would like to see a higher total offering, start with 200-300mg.	7/27/2023 1:44 PM
2	Most people don't even get affected by 10mg More MG means more tax dollars in your pocket!	7/27/2023 10:13 AM
3	WE can not give correct information about a product if it is not what we would sell on the retail floor. A sample should match the products we would be selling with correct labeling	7/26/2023 11:21 AM
4	It seems the WSLCB as regulators are proud to display a disheartening willful ignorance, and gross misunderstanding of the scientific facts behind the very substance WSLCB has had over a decade to try and fairly regulate. This is the main reason why all THC milligram limitations are baseless and arbitrary.	7/24/2023 1:47 PM
5	This limit does not account for medical needs at all.	7/23/2023 11:29 AM
6	Other states have much higher limits, and educate consumers on the benefits of different doses. Our market should focus on educating consumers so they can make effective choices for themselves on dosing. Those with higher tolerance are forced to spend a lot more in order to reach their desired effect, and subsequently, are consuming more sugar which can	7/23/2023 10:37 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

inadvertently cause negative health effects. If we increased that limit, lower tolerance consumers could simply consume less without any negative impacts on themselves, the retailers or producers.

7	I hear from customers that it's costing them too much to gain sufficient benefits because they need to take more.	7/22/2023 5:37 AM
8	I think it's a good starter dose for many people, but people who use edibles consistently find them too weak and say they have to eat an entire bag to achieve the desired effect- this is a lot of sugar to eat.	7/21/2023 9:34 AM
9	10mg is great as a standard, but perhaps not as a hard limit. I'd like to see the market be able to shift into offering stronger and more cost effective options for people knowledgeable enough to seek them.	7/21/2023 8:47 AM
10	This question confuses me, as per the WAC, the max amount of THC per single piece of solid edibles is 10mg THC.	7/20/2023 5:44 PM
11	Many people need much more than a 10mg dose to notice any effects. If the package amount is 100mg, then we should be allowed to try a 100mg product.	7/20/2023 4:15 PM
12	I believe limiting edibles to a strict 10mg per unit was a huge step backward, particularly to the medical side of this field. Also, person to person, some customers are just fine with only 5mg, while for others, consuming 50+mg, is barely scratching the surface of what they are looking for, which, in most cases is for pain relief. Which is why I feel this should be AT LEAST regulated up to a total of 500mg per package of 10 units.	7/20/2023 4:05 PM
13	Some customers will have to eat a whole 10 pack to get what they want. With higher content they could eat less.	7/20/2023 2:44 PM
14	Tolerance for edibles goes up quickly, most individuals using edibles need it for medical reasons and we have made it nearly impossible for those people to get the needed dose without consuming so much sugar or fat the two main ingredients in most edibles.	7/20/2023 2:14 PM
15	The dosage is nice for novice users but the market has not yet catered to those with dietary restrictions [medical conditions as well] and we are ultimately forcing them to eat a lot of candy/sugar content for a very minimal dosage. It would be nice to be able to cater to those restrictions and have higher dosage with a lower consumption intake.	7/20/2023 12:58 PM
16	Since everybody is different when it comes to how their body reacts to THC, for some not even 100mg will suffice. In my opinion, these strict limitations on edibles have hurt Washington's edible market.	7/20/2023 12:57 PM
17	While it is nice to have lower dosages available, it is cost prohibitive for people who have higher tolerances. A higher limit would allow more people to use edibles effectively.	7/20/2023 12:18 PM
18	Not enough thc for the average consumer to feel an effect. That's only enough to judge flavor/consistency when effect is a main driver for a purchaser.	7/20/2023 12:13 PM
19	Some people need more than 10mg to feel the effects so its hard to say to customers how the effects are off of one piece.	7/20/2023 12:12 PM
20	The people trying these products are guessing on the qualifying feeling because due to our job our tolerance is higher than that.	7/20/2023 12:10 PM
21	fine for solid edibles only	7/20/2023 12:04 PM
22	N/A.	7/20/2023 11:56 AM
23	Everyone reacts differently to THC products. While some prefer low dose, higher doses can be needed for patients with pain.	7/20/2023 10:34 AM
24	Single 10mg edibles tend to not be high enough for many consumers. Many customers and employees alike say they require more than the single 10mg dose, requiring them to eat potentially more units of edibles than they'd prefer.	7/20/2023 10:30 AM
25	many patients and customers have edible tolerances that are higher and would like higher dosages. limiting per dose mg is not done in any other business. a customer can buy pure grain alcohol at over 90% purity and there is no limitation on the volume can be purchased at all. Alcohol has a morbidity rate that is very high. Cannabis has no known morbidity rate.	7/19/2023 7:14 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

Limiting cannabis potency is a completely wrong way to handle peoples consumption. everyones body is different and cannabis affects people in different ways. There is no reason to limit potency besides to curtail adults and their rights to consume a product that they desire for a multitude of reasons.

26	The market has evolved and over the past 4-5 years the market share of 10mg standalone only products has dwindled whereas 100mg market share is continuing to grow.	7/19/2023 3:23 PM
27	The maximum limit of 10mg of THC per unit of a solid edible is too low based on how consumer preferences have shifted over the years. We've seen first hand an increase in consumers (both recreational and medical) over the years that have explained that 10mg of THC aren't effective for their needs. With 100mg of THC per unit available in both Oregon and Colorado, it makes sense for Washington explore that route as well.	7/19/2023 12:02 PM
28	I think it is just right for some but not others would be nice if there were other options for those looking for a higher dose such as 20mg or 50mg	7/19/2023 11:35 AM
29	Other states allow more THC per piece. Especially for CBD.	7/19/2023 11:10 AM
30	There are no limits on potency of a mixed drink, and people are allowed to consume alcohol to the point of being sick/hospitalized. This mentality should carry through to cannabis. Yes, people will make mistakes and over-consume, but they won't need to go to a hospital and get their stomachs pumped and additionally this whole system is built on the backs of medical patients who NEED higher dose edibles but have been totally ignored since the last medical co-ops were forced closed	7/19/2023 10:48 AM
31	It's a good base line to start at.	7/19/2023 9:56 AM
32	We have 15 people sampling	7/19/2023 8:17 AM
33	Allowing only one or two individuals to decide on the quality of a product is workable but not beneficial to the overall environment we operate in. Our staff should be available to speak first hand of the products effects, taste, etc.	7/18/2023 5:23 PM
34	It would be nice to see higher doses for medical patients	7/18/2023 4:19 PM
35	edible THC mg limits are ridiculously low for a lot of people so yes TOO LOW	7/18/2023 3:44 PM
36	Not enough some people have to eat 2 or 3 at once to get any effect at all.	7/18/2023 2:07 PM
37	If liquid edibles are sold in 100mg containers then samples should be given in 100mg containers. If the processors are required to cerate a new product with 10mg instead of 100mg in the same volume of liquid then the taste and effects will be significantly different.	7/18/2023 2:01 PM
38	I don't think this is too high, I think it would be nice to see edibles become available in other variations of THC for customers who have higher tolerances to edibles, such as 20mg, 30mg, 40mg and 50mg. For sampling purposes, I think it is important to sample the TRUE product.	7/18/2023 1:58 PM
39	Again the product type has to be a intergral part of the consideration and sample size to create a monthly or every two month distribution matrix, as stated in item 3. above still pertains to the overall consideration that LCB should entertain to provide a reasonable matrix for SAMPLE quantities permitted monthly or every two months - a simple matrix equation can be accomplished with viewing the situation from the education stand point for BudTender to Customer	7/18/2023 1:57 PM
40	There should be options for higher dosage edibles. Possibly 50mg or 100mg (similar to the liquid consumables).	7/18/2023 1:56 PM
41	I have seen cannabis users who can smoke a ton sent to their knees with 10mg, on the other hand I have seen people who can take 10x that and still be totally functional. This is a tough one, I think the cap should be raised to at least 50mg per piece, that would help vendors offer a variety.	7/18/2023 1:55 PM
42	Everyone has different tolerances I feel producers should be able to create lines with 2.5 up to 500mg	7/18/2023 1:47 PM
43	Many edible companies make products that are only available in 100mg THC -- so samples end up being something they have to make on a separate line, which increases their cost. Also evaluators for retailers often have high tolerances so 10mg THC doesn't allow for any assessment of the effect of the product.	7/18/2023 1:42 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

44	The 10mg of thc is a serving for a newbie but more regular users need 30 to 50mg per serving due to tolerance.	7/18/2023 1:35 PM
45	I think 20mg would be better. Especially on edibles that can be split, like a gummy. Education of the guest is the job of the budtender/management team. They should be walking guests through this process to help them understand dosage, not the state putting regulations on it. You don't regulate how many bottles of Everclear someone buys at the grocery store... and that is pure liquor and can literally kill you. Cannabis has never killed anyone.	7/18/2023 1:32 PM
46	That's how we sell them to customers so I don't see a need for more potency than what we sell daily to customers.	7/18/2023 1:30 PM
47	If this is just for samples, then 10mg per unit is fine; If we're talking selling for customers, there's definitely a demand for higher dosed edibles in the market.	7/18/2023 1:28 PM
48	At this point, for people who regularly consume THC, especially those who work in this industry, 10mg doesn't even effect them. Therefore you can't really make a good decision on the potency of a product, if you'd naturally consume more units as a customer.	7/18/2023 1:18 PM
49	For a seasoned user, they will require more than 10mg to properly test a product.	7/18/2023 1:13 PM
50	Any solid edible is usually no more than 10mg a piece so I wouldn't expect it to be any higher.	7/18/2023 1:07 PM
51	I think 10mg is perfect, because it's a great introductory dose for new or inexperienced consumers. Larger doses may open to door to unenjoyable experiences, possible over consumption which I think is so important to avoid for our industry and consumer base.	7/18/2023 12:57 PM
52	I see the benefit in limiting the serving size, although I will say flavor of product changes QUITE drastically when there is more thc per serving, so being able to get representative samples of the products we sell would be helpful for customer recommendations.	7/18/2023 12:49 PM
53	same as above	7/18/2023 12:40 PM
54	This restriction prevents a myriad of products from entering the Washington cannabis market and necessitates producer/processor-borne costs that could be avoided in some instances. The 100mg total package potency is not unreasonable, but this limit and dictation that each serving be individually packaged generates an incredible amount of material waste.	7/18/2023 12:40 PM
55	As I stated above, for most regular cannabis users, 10mg THC just isnt enough. Look at all of the vendors who are making 100mg THC 2oz shots. Those types of products have quickly become the most popular form of cannabis beverages because they offer consumers higher concentrations of THC in a smaller package. No one wants to have to eat 10 pieces of candy just to get a buzz. As I'm sure you guys are aware, there are multiple vendors selling vials of cannabis infused MCT oil (I've seen some up to 500mg THC) under the guise of it being a "topical", when in reality, the people who are purchasing them are using them as edibles. I can imagine Washington citizens who live along the southern border will travel the short distance into Oregon just to be able to get higher quality edibles with higher concentrations of THC. In a perfect world, we'd follow suit and allow those higher milligram edibles to be sold within our own state.	7/18/2023 12:26 PM
56	Because anyone with any kind of tolerance would have to eat an entire bag of edibles. It should be 100mg just like Oregon.	7/18/2023 12:18 PM
57	I believe medical patients should be able to purchase edible dosages in much higher quantities. Many patients require an entire bag of edibles to get the necessary dose to ease whatever ailment they may have. As far as recreational use goes, I believe 10mg is good.	7/18/2023 12:17 PM
58	I need to be able to see/ taste the full 100mg version of an edible, not a custom made 10mg version of it.	7/18/2023 12:11 PM
59	High level of edibles should be a available option for people	7/18/2023 11:58 AM
60	Every day use can create a tolerance and having larger doses available can be more beneficial.	7/18/2023 11:58 AM
61	The legal limit is 10mg so a dose higher doesn't make sense	7/18/2023 11:57 AM
62	Coming from the Medical world before retail, 10mg does nothing for us. We would have to eat whole bag just to feel anything.	7/18/2023 11:45 AM

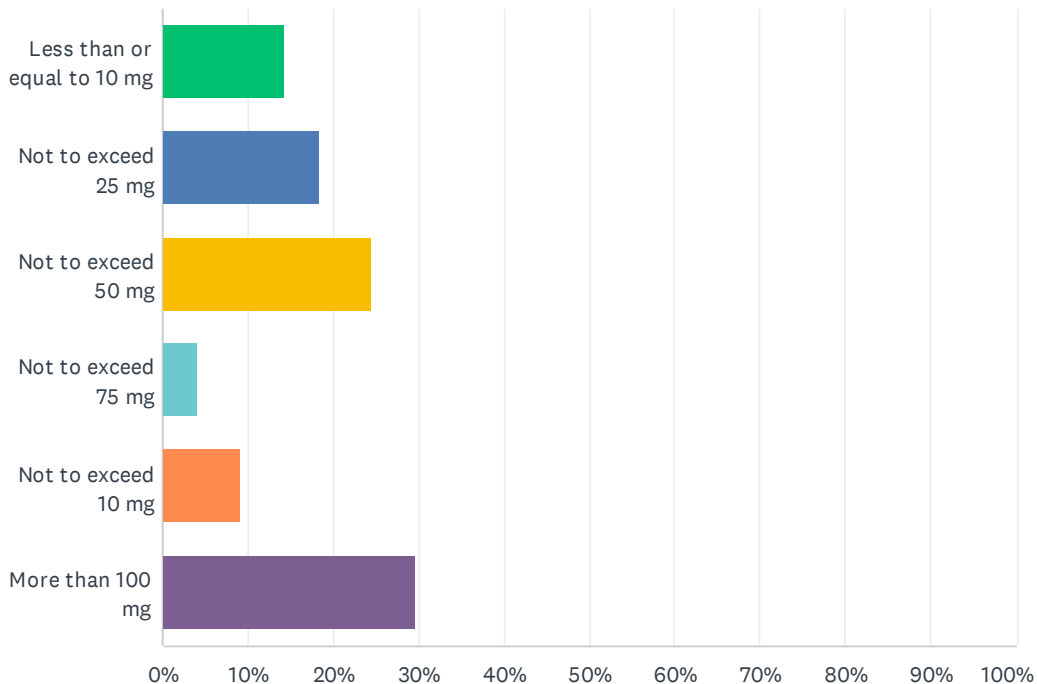
63

Because the maximum is 10, most people buy drinks with more than that and / or turn to the dangerous black market for stronger edibles.

7/18/2023 11:42 AM

Q7 Which of the following should be the maximum limit on the amount of THC that may be in a single vendor sample unit of a solid edible?

Answered: 98 Skipped: 98



ANSWER CHOICES	RESPONSES	
Less than or equal to 10 mg	14.29%	14
Not to exceed 25 mg	18.37%	18
Not to exceed 50 mg	24.49%	24
Not to exceed 75 mg	4.08%	4
Not to exceed 10 mg	9.18%	9
More than 100 mg	29.59%	29
TOTAL		98

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	I would be okay seeing smaller packs of larger dose edibles, can be more than 100mg per edible.	7/27/2023 1:44 PM
2	The limits on cannabis strength are arbitrary. Some people need more potency, in order to actually feel it.	7/27/2023 11:38 AM
3	Cannabis can't kill you. Let people take a ride to mental space if they want.	7/27/2023 10:13 AM
4	The WSLCB as regulators are proud to display a disheartening willful ignorance, and gross misunderstanding of the scientific facts behind the very substance WSLCB has had over a decade to try and fairly regulate. This is the main reason why all THC milligram limitations are uneducated, baseless, unscientific and arbitrary.	7/24/2023 1:47 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

5	Medical needs would be served with higher dosages available for patients.	7/23/2023 11:29 AM
6	Whatever would be in the dose we'd sell. It is difficult to speak on the effects of a product to the customer without a clear understanding of the experience it creates.	7/23/2023 10:37 AM
7	this splits the desire for people to have strong edibles without the dangers of 100mg pieces going to the uninitiated	7/21/2023 9:34 AM
8	If there is to be any shift away from raising the single unit maximum then we would also need sampling rules to allow for testing.	7/21/2023 8:47 AM
9	See above. Unless we are discussing vendors being able to manifest 10pks as vendor samples, this question does not make sense to me.	7/20/2023 5:44 PM
10	Many people need much more than a 10mg dose to notice any effects. If the package amount is 100mg, then we should be allowed to try a 100mg product.	7/20/2023 4:15 PM
11	As far as sampling a product goes, I feel a small amount of infusion is all that is necessary to be able to sample the product with the infusion added in vs a non-infused version of it, being as the added cannabis flavors will change the overall flavor considerably.	7/20/2023 4:05 PM
12	100mg should be enough as some people have higher tolerances than others.	7/20/2023 2:44 PM
13	Education is key you have to know what you are selling.	7/20/2023 2:14 PM
14	We try these products out before our customers. With low dosing edibles we are unable to genuinely explain affects and intake control along with flavor and longevity of experience. Edibles have a different overall affect than smoking and 10mg really isn't noticeable to most users these days. We are forcing budtenders as to eat a lot of candy/sugar content for very low dosage.	7/20/2023 12:58 PM
15	I'm pretty sure there is a typo in these choices. The option I would like to select is "Not to exceed 100 mg"	7/20/2023 12:18 PM
16	Up to 100mg so effect can be ascertained more easily by those with a higher tolerance.	7/20/2023 12:13 PM
17	I feel like a sample should to 3-7 10mg pieces instead of 1	7/20/2023 12:12 PM
18	I can see a cap needs to be established while considering efficiency of the whole idea of sampling.	7/20/2023 12:10 PM
19	N/A.	7/20/2023 11:56 AM
20	It's already sold. The small "shot" beverages are 100 mg.	7/20/2023 10:34 AM
21	I chose more than 100mg, because 100mg isn't an option. We should always have the opportunity to try the product as it would be presented on the shelf to customers.	7/20/2023 10:30 AM
22	there should be no upper limit on what a person can buy. Cannabis cannot kill anyone and having more milligrams per package increases the value to the consumer. the only reason to limit dosage is to make the consumer pay more for packaging and higher tax rates.	7/19/2023 7:14 PM
23	The maximum limit of 10mg of THC per unit of a solid edible is too low based on how consumer preferences have shifted over the years. We've seen first hand an increase in consumers (both recreational and medical) over the years that have explained that 10mg of THC aren't effective for their needs. With 100mg of THC per unit available in both Oregon and Colorado, it makes sense for Washington explore that route as well. If 100mg of THC per unit of a solid edible is eventually allowed, than sample units should be the same.	7/19/2023 12:02 PM
24	10mg doesn't work for most people. No way to truly know what the product is going to be like.	7/19/2023 11:10 AM
25	I think it is necessary to bring back 100mg+ edibles. There should not be limits on potency, maybe there is a 3rd warning symbol you guys can make for "high dose consumables" to make it very clear but I think it is a thing that needs to return. Medical patients were promised access to the "same sorts of things" and there has never been a replacement for all the 75-100mg+ single solid consumables.	7/19/2023 10:48 AM
26	It should be the same as whatever the limit is on sellable units	7/19/2023 9:06 AM
27	10Mg is the legal limit to sell to customers, except for drinks. We should receive what we have to sell to the customer for an accurate assessment. But the packaging for sample should be	7/19/2023 8:17 AM

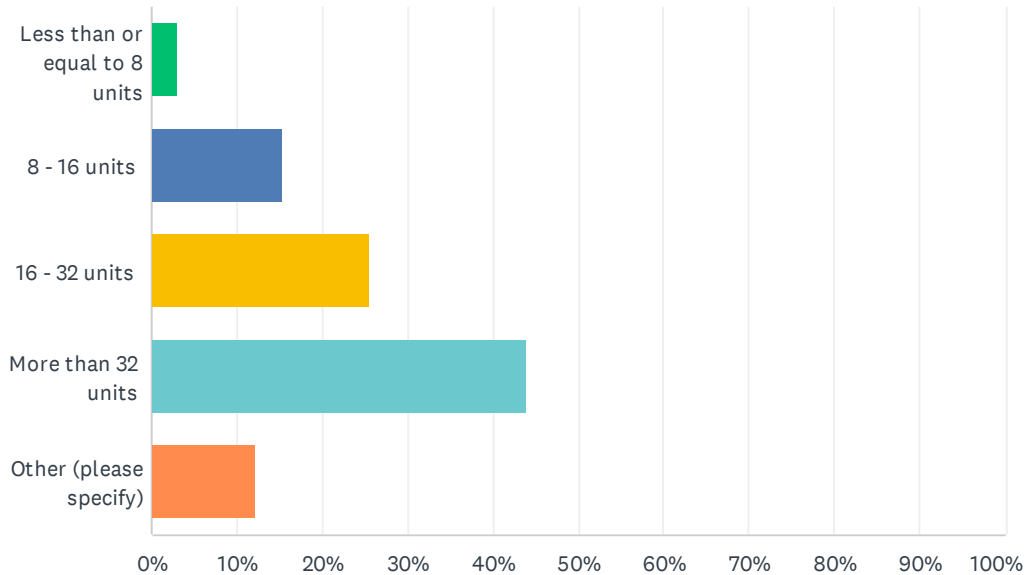
Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

totally different. The label is not enough.

28	most basic consumers will start with 10 mg but most consumers will take 20 - 30 or more so 50 seems to be enough based on on data.	7/18/2023 5:23 PM
29	100mg or more	7/18/2023 3:44 PM
30	Just enough to get a rough idea of what it would be like it they purchased it later down the road.	7/18/2023 2:07 PM
31	Should be able to samples the exact product that is being sold to the customer. If that is 100mg liquid edible than that should be the THC quantity per sample.	7/18/2023 2:01 PM
32	I think there are some people who have higher tolerances when it comes to edible consumption. If vendors were allowed to start producing edibles that are 50mg THC, it would be important for stores to sample that product. We would want to make sure we have someone who is experienced with edibles sample those types of products.	7/18/2023 1:58 PM
33	SShould be 100MG	7/18/2023 1:56 PM
34	Everyone has different tolerances I feel producers should be able to create lines with 2.5 up to 500mg	7/18/2023 1:47 PM
35	This is a really poorly worded question -- the logical answer is to allow the legal limit for a sales unit as a sample unit, which is 100mg. I don't actually want more than 100mg. I want 100mg. Processors shouldn't have to make special different units for sampling, it's ridiculous. (probably you have a typo, the second to last choice reads not to exceed 10mg when later on the liquid edible question that slot is 100mg)	7/18/2023 1:42 PM
36	The 10mg of thc is a serving for a newbie but more regular users need 30 to 50mg per serving due to tolerance.	7/18/2023 1:35 PM
37	I am putting 25, but I could see it at 50 too.	7/18/2023 1:32 PM
38	That's how we sell them to customers so I don't see a need for more potency than what we sell daily to customers.	7/18/2023 1:30 PM
39	A lot of employees, as regular cannabis users, cannot speak to the efficacy of a 10mg sample due to tolerance. I think increasing the amount for samples would help get better feedback on the effects of the product.	7/18/2023 1:28 PM
40	I don't think it should be more than 100mg, but I think it should be up to 100mg since that is the allowable amount for a retail edibles package.	7/18/2023 1:18 PM
41	For a seasoned user, they will require more than 10mg to properly test a product.	7/18/2023 1:13 PM
42	If a single edible is only 10mg then I think the sample should be the same, Unless the thc limit on a single edible raises.	7/18/2023 1:07 PM
43	25mg is typically the perfect dose for an experienced consumer to get an understanding of the product without needing a 100mg package. This would potentially save the farms some money on packaging, and of course create less waste which our industry needs to be better at!!	7/18/2023 12:57 PM
44	most users find 10 mg not enough	7/18/2023 12:40 PM
45	"Less than or equal to 10mg" and "not to exceed 10mg" are essentially the same answer. Similar to my opinion on useable marijuana samples, restrictions on size of samples should be an easier limit to establish in the edible space considering edibles are already regulated to 10mg, individually packaged pieces for the time being.	7/18/2023 12:40 PM
46	This is a little tricky though. If I'm given a single edible sample that is upwards of 100mg THC then it wouldn't give me a realistic idea of what their edibles for customers are like. That would be totally deceptive to consumers unless the edibles they were buying also had the same high concentration of THC.	7/18/2023 12:26 PM
47	Not to exceed 100mg is what I think it should be.	7/18/2023 12:11 PM
48	This should just be a sample limit, but still have larger doses available.	7/18/2023 11:58 AM
49	I think being able to feel the full effect would be more effective.	7/18/2023 11:42 AM

Q8 Which of the following should be the maximum limit of vendor sample units of solid edibles that a retailer may receive per calendar month:

Answered: 98 Skipped: 98



ANSWER CHOICES	RESPONSES	
Less than or equal to 8 units	3.06%	3
8 - 16 units	15.31%	15
16 - 32 units	25.51%	25
More than 32 units	43.88%	43
Other (please specify)	12.24%	12
TOTAL		98

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Allows all staff to try products rather than a select handful because we do not get enough samples	7/27/2023 1:44 PM
2	Companies with more employees- need more samples, to get a consensus on potential products.	7/27/2023 11:38 AM
3	Sample limitations are baseless and arbitrary regulation, serves as an excuse to increase enforcement budget, than actual regulatory policy designed to yield results of any kind	7/24/2023 1:47 PM
4	This amount seems to work for us as a store with 5 employees. For larger stores with more employees, probably more than 8 units would be more appropriate.	7/23/2023 4:29 PM
5	Staff sizes and low-dosage make gauging effectiveness difficult.	7/23/2023 11:29 AM
6	It should depend on how many employees they have that are involved in the purchasing decision. It should also take into account changes producers/processors make to the product. If a farm changes something major about their products, they should be allowed to re-sample a retailer.	7/23/2023 10:37 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

7	Processors have more variety now.	7/22/2023 5:37 AM
8	vendor samples should not be restricted, see above.	7/21/2023 9:34 AM
9	Similar to the flower question. Limiting the single delivery quantities will indirectly keep the monthly limits in check due to overhead incurred by dropping them off.	7/21/2023 8:47 AM
10	16-32 units is more than enough for our buying and store teams	7/20/2023 5:44 PM
11	Again, falling back on previous comment, I believe this should be self regulating, as companies still have overheads to worry about and employees to pay. I don't feel like these companies would sample out enough to both "Over-serve" or put themselves out of business.	7/20/2023 4:05 PM
12	That should be enough to cover each employee.	7/20/2023 2:44 PM
13	Everyone on staff should have access to the same educational samples.	7/20/2023 2:14 PM
14	I feel like these limits should vary according to the number of employees at the retail location.	7/20/2023 12:57 PM
15	Depending on number of employees or mg total.	7/20/2023 12:13 PM
16	Ideally enough for each budtender to get 5 pieces.	7/20/2023 12:12 PM
17	Seems like a reasonable number given the amount of companies offering this kind of service.	7/20/2023 12:10 PM
18	Again this really effects the large retailer stores with quadruple the budtenders/staff	7/20/2023 12:04 PM
19	Should depend on staffing levels for the retail store. Larger stores may have more dedicated personnel to assign to purchasing/feedback process.	7/20/2023 11:56 AM
20	24 employees, and you have 5 flavors to sample.	7/20/2023 10:34 AM
21	Again, with the low potency of edibles, and the high tolerance of many employees and purchasers, more than 32 units would be great so that people can experience the true, full effects of the edibles.	7/20/2023 10:30 AM
22	as many as would be beneficial for the businesses and individuals involved in the sale of said products. Any limitations set by the government in this case are there only for the the agency involved no individual or business benefits from these limitations	7/19/2023 7:14 PM
23	I don't believe there should be a limit on the amount of free vendor sample units of solid edibles that a retailer may receive per calendar month. All retailers operate their businesses differently, have different product procurement processes, and have varying quantities of product selection. It's unreasonable that a larger retailer offering hundreds of solid edibles must adhere to the same restrictions as a small retailer offering only a handful of solid edibles.	7/19/2023 12:02 PM
24	The sample amounts are too small to actually test the products properly. Also, it would help on all the packaging waste.	7/19/2023 11:10 AM
25	I think the limit should be tied to the number of employees in a shop, maybe a 2x or 2.5x sort of thing. I have 9 employees in my shop and I think anything from 18-27 would be a nice amount of samples to distribute so everyone could try a couple different things and give me good feedback.	7/19/2023 10:48 AM
26	Some people need more then 10mg to get results.	7/19/2023 9:56 AM
27	Enough for each employee doing sample sheets to try for a fair assessment.	7/19/2023 8:17 AM
28	Unlimited	7/19/2023 5:36 AM
29	Again, it depends on the size of the staff. We have a large staff so more is better as we will be able to provide samples to more of the staff.	7/18/2023 5:23 PM
30	Personally I'm not a fan of the single pieces. I like to see how they come packaged. They should be able to sample a standard package that we sell.	7/18/2023 4:19 PM
31	32 units would be 3 people getting one 10pk of edibles. that's only 3 reviews from users with an average high tolerance.	7/18/2023 3:44 PM
32	So more options could be made as to having g that product on the store shelf.	7/18/2023 2:07 PM
33	Because vendors have several product lines and options available, being able to sample	7/18/2023 1:58 PM

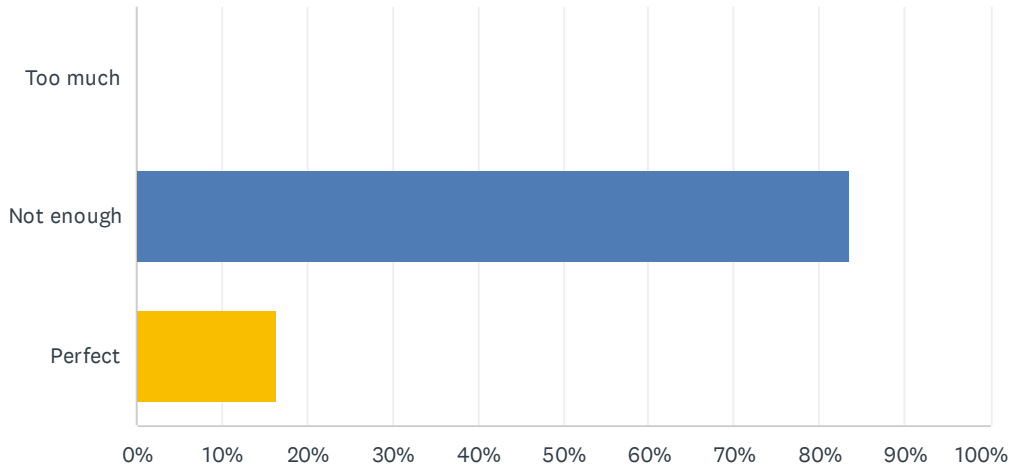
Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

multiple products is important!

34	Again the full product line must be taken into consideration, as in our opinion, 4 grams of Flower, 4 grams of Pre-Rolls, 4 grams of concentrates, 400 mg of Edibles, and 400 mg of beverage, would be a suggestion, this distribution matrix would provide balanced sample amount for 7 to 8 BudTenders to sample once per month, without providing an overall gram amount that would cause undo cost to Grower/Processor, but allow sufficient amount for the BudTenders to gain experience, or re-fresh experience, of the Grower/Processor's product(s) offering	7/18/2023 1:57 PM
35	Last longer and keeps the product fresh on the brain for better customer conversations.	7/18/2023 1:47 PM
36	I strongly advise setting a maximum dollar amount on an annual wholesale basis from any one given processor to any one given retailer. The multiple categories of types of products with different limits, and the multiple types of samples with different limits make it EXTREMELY hard for new licensees to comply with the rules and put any licensee that only makes products in one category at a serious disadvantage.	7/18/2023 1:42 PM
37	Due to variety or textures, flavors etc buyers need to try a wider range.	7/18/2023 1:35 PM
38	Same as flower...	7/18/2023 1:32 PM
39	Same reason as for the useable marijuana above, larger employers need more samples to get more accurate feedback.	7/18/2023 1:28 PM
40	Higher limits gives the vendor a chance to really show us their stuff, and our decision makers the opportunity to try more things in shorter amount of time.	7/18/2023 1:18 PM
41	8 grams dispersed among the employees, is not enough to properly test the product.	7/18/2023 1:13 PM
42	We usually have no more than 20 employees at a time and if we were able to provide those employees with samples since they provide us with feedback, we would love to be able to accept as many samples as we have employees.	7/18/2023 1:07 PM
43	We have more than ten employees per store that provide purchasing input.	7/18/2023 12:49 PM
44	same as above	7/18/2023 12:40 PM
45	The breadth of available vendors and products that any given retailer may not carry is constantly changing and to place a limit on Vendor Samples in any way presents an impediment to the expansion of the industry state-wide.	7/18/2023 12:40 PM
46	This comes back to the idea of 10mg thc not being enough for regular users. Ideally it would be nice to be able to distribute edible samples to my team so that each person gets about 3-5 units for them to get adequate effects from said samples.	7/18/2023 12:26 PM
47	Each of my locations have more than 20 employees, 8 grams is a joke.	7/18/2023 12:18 PM
48	8 - 16 full 100mg items should be sufficient	7/18/2023 12:11 PM
49	Some companies carry a lot of SKUs!	7/18/2023 12:00 PM
50	Same as above based of staff and business	7/18/2023 11:58 AM
51	Just to be able to provide enough to employees.	7/18/2023 11:58 AM

Q9 Do you think the maximum limit of eight vendor sample units of liquid edibles per month is:

Answered: 97 Skipped: 99



ANSWER CHOICES	RESPONSES	
Too much	0.00%	0
Not enough	83.51%	81
Perfect	16.49%	16
TOTAL		97

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	same as above	7/27/2023 1:44 PM
2	Same as above.	7/23/2023 11:29 AM
3	I don't believe there should be a limit on the number of sales/vendor samples a retailer can accept per month.	7/23/2023 10:37 AM
4	Need to try different flavors and types.	7/21/2023 9:55 PM
5	see above	7/21/2023 9:34 AM
6	See above question. Vendors will naturally not want to keep dropping samples off at the same location if the single delivery limit is reasonable.	7/21/2023 8:47 AM
7	It is not enough for me to get good feedback from my store teams.	7/20/2023 5:44 PM
8	Liquid edibles are unique due to the nature of how it's mixed and its ingredients. Enough so, that for a small shop like ours with 5 different possible purchasers, would like to be able to sample flavors together, but also, in different flavors before we decide to move forward to the purchase of a product, let alone a larger menu of liquid products.	7/20/2023 4:05 PM
9	Not enough for each employee.	7/20/2023 2:44 PM
10	Please see above.	7/20/2023 2:14 PM
11	Would like to share the goods with all employees, not just a selected few.	7/20/2023 12:58 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

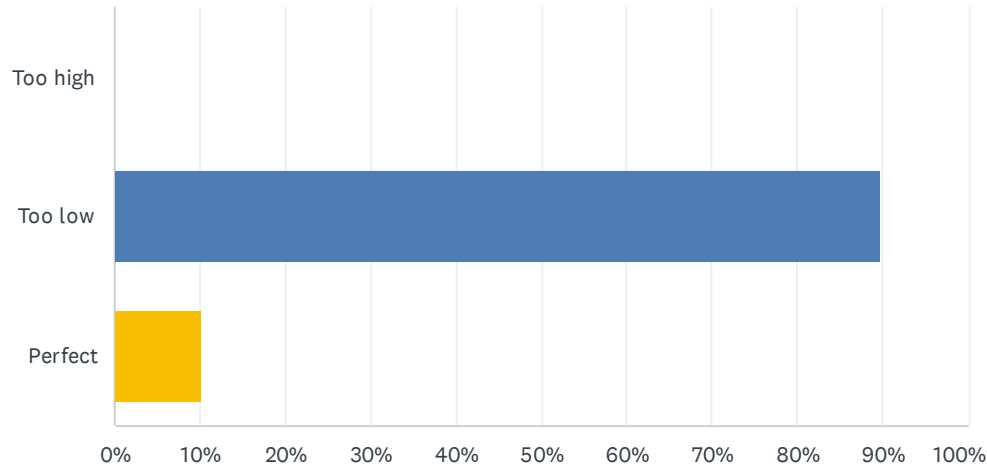
12	I feel like these limits should vary according to the number of employees at the retail location.	7/20/2023 12:57 PM
13	Perfect if the mg limit was increased to 100mg max.	7/20/2023 12:13 PM
14	Same as above. We need to be able to try as many products as it takes to get a good selection of products at an affordable price for our customers. Edibles are even more of a hit and miss category.	7/20/2023 12:10 PM
15	Again this really effects the large retailer stores with quadruple the budtenders/staff	7/20/2023 12:04 PM
16	N/A.	7/20/2023 11:56 AM
17	Because of the amount of employees that provide feedback, it would be nice for each staff member to get to try these products.	7/20/2023 10:30 AM
18	we cannot receive full packages of edibles from vendors. we are limited to 10 mg packages when the actual product contains 100mg. this is both costly and unnecessary	7/19/2023 7:14 PM
19	The current maximum limit of eight units of liquid edibles per month is extremely low, counterproductive, and has no economic rationale. With a retail store carrying hundreds of different types of liquid edibles, eight units total per month is nowhere near enough for even just one vendor. The current limit in place inhibits our business's ability to conduct proper due diligence on a company's product lines.	7/19/2023 12:02 PM
20	Most people need more than 10mg to get high, and with most of the shot style drinks, 10mg is a some negligible amount where you can barely even taste the product because the total 100mg product is 1.75 fl oz.	7/19/2023 10:48 AM
21	Again, it depends on the size of the staff. We have a large staff so more is better as we will be able to provide samples to more of the staff.	7/18/2023 5:23 PM
22	They should be able to sample all their flavors and product types.	7/18/2023 4:19 PM
23	Eight 10mg samples isn't even enough for one employee to sample for a full effect.	7/18/2023 3:44 PM
24	Again 10 to 15 to ensure the best opinions on having those products in out store	7/18/2023 2:07 PM
25	With the current 10mg limit it doesn't make sense for a processor to even give away samples as they have to create a whole new product.	7/18/2023 2:01 PM
26	I personally feel that in order to make an educated buying decision on any new product, there needs to be less restriction on the amount of samples provided. It is important to try a variety of products offered by a company before bringing them on as a new vendor.	7/18/2023 1:58 PM
27	The different liquid edible product type have to be taken into consideration in developing a matrix for sample distribution monthly. As long as the sample size permitted for the Processor to distribute was the same product package size offered, as usual product liquid edibles come in 100 mg packaging, with a gram equaling 1,000 mg, that would be 8 units of 100 mg each, which would provide up to 8 BudTenders able to test and experience either one unit each of a single liquid edible product, which would NOT in majority of Processors provide an overall experience of that Processor's product line. In effect NOT providing the opportunity of the Processor to expose the BudTenders experience of a Processor's full product and flavor offerings to promote their product. That being stated, the LCB could consider a sample matrix of 4 units of 100 mg each of each liquid edible product type to a Retailer each month, NOT each flavor. So if Processor offered 8 flavors of a Beverage then each month Processor would be able to provide 4 units of 4 flavors each month and then in 60 days have 8 flavors of beverage presented to BudTenders for experience gained of the Processor's product line of 8 flavors, or 12 flavors, and etc....., with the same for Tinctures, Syrups, Sauces, etc....	7/18/2023 1:57 PM
28	Everyone has different tolerances I feel producers should be able to create lines with 2.5 up to 500mg	7/18/2023 1:47 PM
29	Again, many edible companies have several formulations and several flavors.	7/18/2023 1:42 PM
30	Not enough to try favors or variety across the team.	7/18/2023 1:35 PM
31	Same as all the others...	7/18/2023 1:32 PM
32	One vendor will send me 8 units in an order, then I'm maxed out. There are so many more producer/processors, with these strict limits, we are not even scratching the surface of product out there to buy.	7/18/2023 1:30 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

33	Same as above	7/18/2023 1:28 PM
34	Higher limits gives the vendor a chance to really show us their stuff, and our decision makers the opportunity to try more things in shorter amount of time.	7/18/2023 1:18 PM
35	Have not received enough of liquid edibles to gauge.	7/18/2023 1:13 PM
36	We carry around 30 different vendors and although not every vendor provides samples, we would like to accept from the ones who do for multiple reasons. We would like to try a variety of product the vendors have to offer but with the limit we can only try from a few vendors a month. We also have just under 20 employees who we would want feedback from on new product since they are the ones who would be selling it and it gives them an opportunity to try product they might not have been able to. Since we do carry around 30 vendors and they all provide different strains and product so it's hard for the budtenders to try every product when we carry such a wide variety. The more the budtenders get to try the more efficient they are at their job.	7/18/2023 1:07 PM
37	whether its liquid or solid the limit should be the same for both category types of edibles.	7/18/2023 12:57 PM
38	Our team is approached by new vendors every month who want to drop off samples of new products hitting the market and limiting the amount we accept per employee to eight severely limits the success of new farms launching that need to get their product into peoples hands. With no limit on producer licenses compared to the 475 active retail licenses the percentage of farms that can get products out to retailers at the first of the month and beat each other out is going to be minuscule and only farms with large financial backings and resources will be able to compete.	7/18/2023 12:49 PM
39	The breadth of available vendors and products that any given retailer may not carry is constantly changing and to place a limit on Vendor Samples in any way presents an impediment to the expansion of the industry state-wide.	7/18/2023 12:40 PM
40	This ties back into the point of 10mg thc not being enough for regular users. 99% of the people who work in shops and receive samples are regular users.	7/18/2023 12:26 PM
41	Each of my locations have more than 20 employees, 8 grams is a joke.	7/18/2023 12:18 PM
42	Same as with solid edibles, 8 is not enough to accurately represent most brands	7/18/2023 12:11 PM
43	Not too much but more than the limit is now.	7/18/2023 11:58 AM
44	Liquid edibles category has fewer product options from processors at this time so 8 seems reasonable.	7/18/2023 11:50 AM

Q10 Do you think the maximum limit of 10 mg of THC per unit of a liquid edible is:

Answered: 97 Skipped: 99



ANSWER CHOICES	RESPONSES
Too high	0.00% 0
Too low	89.69% 87
Perfect	10.31% 10
TOTAL	97

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Liquid edibles should be able to exceed 100mg per bottle.	7/27/2023 1:44 PM
2	Same answer as solid edibles	7/27/2023 10:13 AM
3	The products come in 100 mg so should the samples	7/26/2023 11:21 AM
4	WSLCB as regulators are proud to display a willful ignorance, and gross misunderstanding of the scientific facts behind the very substance WSLCB has had over a decade to try and fairly regulate. This is the reason why all THC milligram limitations are baseless and arbitrary.	7/24/2023 1:47 PM
5	With all the 100mg "shot" size liquid edibles out there now, a 10 mg sample is not fully representational of what the final product will be like. I have yet to see a 10 mg capful sample. I've only seen 10 mg diluted sample versions of these shots.	7/23/2023 4:29 PM
6	There are currently many products that have higher levels than 10mg. These are preferred by those with medical needs.	7/23/2023 11:29 AM
7	Other states have much higher limits, and educate consumers on the benefits of different doses. Our market should focus on educating consumers so they can make effective choices for themselves on dosing. Those with higher tolerance are forced to spend a lot more in order to reach their desired effect, and subsequently, are consuming more sugar which can inadvertently cause negative health effects. If we increased that limit, lower tolerance consumers could simply consume less without any negative impacts on themselves, the retailers or producers.	7/23/2023 10:37 AM
8	I hear from customers that it's costing them too much to gain sufficient benefits as they're	7/22/2023 5:37 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

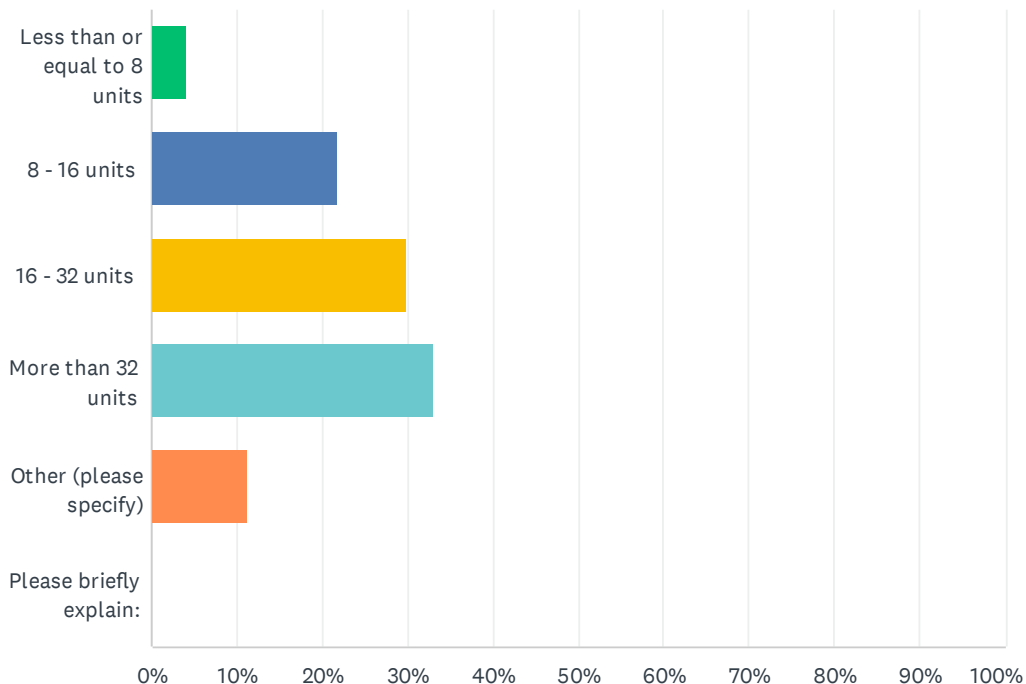
	needing to use more.	
9	25 to 100 mg are commonly sold doses, some individuals who test product have high tolerance.	7/21/2023 9:55 PM
10	liquids coming in bottles of 100mg with 10 doses works very well	7/21/2023 9:34 AM
11	Same reasoning as question #6.	7/21/2023 8:47 AM
12	I know my store teams would prefer to receive 100mg samples of beverages, but I believe a vendor sample should contain one single serving of the finished product. Although, this does get tricky with tinctures.	7/20/2023 5:44 PM
13	Many people need much more than a 10mg dose to notice any effects. If the package amount is 100mg, then we should be allowed to try a 100mg product.	7/20/2023 4:15 PM
14	Same in the liquid edible field as i've described in the solid edible category, this is completely person to person, and most know their limits. Where some people stick to 5mg because it's a perfect amount for them, while 50+mg is an unnoticeable amount to some people.	7/20/2023 4:05 PM
15	Avid users like budtenders, have a very high tolerance and 10mg is definitely not enough.	7/20/2023 2:44 PM
16	Just creating more garbage by making companies create dose caps, and other measuring units to add to their bottle sand seals. People drink more than one to get what the desired effect = more garbage	7/20/2023 2:14 PM
17	That is not a honest take away of the product. 10mg infused beverages are so diluted, they taste nothing like the 100mg and we need to be able to experience the product the same way the customers would. We are the front and education to the customer of all products carried in the state, we need to give them accurate feedback and advice.	7/20/2023 12:58 PM
18	For most people simply the 10mg of THC is ineffective. Also, with shots becoming the most efficient, this dosage limit makes them impossible to reasonably sample.	7/20/2023 12:57 PM
19	Same as solid edible answer.	7/20/2023 12:13 PM
20	Almost all drinks are 100mg - due to samples only being 10 you will not get the correct flavor or experience from getting a tenth of the thc	7/20/2023 12:12 PM
21	The people trying these products are guessing on the qualifying feeling because due to our job our tolerance is higher than that.	7/20/2023 12:10 PM
22	Liquid edibles like drinks - You can not 100% effectively sample a 100mg drink in a 10mg form. The taste will change along with the effect. Its almost impossible to properly sample a drink with the current limits	7/20/2023 12:04 PM
23	N/A.	7/20/2023 11:56 AM
24	There are already 100 mg beverages on the market.	7/20/2023 10:34 AM
25	So that people can experience the true, full effects of the edibles.	7/20/2023 10:30 AM
26	Up to 100mg	7/20/2023 9:09 AM
27	see above response. edible dosage is a fallacy. it is rooted in prohibition and should be eliminated entirely	7/19/2023 7:14 PM
28	The maximum limit of 10mg of THC per unit of a liquid edible is too low based on how consumer preferences have shifted over the years. We've seen first hand an increase in consumers (both recreational and medical) over the years that have explained that 10mg of THC aren't effective for their needs. With 100mg of THC per unit available in both Oregon and Colorado, it makes sense for Washington explore that route as well.	7/19/2023 12:02 PM
29	No one wants to drink an entire bottle of something for just 10mg. The usual customer wants 100mg or more.	7/19/2023 11:10 AM
30	The 100mg drinks taste different than the 10mg drinks. Its really tough to buy 100mg drinks when you can't really try them. Most vendors will just send out full drinks that say they are 10mg now if I ask because everyone quietly agrees the rule here is counter productive.	7/19/2023 10:48 AM
31	Many drinks come in 100mg bottles. We should receive the same product that we would sell to a customer only in different packaging with sample, not for sale written all over it.	7/19/2023 8:17 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

32	Again, it depends on the size of the staff but 10 mg is not enough for an opinion to be qualified. We have a large staff so more is better as we will be able to provide samples to more of the staff.	7/18/2023 5:23 PM
33	not enough for one employee to sample for a full effect.	7/18/2023 3:44 PM
34	I think if a product is going to be sold with more than 10mg thc in the container, it is important to sample that product as it will be sold. So if it is 100mg THC per container, then I think the sample should be the actual product and not just fraction of it. The flavor and consistency play a huge role in liquid edibles. Those things change when there is more or less thc present.	7/18/2023 1:58 PM
35	Same as item 9. above	7/18/2023 1:57 PM
36	It's already at 100mg per liquid edible.	7/18/2023 1:56 PM
37	Everyone has different tolerances I feel producers should be able to create lines with 2.5 up to 500mg	7/18/2023 1:47 PM
38	Many liquid edibles are only made in 100mg THC units for sale and the processor should be able to give those units to retailers as samples.	7/18/2023 1:42 PM
39	500mg is a good amount.	7/18/2023 1:35 PM
40	Same as above...	7/18/2023 1:32 PM
41	We should receive samples the same way customers receive them at purchase.	7/18/2023 1:30 PM
42	At this point, for people who regularly consume THC, especially those who work in this industry, 10mg doesn't even effect them. Therefore you can't really make a good decision on the potency of a product, if you'd naturally consume more units as a customer.	7/18/2023 1:18 PM
43	8 grams dispersed among the employees, is not enough to properly test the product.	7/18/2023 1:13 PM
44	We try samples to see if we would like to carry that product in our shop. If the original product is 100mg but we receive a 10mg sample then that is not an accurate representation of the product we would be selling in the shop. If there is less THC it could affect the taste as well as the high, as budtenders usually have a higher tolerance to edibles.	7/18/2023 1:07 PM
45	I see the benefit in limiting the serving size, although I will say flavor of product changes QUITE drastically when there is more thc per serving, so being able to get representative samples of the products we sell would be helpful for customer recommendations.	7/18/2023 12:49 PM
46	A 10mg THC limit on liquid edible samples precludes the existence of vendor samples of the majority of liquid edible products available state-wide. The vast majority of liquid edible products currently available are only available in 100mg THC per unit.	7/18/2023 12:40 PM
47	Until we change the laws allowing higher mg of thc, our samples need to have the same amount of thc as the products that customers are buying.	7/18/2023 12:26 PM
48	It should be 100 mg just like Oregon.	7/18/2023 12:18 PM
49	Same as above	7/18/2023 12:17 PM
50	They need to be able to sample the actual product they sell, not a 10mg version of said product.	7/18/2023 12:11 PM
51	People with higher tolerances should be able to find higher dosages a well. Especially medical consumers.	7/18/2023 11:58 AM
52	There are beverages with 100mg on the market, so 10mg does not allow the sampler to get the true effect.	7/18/2023 11:57 AM

Q11 Which of the following should be the maximum limit of vendor sample units of liquid edibles that a processor may provide to any one retailer per calendar month:

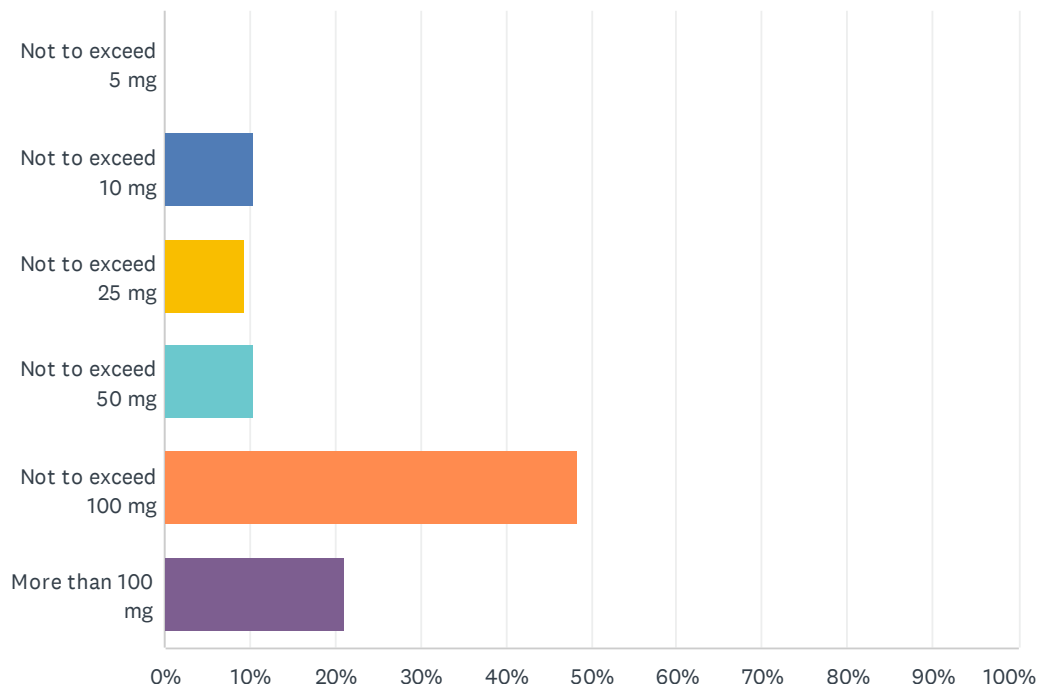
Answered: 97 Skipped: 99



ANSWER CHOICES	RESPONSES
Less than or equal to 8 units	4.12% 4
8 - 16 units	21.65% 21
16 - 32 units	29.90% 29
More than 32 units	32.99% 32
Other (please specify)	11.34% 11
Please briefly explain:	0.00% 0
TOTAL	97

Q12 Which of the following should be the maximum limit on the amount of THC that may be in a single vendor sample unit of a liquid edible?

Answered: 95 Skipped: 101



ANSWER CHOICES	RESPONSES
Not to exceed 5 mg	0.00% 0
Not to exceed 10 mg	10.53% 10
Not to exceed 25 mg	9.47% 9
Not to exceed 50 mg	10.53% 10
Not to exceed 100 mg	48.42% 46
More than 100 mg	21.05% 20
TOTAL	95

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Would like to see larger dose liquids	7/27/2023 1:44 PM
2	its better to explain to customers if we bring on the product how the true effects were and not just a 10mg	7/26/2023 11:21 AM
3	It seems the WSLCB as regulators are proud to display a disheartening willful ignorance, and gross misunderstanding of the scientific facts behind the very substance WSLCB has had over a decade to try and fairly regulate. This is the main reason why all THC milligram limitations are baseless and arbitrary.	7/24/2023 1:47 PM
4	I think that would make it easier to gauge product effectiveness.	7/23/2023 11:29 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

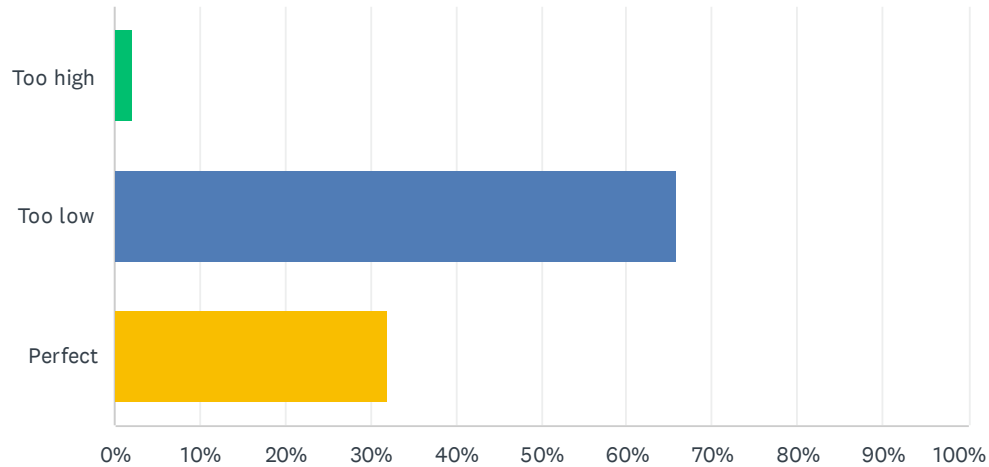
5	Whatever would be in the dose we'd sell. It is difficult to speak on the effects of a product to the customer without a clear understanding of the experience it creates.	7/23/2023 10:37 AM
6	The question isn't asked correctly for the way vendors supply liquid samples.	7/22/2023 5:37 AM
7	Same answer as #10, tolerance of testers vary!	7/21/2023 9:55 PM
8	same rules as products. samples should be only subject to legal maximums of product. The vendor should have a choice in the size of the samples they send out	7/21/2023 9:34 AM
9	The option for a free market to evolve into higher doses (as long as they're labeled clearly) should be available if consumer demand is there. This sort of currently exists, as many customers buy 100mg bottles with the intent of not drinking single servings.	7/21/2023 8:47 AM
10	Vendor samples should be single servings.	7/20/2023 5:44 PM
11	Many people need much more than a 10mg dose to notice any effects. If the package amount is 100mg, then we should be allowed to try a 100mg product.	7/20/2023 4:15 PM
12	I will fall back to previous comment on this, as being a "sample", the mg doesn't really matter as much as it just being infused in general.	7/20/2023 4:05 PM
13	Same response as solid edible	7/20/2023 2:14 PM
14	A sample should be as it is presented to the customer so you can sample the experience as a whole.	7/20/2023 12:57 PM
15	It should be the same potency of the final product so that the flavor and effect can be reviewed accurately.	7/20/2023 12:18 PM
16	Like stated above the flavor and consistency will be different if its way less thc	7/20/2023 12:12 PM
17	I can see a cap needs to be established while considering efficiency of the whole idea of sampling.	7/20/2023 12:10 PM
18	100mg or whatever milligram the product actually is. It would be like sampling flower with a fraction of the THC impossible	7/20/2023 12:04 PM
19	N/A.	7/20/2023 11:56 AM
20	So that people can experience the true, full effects of the edibles.	7/20/2023 10:30 AM
21	there should be no limitation on milligram dosage for any product.	7/19/2023 7:14 PM
22	The maximum limit of 10mg of THC per unit of a liquid edible is too low based on how consumer preferences have shifted over the years. We've seen first hand an increase in consumers (both recreational and medical) over the years that have explained that 10mg of THC aren't effective for their needs. With 100mg of THC per unit available in both Oregon and Colorado, it makes sense for Washington explore that route as well. If 100mg of THC per unit of a solid edible is eventually allowed, than sample units should be the same.	7/19/2023 12:02 PM
23	Treat cannabis how you treat alcohol. People have mostly learned how to consume it safely. Allow a niche for people who have massive tolerances. In the medical shops there were edibles up to 1000mg and no one died, I wish we could say the same about liquor.	7/19/2023 10:48 AM
24	It should be the same as whatever the limit is on sellable units	7/19/2023 9:06 AM
25	This is what we sell to the cusotmer so it shoudl match what we sell.	7/19/2023 8:17 AM
26	100mg is the size of the actual product being sold	7/18/2023 3:44 PM
27	Just enough to get an idea of what it will do.	7/18/2023 2:07 PM
28	Unless the laws change surrounding the maximum amount of THC allowed in single product, I think the THC should not exceed 100mg THC.	7/18/2023 1:58 PM
29	Keep the total THC at the 100 mg sample size, which is the same total THC allowed by LCB, WAC, & RCWs, in an approved liquid edible product currently, which provide an adequate experience to form opinions to educate	7/18/2023 1:57 PM
30	different tolerances for different people.	7/18/2023 1:47 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

31	Note that above on question 11 you guys have "Please briefly explain" as a radio button choice, when you probably want a text box. I'll state again that I think you guys should move to a total \$\$ amount based on wholesale values, and stop dealing with categories and types completely.	7/18/2023 1:42 PM
32	That would be 1/5th of 500 mg	7/18/2023 1:35 PM
33	Doesn't matter, you already allow 100mg beverages. Which seems like discrimination towards the solid edible vendors... why?	7/18/2023 1:32 PM
34	Same as the potency question for solid edibles.	7/18/2023 1:28 PM
35	I don't think it should be more than 100mg, but I think it should be up to 100mg since that is the allowable amount for a retail edibles package.	7/18/2023 1:18 PM
36	8 grams dispersed among the employees, is not enough to properly test the product.	7/18/2023 1:13 PM
37	If the limit to a liquid edible is 100mg I think samples should be the same because if we plan to be selling this product we want a sample as close to that product as possible.	7/18/2023 1:07 PM
38	A 10mg THC limit on liquid edible samples precludes the existence of vendor samples of the majority of liquid edible products available state-wide. The vast majority of liquid edible products currently available are only available in 100mg THC per unit.	7/18/2023 12:40 PM
39	Not to exceed 100mg thc should be fine, cbd should still be irrelevant	7/18/2023 12:11 PM

Q13 Do you think the maximum limit of eight vendor sample units of topical cannabis products per month is:

Answered: 97 Skipped: 99



ANSWER CHOICES	RESPONSES
Too high	2.06% 2
Too low	65.98% 64
Perfect	31.96% 31
TOTAL	97

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	It is a popular product and all employees should be able to explain how it works to customers.	7/27/2023 1:44 PM
2	Tropicals are non-psychoactive. Therefore, the limit is arbitrary, and unnecessary.	7/27/2023 11:38 AM
3	It seems the WSLCB as regulators are proud to display a disheartening willful ignorance, and gross misunderstanding of the scientific facts behind the very substance WSLCB has had over a decade to try and fairly regulate. This is the main reason why all THC milligram limitations are baseless and arbitrary.	7/24/2023 1:47 PM
4	Limiting the ability to test a product on an injury for more than one or two days.	7/23/2023 11:29 AM
5	This is too vague. What does "units" refer to? Samples should be based on the employees involved in the decision making process by store. It should also take into account changes producers/processors make to the product. If a farm changes something major about their products, they should be allowed to re-sample a retailer.	7/23/2023 10:37 AM
6	Many types of tropicals and varieties, need to try all products	7/21/2023 9:55 PM
7	Topicals have no purchase limits; neither should the samples	7/21/2023 9:34 AM
8	You cannot get high off of topicals, so treating them as something that needs to be regulated as much as the psychoactive products doesn't make sense.	7/21/2023 8:47 AM
9	It is not enough for me to get good feedback from my store teams.	7/20/2023 5:44 PM
10	Topicals are more of a "lasting" sample, as in a little goes a long way, and I feel topical samples tend to not be used up in a single test of the product to just sample it's feel and	7/20/2023 4:05 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

	effect.	
11	Again people need to know what the product does, how it smells, how it feels. Each person needs access without having to buy it themselves	7/20/2023 2:14 PM
12	Should be based on number of employees receiving samples.	7/20/2023 12:13 PM
13	I feel like topicals are less sought after but it would be nice to get a couple more so my budtenders would actually try it more	7/20/2023 12:12 PM
14	Same as above. We need to be able to try as many products as it takes to get a good selection of products at an affordable price for our customers.	7/20/2023 12:10 PM
15	Again this really effects the large retailer stores with quadruple the budtenders/staff. Farms need their products sampled now more then ever!!	7/20/2023 12:04 PM
16	N/A.	7/20/2023 11:56 AM
17	So that people can experience the true, full effects of these topicals, especially being that they are non-psychoactive in nature.	7/20/2023 10:30 AM
18	topicals have no need for limitations. nobody uses them in large quantities and there use offers no impairment	7/19/2023 7:14 PM
19	I don't believe there should be a limit on the amount of free vendor sample units of topical cannabis products that a retailer may receive per calendar month. All retailers operate their businesses differently, have different product procurement processes, and have varying quantities of product selection. It's unreasonable that a larger retailer offering hundreds of solid edibles must adhere to the same restrictions as a small retailer offering only a handful of solid edibles.	7/19/2023 12:02 PM
20	8 is plenty for topicals.	7/19/2023 10:48 AM
21	once again, staffing is key. For a vendor, the more people can speak first hand about the products is best. Staff likes to speak about what they know.	7/18/2023 5:23 PM
22	I personally feel that in order to make an educated buying decision on any new product, there needs to be less restriction on the amount of samples provided. It is important to try a variety of products offered by a company before bringing them on as a new vendor.	7/18/2023 1:58 PM
23	Currently in my opinion there are approximately 10 different topical cannabis product types offered, and permitting 8 samples of what ever gram or milligram strength per product container would be sufficient for a BudTender to experience to form opinion of benefits, But should a larger number of topical products be permitted by LCB then number of samples should be considered to increase the monthly sample matrix	7/18/2023 1:57 PM
24	Not enough producer processors of these products so we do not see a lot of these samples.	7/18/2023 1:47 PM
25	Topicals are really hard to assess and if I could give samples to four or five different people, that would help with our evaluation. Again, I think you guys should move to a total \$\$ amount based on wholesale values and stop dealing with types and categories completely.	7/18/2023 1:42 PM
26	Same as all the rest...	7/18/2023 1:32 PM
27	I have never received more than 8 units of a topical in a month so I don't see a need to increase this category	7/18/2023 1:30 PM
28	Same reason as stated previously	7/18/2023 1:28 PM
29	Higher limits gives the vendor a chance to really show us their stuff, and our decision makers the opportunity to try more things in shorter amount of time.	7/18/2023 1:18 PM
30	Although we do not get as many topical samples we do have 20 employees that would provide feedback so being allowed to accept one per budtender would be ideal.	7/18/2023 1:07 PM
31	not a lot of these available on the market so this limit seems appropriate	7/18/2023 12:57 PM
32	We hardly receive samples of this variety and it will go unused. Would rather see the concentrates limit redistributed as we sell that category the most.	7/18/2023 12:49 PM
33	The breadth of available vendors and products that any given retailer may not carry is constantly changing and to place a limit on Vendor Samples in any way presents an	7/18/2023 12:40 PM

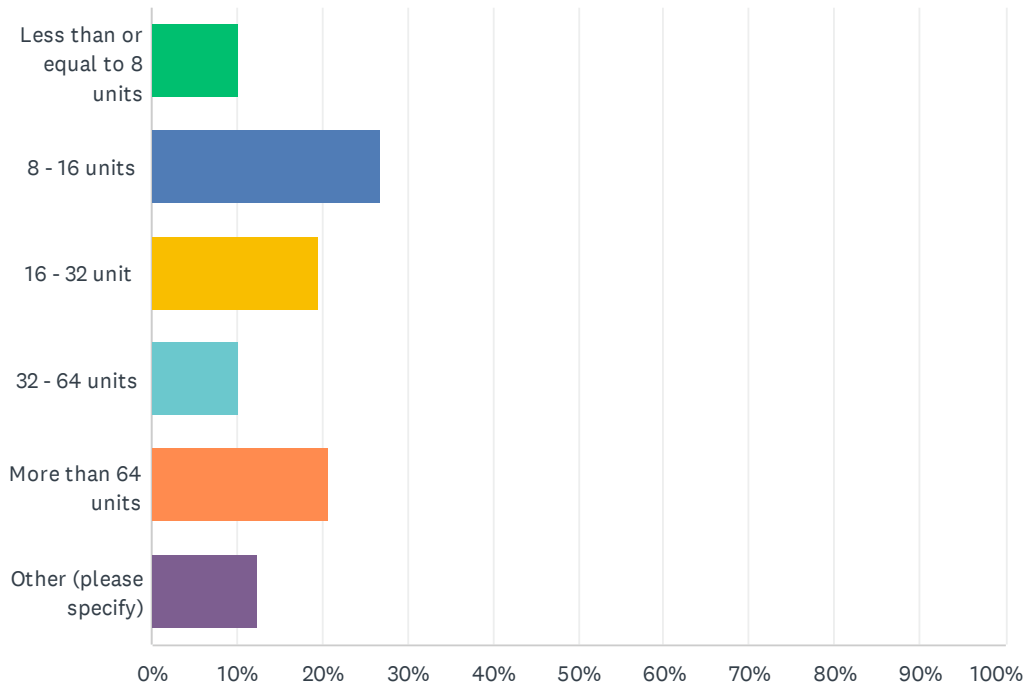
Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

impediment to the expansion of the industry state-wide.

34	8 topicals is plenty. Most processes don't have more than 2 or 3 topicals anyway	7/18/2023 12:11 PM
35	Just making it more available to the employees.	7/18/2023 11:58 AM
36	This category has such a wide range of products that 8 doesn't allow enough samples to properly educate the store employees about the full range of options.	7/18/2023 11:50 AM

Q14 Which of the following should be the maximum limit on the amount of free vendor samples of topical cannabis-infused products that a processor may provide any one retailer per calendar month?

Answered: 97 Skipped: 99



ANSWER CHOICES	RESPONSES
Less than or equal to 8 units	10.31% 10
8 - 16 units	26.80% 26
16 - 32 unit	19.59% 19
32 - 64 units	10.31% 10
More than 64 units	20.62% 20
Other (please specify)	12.37% 12
TOTAL	97

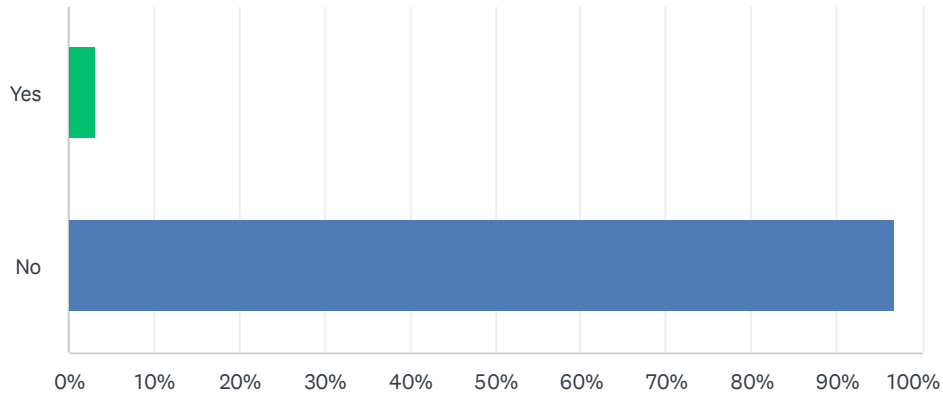
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Tropicals should be unlimited.	7/27/2023 11:38 AM
2	Beuase it's a topical... why would it matter how many samples go out?	7/25/2023 4:08 PM
3	I cannot see the downside of retail staff using topicals to treat injuries/pain.	7/23/2023 11:29 AM
4	It should depend on how many employees they have that are involved in the purchasing decision.	7/23/2023 10:37 AM
5	Need to be able to research all vendir products.	7/21/2023 9:55 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

6	see above	7/21/2023 9:34 AM
7	As many as the vendor is willing to lose for the sake of establishing a sale.	7/21/2023 8:47 AM
8	16-32 units is more than enough for our buying and store teams	7/20/2023 5:44 PM
9	I feel the 8 - 16 is fair enough for topicals for the reasons previously commented.	7/20/2023 4:05 PM
10	You can't eat it. It wont get you high - why are you limiting lotion?	7/20/2023 2:14 PM
11	These limits should vary according to the number of employees at the retail location.	7/20/2023 12:57 PM
12	Depends on number of employees with sampling privileges.	7/20/2023 12:13 PM
13	Should depend on the size of the retail operation. Larger stores may have more dedicated personnel.	7/20/2023 11:56 AM
14	I don't see a need for a limit, as this product is non-psychoactive, outside of transdermal products.	7/20/2023 10:30 AM
15	as many as are needed to negotiate a sale or offer the entire product range from a producer. anything else is a limitation on the free exercise of private business and is un needed	7/19/2023 7:14 PM
16	I don't believe there should be a limit on the amount of free vendor sample units of topical cannabis products that a retailer may receive per calendar month. All retailers operate their businesses differently, have different product procurement processes, and have varying quantities of product selection. It's unreasonable that a larger retailer offering hundreds of solid edibles must adhere to the same restrictions as a small retailer offering only a handful of solid edibles.	7/19/2023 12:02 PM
17	I think 8 is a good number, it doesn't take a lot to decide if a topical is good or bad.	7/19/2023 10:48 AM
18	As much as is needed for a fair sampling. Again put it in different packaging and make sure it is clearly labeled as a sample	7/19/2023 8:17 AM
19	I don't think there should be a limit on topicals	7/18/2023 4:19 PM
20	They should be allowed to give as much as they want but at least 20.	7/18/2023 2:07 PM
21	As stated in item 13. above	7/18/2023 1:57 PM
22	The more the better	7/18/2023 1:47 PM
23	I strongly advise setting a maximum dollar amount on an annual wholesale basis from any one given processor to any one given retailer. The multiple categories of types of products with different limits, and the multiple types of samples with different limits make it EXTREMELY hard for new licensees to comply with the rules and put any licensee that only makes products in one category at a serious disadvantage.	7/18/2023 1:42 PM
24	Same as above...	7/18/2023 1:32 PM
25	Higher limits gives the vendor a chance to really show us their stuff, and our decision makers the opportunity to try more things in shorter amount of time.	7/18/2023 1:18 PM
26	We usually have no more than 20 employees at a time and if we were able to provide those employees with samples since they provide us with feedback, we would love to be able to accept as many samples as we have employees.	7/18/2023 1:07 PM
27	The breadth of available vendors and products that any given retailer may not carry is constantly changing and to place a limit on Vendor Samples in any way presents an impediment to the expansion of the industry state-wide.	7/18/2023 12:40 PM
28	They're just topicals	7/18/2023 12:11 PM

Q15 Should a maximum limit on the amount of THC that may be in a single unit of a topical cannabis-infused products be established?

Answered: 95 Skipped: 101



ANSWER CHOICES	RESPONSES	
Yes	3.16%	3
No	96.84%	92
TOTAL		95

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	It doesn't even get you high	7/27/2023 10:13 AM
2	There are different types of pain and muscle pain that some patients need more then others	7/26/2023 11:21 AM
3	It's a topical.. Why should the amount of thc in it matter?	7/25/2023 4:08 PM
4	These products are almost exclusively non-transdermal.	7/23/2023 11:29 AM
5	If we create a market where budtenders can truly educate consumers on the right dose for them, we can give the power back to consumers and reduce the fear and misconceptions the world at large still has about cannabis.	7/23/2023 10:37 AM
6	Does not pass the blood barrier and higher levels can really help patients, I am Medically endorsed.	7/21/2023 9:55 PM
7	strong topicals keep people from needing opiates for pain.	7/21/2023 9:34 AM
8	Unless it is something with transdermal technology to impair the consumer.	7/21/2023 8:47 AM
9	Topicals are not consumed orally. There should not be a cannabinoid limit on vendor samples, as it could alter the efficacy of the finished product, rendering it useless as a "sample".	7/20/2023 5:44 PM
10	Topical use does not produce psychoactive effects, therefore there should not be a limit to THC content within these products.	7/20/2023 4:15 PM
11	Topicals shouldn't have limits due to the fact they are used particularly to apply to the exterior, and the breakdown through the epidermis allows for pain relief while not allowing for intoxicating effect due to that breakdown.	7/20/2023 4:05 PM
12	Please do not - people need this and it is clear no one making these rules and regulations has any direct experience	7/20/2023 2:14 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

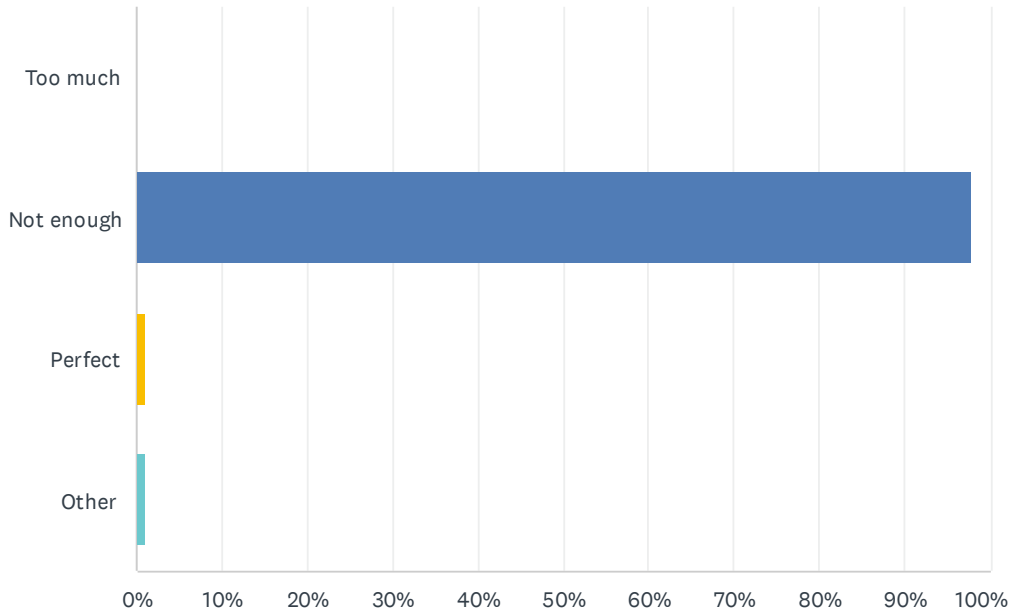
13	No one is eating lotion. You could make it 100,00mg and it wouldn't matter. topicals are not consumption so why limit the potency?	7/20/2023 12:58 PM
14	I feel there is no need to regulate such a limit because this product is never psychoactive and only has positive benefits at a high THC content.	7/20/2023 12:57 PM
15	Because these products rarely penetrate the blood/brain barrier, Higher dosages do not result in greater high. It may, however, have an increased medicinal benefit.	7/20/2023 12:18 PM
16	It isn't psychoactive so it shouldn't matter. Higher mg equals increased effectiveness.	7/20/2023 12:13 PM
17	you dont get high from topicals.	7/20/2023 12:12 PM
18	Its for pain relief not to get high.	7/20/2023 12:10 PM
19	You must be able to properly sample a topical and if it isn't the actual THC or CBD the topical sample is useless	7/20/2023 12:04 PM
20	N/A.	7/20/2023 11:56 AM
21	No. If anything, transdermals should be categorized on their own due to their psychoactive capabilities.	7/20/2023 10:30 AM
22	thc and other cannabinoids do not offer impairment through topical uses. cannabinoid molecules are too large to pass the blood skin barrier without a strong transdermal chemical to open up the blood skin barrier	7/19/2023 7:14 PM
23	Customers who purchase topical cannabis-infused products use so for topical relief, not to get high. I don't understand why there should be a limit on THC content.	7/19/2023 12:02 PM
24	The high levels of thc and cbd are crucial to patients topical relief.	7/19/2023 11:10 AM
25	We need less regulation not more.	7/19/2023 10:48 AM
26	It should match what we sell to the customer.	7/19/2023 8:17 AM
27	There is a point of diminishing returns. I don't know what it is but a limit which maximizes the benefit of the product is what makes sense to me.	7/18/2023 5:23 PM
28	Absolutely not! Topicals work great for elderly patients that do not want to consume it. It helps so many people. the higher THC content has worked wonders for my chronic back pain.	7/18/2023 4:19 PM
29	No one is eating sticks of Dragon Balm	7/18/2023 3:44 PM
30	I feel if it is topical skies the limits.	7/18/2023 2:07 PM
31	This needs to be based on the products available to be sampled. Do not require processors to create a new product in order to samples it. It makes it more difficult for the purchasing agent to determine the quality of the product.	7/18/2023 2:01 PM
32	because these products are applied topically, they do not produce a psychoactive effect and therefore, should not have a restriction.	7/18/2023 1:58 PM
33	The cost to the Processor will limit the THC %, as well as the Market place will limit the amount \$\$ that the Customer will be willing to expend. In my experience a 1/2 to full gram of THC in a topical cannabis product will be the maximum that would reach the of balance between offering and acceptance of price per product	7/18/2023 1:57 PM
34	No need as it causes no harm being applied as a topical.	7/18/2023 1:47 PM
35	I think any unit that can be sold at retail should be able to be sampled without alteration.	7/18/2023 1:42 PM
36	It is non-psychoactive, why are you trying to regulate it anyway? Who cares, you cant get high...	7/18/2023 1:32 PM
37	We should have it be the same as the customer at purchase to fully try and understand the product.	7/18/2023 1:30 PM
38	Since topicals generally don't produce psychoactive effects limiting it seems to be unnecessary.	7/18/2023 1:28 PM
39	Do not believe that to be a necessary step.	7/18/2023 1:13 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

40	There are many different topicals on the market with varying numbers of THC and CBD. In order to get an accurate representation of the product we could potentially be selling, I think it should not limit the THC.	7/18/2023 1:07 PM
41	Would not be intoxicating so I see no point.	7/18/2023 12:49 PM
42	it is not consumed	7/18/2023 12:40 PM
43	In the way that topical products are allowed to exist in the Washington cannabis market, a maximum limit would preclude the existence of productive Vendor Samples of many topical products.	7/18/2023 12:40 PM
44	You don't get high whatsoever by absorbing thc or cbd through your skin. No reason to enforce a limit unless youre trying to crack down on companies making those MCT oil vials that are marketed as topicals	7/18/2023 12:26 PM
45	No one buys topicals to get high	7/18/2023 12:11 PM
46	There's still more information to be found and studied on applying larger dosages.	7/18/2023 11:58 AM
47	Given that thc applied topically doesn't cause a psychoactive reaction, it shouldn't be necessary to impose limits at this time.	7/18/2023 11:50 AM

Q16 Do you think the maximum vendor sample limit of two units of cannabis concentrates, not to exceed 0.25 g/unit, per calendar month is:

Answered: 98 Skipped: 98



ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	97.96% 96
Perfect	1.02% 1
Other	1.02% 1
TOTAL	98

#	OTHER (PLEASE SPECIFY)	DATE
1	Not enough to let staff try products, only a select few.	7/27/2023 1:44 PM
2	Most of us budtenders need more than just a couple small dabs to really get a feel for the strain and effects. I personally have 3 different ways of taking concentrates and each one has a vastly different experience.	7/27/2023 10:13 AM
3	you cant even really try the product and get the full experience from .25	7/26/2023 11:21 AM
4	More than 2 units of concentrate would allow for more employees to try them and share their experiences of using the product. Also, the .25g limit seems perfect for dabs, hash, and vape carts, but is too limiting for infused pre-rolls that often come in .5g-1g sizes.	7/23/2023 4:29 PM
5	The market has evolved and many prefer concentrates over other products.	7/23/2023 11:29 AM
6	This limit causes farms to have to give out samples so small, they are almost meaningless. A larger allowance would give producers the opportunity to not only reach more retailers with samples, but also give those retailers the ability to have a more engaged and meaningful experience with the sample.	7/23/2023 10:37 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

7	Need more variety and samples to determine product validity for ordering.	7/21/2023 9:55 PM
8	concentrates are wildly popular, diverse, and often expensive. Budtenders should know what they're selling	7/21/2023 9:34 AM
9	This is simply wasteful for packaging and does not provide enough data. There is no reason that a concentrate sample cannot be 1g, and 2 units is nowhere near enough for vendors to offer their lineup.	7/21/2023 8:47 AM
10	It is not enough for me to get good feedback from my store teams. Also, "concentrates" as a product category has grown considerably.	7/20/2023 5:44 PM
11	The low-vendor sample limits greatly limit the amount of sampling opportunities that assist in making purchasing decisions. Stores typically have at least 20 employees and it limits the amount of reviews we receive.	7/20/2023 4:15 PM
12	Again, this should be up to the producer/processor, as they aren't trying to bankrupt themselves or their employees. While I feel .25g - .50g is a decent enough amount to at least taste and acquire an ok enough feel of how it will effect a person, it is not enough to again sample between up to 5 (potential) purchasers of a shop.	7/20/2023 4:05 PM
13	Rinse and repeat statement	7/20/2023 2:14 PM
14	This one has always been the most awful out of all of them. If you have ever tried to waste the time smoking a .25g Sample cart , you already know that oil is burnt and scorch by the atomizer and you are not inhaling anything but combusted, burnt oil. I would like to give every budtender a 1g cartridge and have a fair take away on atomizer functionality along longevity vs Potency. Concentrates have been one the hardest items to samples out because its thimble sized and no one is getting real feedback.	7/20/2023 12:58 PM
15	In a cartridge especially, this limit is a joke. It does not provide remotely enough product to accurately sample.	7/20/2023 12:57 PM
16	Concentrates are some of the most popular product. It is impossible to get enough reviews with the current limits.	7/20/2023 12:18 PM
17	This is what i feel is the biggest issue with sampling in i502. A .25g is hardly more than 2 dabs and its hard to actually experience it at all to give genuine feedback.	7/20/2023 12:12 PM
18	At this juncture that is a ridiculously low amount and shows how out of touch the law makers are to the industry.	7/20/2023 12:10 PM
19	Again this really effects the large retailer stores with quadruple the budtenders/staff. Farms need their products sampled now more then ever!! Some retailers employee 45 and others 10 to 20 not fair at this time	7/20/2023 12:04 PM
20	N/A.	7/20/2023 11:56 AM
21	This tends to be a very small sample to even get an idea of the appearance of the product, but typically this isn't enough material to make an informed decision with.	7/20/2023 10:30 AM
22	many concentrate companies offer a multitude of products which cannot be expressed inside those limitations. also .25g is 1 dosage for most industry professionals many times it takes a few different experiences with a product to fully understand its use and qulaity	7/19/2023 7:14 PM
23	I don't believe there should be a limit on the amount of free vendor sample units of cannabis concentrates that a retailer may receive per calendar month. All retailers operate their businesses differently, have different product procurement processes, and have varying quantities of product selection. It's unreasonable that a larger retailer offering hundreds of concentrates must adhere to the same restrictions as a small retailer offering only a handful of concentrates.	7/19/2023 12:02 PM
24	Its a not enough to have affects and it is a waste of packaging for a tiny amount	7/19/2023 11:10 AM
25	.25g is not enough, it should be 1g samples, and then either not limited, or limited in the same way as everything else (8g or more if you raise the other limits)	7/19/2023 10:48 AM
26	You need to be able to try it a couple times .25 is too restrictive.	7/19/2023 9:56 AM
27	Is this total or from each vendor. .25g is enough but 2 per month is not enough and hard to keep track of.	7/19/2023 8:17 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

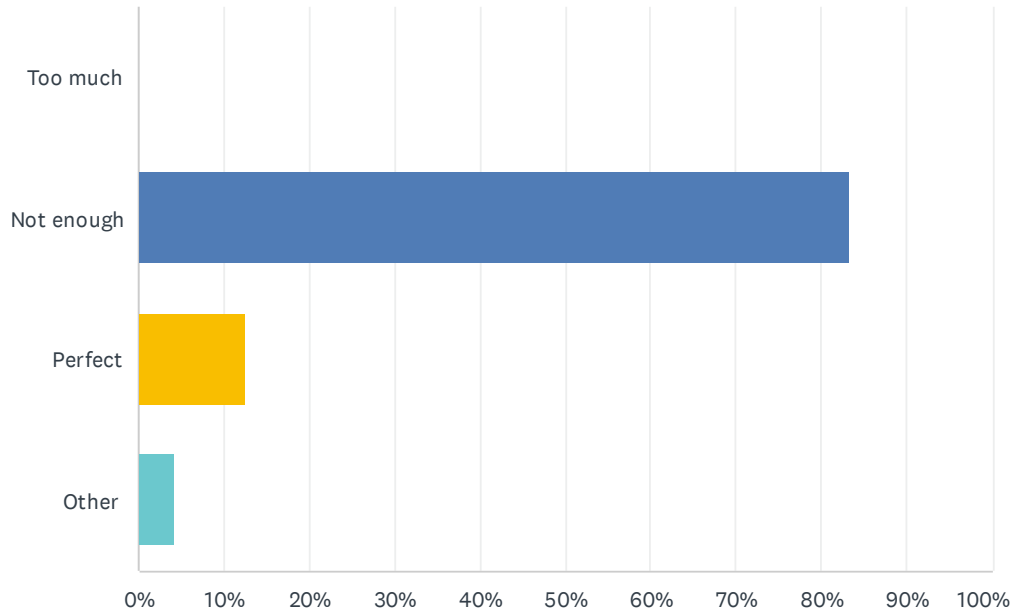
28	Drastically not enough	7/19/2023 5:36 AM
29	all the same as above	7/18/2023 5:23 PM
30	Concentrates are so popular and there are so many variations and consistency. The law now is not enough for us	7/18/2023 4:19 PM
31	2 x .25g samples is barely anything	7/18/2023 3:44 PM
32	With 20 people it would be nice is 10 would be able to try stuff out	7/18/2023 2:07 PM
33	Once again this is an entirely new product as every processor packages to the 1 gram law.	7/18/2023 2:01 PM
34	I personally feel that in order to make an educated buying decision on any new product, there needs to be less restriction on the amount of samples provided. It is important to try a variety of products offered by a company before bringing them on as a new vendor.	7/18/2023 1:58 PM
35	Again, the Processor is trying to expose the BudTenders of any Retailer to their concentrate product line(s), whether Vape Carts, Dabs, or Syringes. The Processor to expose the BudTenders to their product(s) line to increase the experience knowledge of the BudTender will desire to provide minimum of 6 units of 1/2 gram cannabis each to obtain product exposure to form an opinion of the Processor's product line. Again their are multitude of flavors and strain specific and processing type (BHO, EHO, CO2, Live Resin, Rosin), for Dabs, Vape Carts, and Syringes. Suggested that Four units of 1/2 gram of each product type Dab, Vape Cart, and Syringe would be reasonable for Processor to expose the BudTenders every month to the varying degree of products offered, in order to generate experience knowledge of the product line	7/18/2023 1:57 PM
36	Defiantly not enough to test and determine the quality of the product.	7/18/2023 1:47 PM
37	This is by far the worst limit in the current structure. There are a lot of processors that ONLY make concentrates. These people are crippled when it comes to getting us the ability to really understand their product line.	7/18/2023 1:42 PM
38	Not enough to try strains, flavors or varieties.	7/18/2023 1:35 PM
39	Same as all the others...	7/18/2023 1:32 PM
40	This is an insanely low amount and makes no sense to me	7/18/2023 1:30 PM
41	This is by far the most restrictive category. It's not nearly enough for decision making purposes, especially from vendors who solely produce concentrates.	7/18/2023 1:18 PM
42	One full gram in a month is not enough to test.	7/18/2023 1:13 PM
43	We carry around 30 different vendors and although not every vendor provides samples, we would like to accept from the ones who do for multiple reasons. We would like to try a variety of product the vendors have to offer but with the limit we can only try from a few vendors a month. We also have just under 20 employees who we would want feedback from on new product since they are the ones who would be selling it and it gives them an opportunity to try product they might not have been able to. Since we do carry around 30 vendors and they all provide different strains and product so it's hard for the budtenders to try every product when we carry such a wide variety. The more the budtenders get to try the more efficient they are at their job.	7/18/2023 1:07 PM
44	the vast majority of our sales are concentrates if you combine infused prerolls, cartridges and concentrates into one sales category. This would massively limit our employees ability to learn about the products customers most frequently ask for.	7/18/2023 12:49 PM
45	same as above	7/18/2023 12:40 PM
46	The breadth of available vendors and products that any given retailer may not carry is constantly changing and to place a limit on Vendor Samples in any way presents an impediment to the expansion of the industry state-wide.	7/18/2023 12:40 PM
47	There are a ton of vendors who only specialize in concentrates who have huge product lineups. Being able to try only 2 units from their entire selection isn't anywhere near enough to get an accurate feel for their product offerings	7/18/2023 12:26 PM
48	Because a half gram doesn't give you a representation of what that product will actually look	7/18/2023 12:18 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

	like.	
49	Many processors offer dozens of different strains/consistencies/price points. I believe it necessary to sample every price point / variety to make an accurate purchasing decision	7/18/2023 12:17 PM
50	Not even close. Any given Concentrate processor will have hundreds of different items available. Limiting them to sampling 2 items is ridiculous.	7/18/2023 12:11 PM
51	Again the limit should staff based 2 is crazy low number	7/18/2023 11:58 AM
52	There are so many concentrate products available that it's needed to be able to try them all.	7/18/2023 11:58 AM
53	Some brands only have concentrates on their menu and have many varying forms. Two units are not enough to represent the diverse product line.	7/18/2023 11:57 AM

Q17 Do you think a sample size of 0.25 gram per unit of a cannabis concentrate is:

Answered: 96 Skipped: 100



ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	83.33% 80
Perfect	12.50% 12
Other	4.17% 4
TOTAL	96

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Not enough to accurately gauge product and effects.	7/27/2023 1:44 PM
2	See answer for 16	7/27/2023 10:13 AM
3	Again, it seems perfect for most forms of concentrate but not for infused pre-rolls.	7/23/2023 4:29 PM
4	Cartridge samples are usually sub-par in taste due to the low amount of product contained.	7/23/2023 11:29 AM
5	This limit causes farms to have to give out samples so small, they are almost meaningless. A larger allowance would give producers the opportunity to not only reach more retailers with samples, but also give those retailers the ability to have a more engaged and meaningful experience with the sample.	7/23/2023 10:37 AM
6	Some testers quantity use exceeds 1 gram.	7/21/2023 9:55 PM
7	should be the choice of the vendor, minimum of .25g	7/21/2023 9:34 AM
8	See above question.	7/21/2023 8:47 AM
9	I think 0.25g is not enough of a sample for a dabbable concentrate. And 0.25g is simply a	7/20/2023 5:44 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

waste of cartridge hardware for processors.

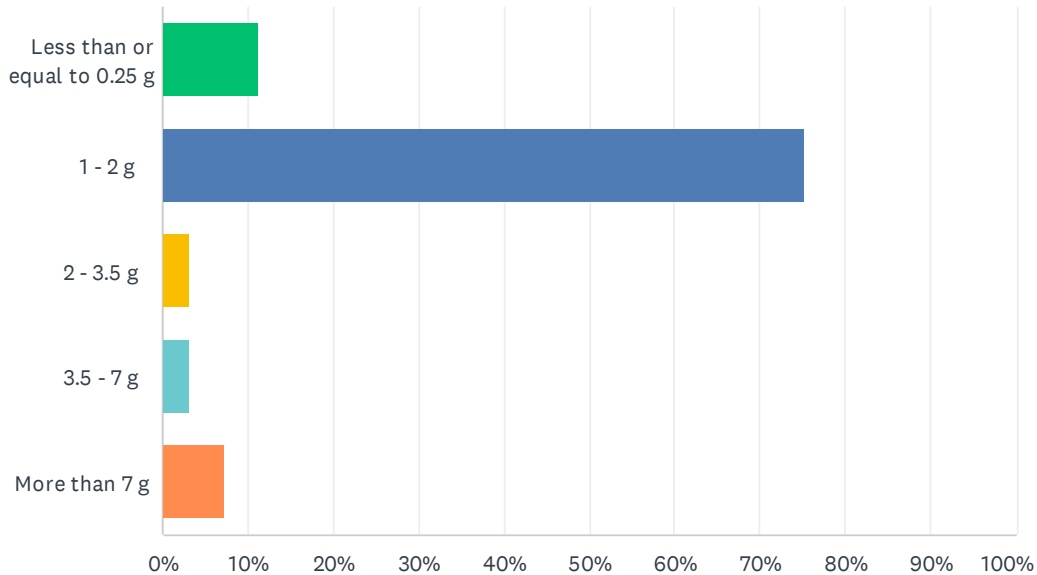
10	Some people need more than .25g as a single dose.	7/20/2023 4:15 PM
11	I feel .25g is enough to sample SOME forms of a concentrate variations. However, I do also feel, certain variations, i.e. waxes, sugars burn down too quickly, so would be better to have at least the option for producers/processors to send out a little more of a concentrate product to be able to actually be sampled as it was intended.	7/20/2023 4:05 PM
12	Not enough and a waste of packaging and vaping containers.	7/20/2023 2:44 PM
13	1/8th of a Costco sample wouldn't give you enough of a taste	7/20/2023 2:14 PM
14	Unbelievably wasteful of materials, packaging and product to burn it on the first hit.	7/20/2023 12:58 PM
15	See above answer.	7/20/2023 12:57 PM
16	This is not enough to sample a product at both low and high temperatures. Sampling concentrates in a variety of ways helps us to know how it will behave when our customers utilize the product in a variety of ways.	7/20/2023 12:18 PM
17	.25g is not enough to establish an opinion regarding effect.	7/20/2023 12:13 PM
18	I feel like it should at least be .5g but honestly 1g would be a lot better.	7/20/2023 12:12 PM
19	.5g would be best	7/20/2023 12:04 PM
20	It would be fine for waxes, but the state defines anything infused as concentrate. A .25 g of an infused joint or vape is not enough to provide quality feedback on.	7/20/2023 11:56 AM
21	Larger sample sizes would allow for better quality checking when it comes to samples, and would give a better idea of what purchasing the product as a customer would be like.	7/20/2023 10:30 AM
22	its not enough because it doesn't offer a true representation of the final consumer product	7/19/2023 7:14 PM
23	I believe sample size maximums should be regulated the same as what's allowed for retail.	7/19/2023 12:02 PM
24	its barely even enough to see, yet alone sample.	7/19/2023 11:35 AM
25	.25g is like 2 dabs.	7/19/2023 10:48 AM
26	Should be 1g like sold	7/18/2023 4:19 PM
27	.25g sample is barely anything	7/18/2023 3:44 PM
28	Full grams so you can really make an educated decision	7/18/2023 2:07 PM
29	I am indifferent.	7/18/2023 1:58 PM
30	As long as the statements in Item 16. above is taken into consideration	7/18/2023 1:57 PM
31	Any product that can be sold should be able to be sampled. It's a real problem with concentrates where they might be doing infused pre-rolls that are 1g and they literally cannot sample that product to us, or they fill cartridges that are 1g and can't sample that either. They end up having to make special products for us to sample and it's a giant waste of money and time.	7/18/2023 1:42 PM
32	1gram	7/18/2023 1:35 PM
33	Same as all the others...	7/18/2023 1:32 PM
34	That amount is less than I take in a single dab...	7/18/2023 1:30 PM
35	I think a .5g is fine for samples.	7/18/2023 1:18 PM
36	I think .5g is just enough to be able to sample the product.	7/18/2023 1:07 PM
37	1-2g increments	7/18/2023 12:57 PM
38	same as above	7/18/2023 12:40 PM
39	0.5g of cannabis concentrate is enough to derive an informed opinion of quality.	7/18/2023 12:40 PM
40	Because a half gram doesn't give you a representation of what that product will actually look	7/18/2023 12:18 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

	like.	
41	They shouldn't have to make custom half gram units of their products. Let them sample full grams.	7/18/2023 12:11 PM
42	A gram is a reasonable amount.	7/18/2023 11:58 AM
43	It should be a full gram as all other products are.	7/18/2023 11:57 AM

Q18 Which of the following should be the size of a single sample unit of a cannabis concentrate?

Answered: 97 Skipped: 99



ANSWER CHOICES	RESPONSES	
Less than or equal to 0.25 g	11.34%	11
1 - 2 g	75.26%	73
2 - 3.5 g	3.09%	3
3.5 - 7 g	3.09%	3
More than 7 g	7.22%	7
TOTAL		97

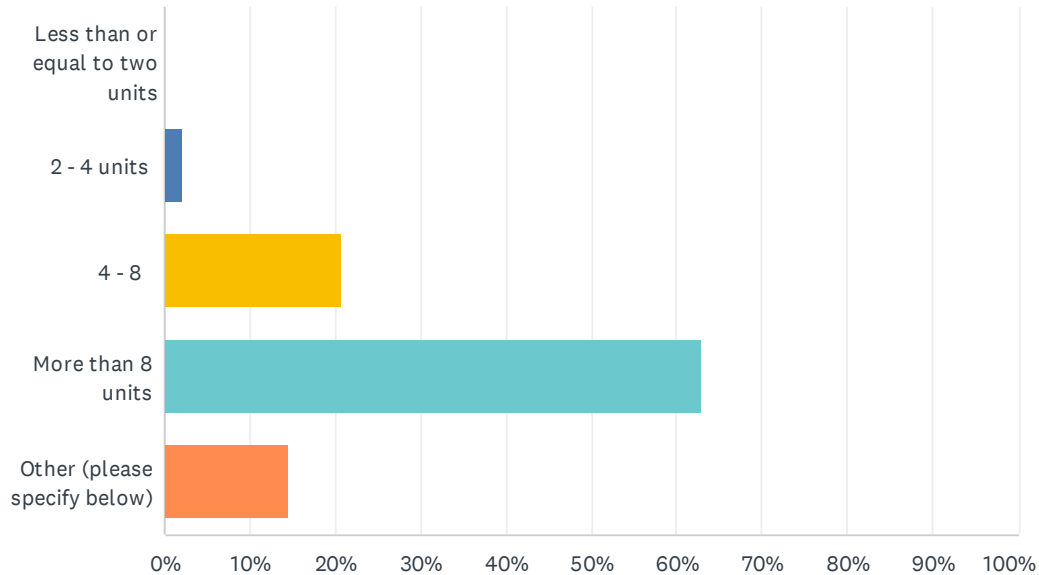
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	1g+ samples	7/27/2023 1:44 PM
2	Please further Define "concentrate"	7/24/2023 1:47 PM
3	1g seems like it would be enough to cover all the types of concentrates.	7/23/2023 4:29 PM
4	A full gram sample can be evaluated over a longer period of time before making a purchasing decision.	7/23/2023 11:29 AM
5	.5g is the minimum amount of concentrate I feel should be given in samples. .25g is not enough to get a clear idea of the experience. There are so many factors that affect how a product will feel to the consumer. A larger sample size allows budtenders the ability to try the product in multiple fashions creating a better knowledge, and memory of the product.	7/23/2023 10:37 AM
6	This amount for testing should cover most testers level of use or resistance value. I am Medically endorsed.	7/21/2023 9:55 PM
7	.25g-2g seems appropriate. Concentrate limit should be updated for 2g to reduce waste of jars	7/21/2023 9:34 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

8	0.5g-1g makes the most sense to me.	7/20/2023 5:44 PM
9	1g makes sense since that is what we sell.	7/20/2023 4:15 PM
10	Some forms of concentrate are perfectly fine in amounts of .25g to gather enough of an opinion on flavor profile and effect, such as vape carts, and wax consistency oils. However, again, variations such as sugar waxes and runnier live resin style concentrates, need a little more of a fill due the fact they burn up quicker and don't really allow the "sampling" of the product.	7/20/2023 4:05 PM
11	At least a gram per sample	7/20/2023 2:44 PM
12	Standard package size	7/20/2023 2:14 PM
13	We should be able to sample out .5 to 1g concentrates to every employee on the floor.	7/20/2023 12:58 PM
14	A sample should be as it is presented to the customer so you can sample the experience as a whole and to make sure any hardware works efficiently until the very end.	7/20/2023 12:57 PM
15	1g is the perfect amount to sample the product in a variety of ways.	7/20/2023 12:18 PM
16	I dont think it needs to be more than what we can sell but I do think we should be able to get it like we do flower.	7/20/2023 12:12 PM
17	This is what it takes to sample concentrate.	7/20/2023 12:10 PM
18	.5g - 1g is plenty	7/20/2023 12:04 PM
19	N/A.	7/20/2023 11:56 AM
20	limitations on representing your product line do nothing for anyone involved in the industry. if you have 50 products available. even 7 grams wouldn't be enough at .25g per product to represent your entire product line or catalogue	7/19/2023 7:14 PM
21	That's what they are sold like in stores so we shouldnt restrict those selling the product to a lower standard.	7/19/2023 3:23 PM
22	I believe sample size maximums should be regulated the same as what's allowed for retail.	7/19/2023 12:02 PM
23	No more than 2 grams for concentrate for single size.	7/19/2023 11:35 AM
24	1g seems sufficient	7/19/2023 11:10 AM
25	1g would be good, 2g would be plenty. anything more would be overkill in my opinion.	7/19/2023 10:48 AM
26	Just how we sell it, so we can see how it comes packaged	7/18/2023 4:19 PM
27	Closer to what the customer is getting	7/18/2023 3:44 PM
28	1 full would be great to be able to know the most before purchasing	7/18/2023 2:07 PM
29	As long as the statements in Item 16. above is taken into consideration	7/18/2023 1:57 PM
30	Better to quality test with larger amounts	7/18/2023 1:47 PM
31	Any product legal for sale needs to be legal to sample at that size and potency, period.	7/18/2023 1:42 PM
32	I think a full gram sample, so they can have a few dabs is needed.	7/18/2023 1:32 PM
33	Same as customers buy	7/18/2023 1:30 PM
34	A more realistic amount to properly try.	7/18/2023 1:13 PM
35	.5g of concentrate is enough to be able to tell if it's a good product or not. I don't think we would need to exceed that.	7/18/2023 1:07 PM
36	0.5g of cannabis concentrate is enough to derive an informed opinion of quality.	7/18/2023 12:40 PM
37	Because a half gram doesn't give you a representation of what that product will actually look like.	7/18/2023 12:18 PM
38	Full gram samples would be perfect	7/18/2023 12:11 PM
39	There should be different sizes available for concentrates as well.	7/18/2023 11:58 AM

Q19 How many units of cannabis concentrates should a retailer be able to receive per calendar month for vendor sampling?

Answered: 97 Skipped: 99



ANSWER CHOICES	RESPONSES	
Less than or equal to two units	0.00%	0
2 - 4 units	2.06%	2
4 - 8	20.62%	20
More than 8 units	62.89%	61
Other (please specify below)	14.43%	14
TOTAL		97

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	More companies are bringing on concentrates and we can not except samples if we have already meet our limits	7/26/2023 11:21 AM
2	Again, that's for a store of 5 employees. Possibly more should be allowable for stores with more employees.	7/23/2023 4:29 PM
3	Staff sizes vary.	7/23/2023 11:29 AM
4	It should depend on how many employees they have that are involved in the purchasing decision. It should also take into account changes producers/processors make to the product. If a farm changes something major about their products, they should be allowed to re-sample a retailer.	7/23/2023 10:37 AM
5	At least 2 units of all concentrates by all licensed farms and or producer processors in Washington, or you are restricting competition, and cannot test against competitors products. I am Medically endorsed.	7/21/2023 9:55 PM
6	enough for all staff to try most things	7/21/2023 9:34 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

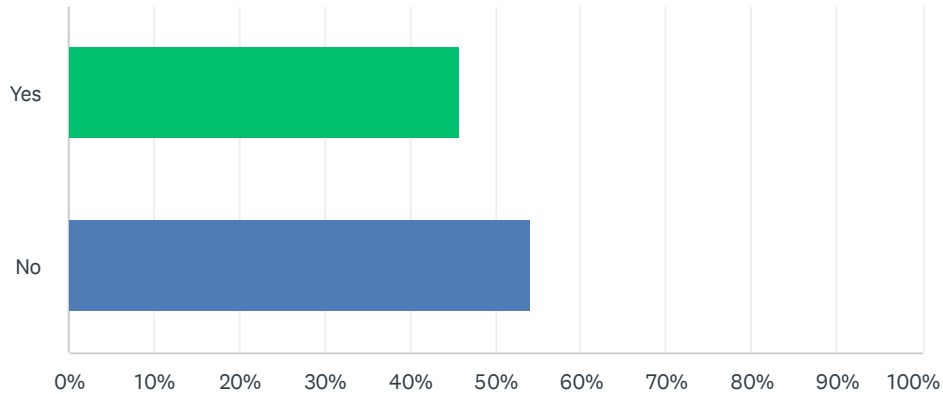
7	See other responses for monthly limits. A healthy single delivery limit will soft cap vendors from bringing in too many on a monthly basis.	7/21/2023 8:47 AM
8	Many processors have multiple formats they are trying to sell including cartridges, dabbable concentrates, and infused pre-rolls. That's 3 product formats that they can only send 2 samples of per month. It's not fair to them to limit the number of vendor samples they can distribute so severely. Also, as a retailer, I see this category growing and these restrictions slow down our decision-making when we are looking for new vendors.	7/20/2023 5:44 PM
9	The low-vendor sample limits greatly limit the amount of sampling opportunities that assist in making purchasing decisions. Stores typically have at least 20 employees and it limits the amount of reviews we receive.	7/20/2023 4:15 PM
10	Enough to be able to sample multiple strains for more than one purchaser of a retailer, if the retailer has multiple purchasers.	7/20/2023 4:05 PM
11	Not enough for each employee to try.	7/20/2023 2:44 PM
12	Based on head count	7/20/2023 2:14 PM
13	These limits should vary according to the number of employees at the retail location.	7/20/2023 12:57 PM
14	There are far too many concentrate companies for 8 concentrates to be enough. It is impossible to compare the brands against each other when samples are so drastically limited.	7/20/2023 12:18 PM
15	Should depend on number of employees.	7/20/2023 12:13 PM
16	The problem with only getting two extremely small samples is a lot of budtenders do not dab, they don't understand it or haven't tried it making sales for it really low and hardly apart of our monthly sales. if we were able to actually provide 1g samples to our whole crew on a regular basis.	7/20/2023 12:12 PM
17	Same as above. We need to be able to try as many products as it takes to get a good selection of products at an affordable price for our customers.	7/20/2023 12:10 PM
18	Again this really effects the large retailer stores with quadruple the budtenders/staff. Farms need their products sampled now more then ever!! Some retailers employee 45 and others 10 to 20 not fair at this time and is really hurting vendors.	7/20/2023 12:04 PM
19	N/A.	7/20/2023 11:56 AM
20	More units of concentrates would allow for more of our staff to try and give opinions on potential products. Plus, concentrates cover so many different products -- cartridges, dabbable concentrate, etc.	7/20/2023 10:30 AM
21	This limit is split between concentrates and cartridges	7/20/2023 9:09 AM
22	limitations have no reasonable use case for any party involved in the industry. consumers, retailers, producers, employees are all done a disservice by arbitrary sampling limits	7/19/2023 7:14 PM
23	Should Be 1g per Employee	7/19/2023 2:34 PM
24	I don't believe there should be a limit on the amount of free vendor sample units of cannabis concentrates that a retailer may receive per calendar month. All retailers operate their businesses differently, have different product procurement processes, and have varying quantities of product selection. It's unreasonable that a larger retailer offering hundreds of concentrates must adhere to the same restrictions as a small retailer offering only a handful of concentrates.	7/19/2023 12:02 PM
25	Concentrates count for cartridges and dabbing products so there isn't a very high threshold for those items to be distributed.	7/19/2023 11:35 AM
26	Between all the employees. We have to take turns trying things and don't really have enough of the product to get a good idea of its benefits or quality	7/19/2023 11:10 AM
27	It should be limited by weight and not a number of units. Having the flower be limited by weight and then the concentrates by units does not make sense. How is a lab supposed to sample me out when they can only send 2 samples a month right now but a farm can send me 8 x 1g samples	7/19/2023 10:48 AM
28	As many as needed for a fair assessment.	7/19/2023 8:17 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

29	This is drastically not enough. It should be increased	7/19/2023 5:36 AM
30	Staffing should determine the quantity	7/18/2023 5:23 PM
31	It shouldn't be limited. Let the farm decide. And don't worry most farms like to sell products not give them away for free	7/18/2023 4:19 PM
32	I personally feel that in order to make an educated buying decision on any new product, there needs to be less restriction on the amount of samples provided. It is important to try a variety of products offered by a company before bringing them on as a new vendor.	7/18/2023 1:58 PM
33	As long as the statements in Item 16. above is taken into consideration	7/18/2023 1:57 PM
34	I strongly advise setting a maximum dollar amount on an annual wholesale basis from any one given processor to any one given retailer. The multiple categories of types of products with different limits, and the multiple types of samples with different limits make it EXTREMELY hard for new licensees to comply with the rules and put any licensee that only makes products in one category at a serious disadvantage.	7/18/2023 1:42 PM
35	Need enough to try strains, flavors or varieties.	7/18/2023 1:35 PM
36	Same as others...	7/18/2023 1:32 PM
37	Same as above, there are so many more producer/processors than us. We need more flexibility!	7/18/2023 1:30 PM
38	Higher limits gives the vendor a chance to really show us their stuff, and our decision makers the opportunity to try more things in shorter amount of time.	7/18/2023 1:18 PM
39	We carry around 30 different vendors and the majority of them are concentrates. We would like to try a variety of product the vendors have to offer but with the limit we can only try from a few vendors a month. We also have just under 20 employees who we would want feedback from on new product since they are the ones who would be selling it and it gives them an opportunity to try product they might not have been able to. Since we do carry around 30 vendors and they all provide different strains and product so it's hard for the budtenders to try every product when we carry such a wide variety. The more the budtenders get to try the more efficient they are at their job.	7/18/2023 1:07 PM
40	Most of our sales More than 8 employees that have purchasing input	7/18/2023 12:49 PM
41	The breadth of available vendors and products that any given retailer may not carry is constantly changing and to place a limit on Vendor Samples in any way presents an impediment to the expansion of the industry state-wide.	7/18/2023 12:40 PM
42	4-8 to be conservative	7/18/2023 12:26 PM
43	Again, that concentrate processor will have numerous items available. Limiting them to 8 would still be short changing them	7/18/2023 12:11 PM
44	8 units would be fair like all the other types	7/18/2023 11:57 AM

Q20 Do you think the maximum limit of vendor samples that a retailer may receive should be based on calendar months?

Answered: 96 Skipped: 100



ANSWER CHOICES	RESPONSES	
Yes	45.83%	44
No	54.17%	52
TOTAL		96

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Do not believe there should be limits on samples. Larger samples do not need to be offered but should be available if requested by a retailer if staff is trying a new product for example.	7/27/2023 1:44 PM
2	If there is no maximum limit for Alcohol or Tobacco, there should NOT be any maximums for cannabis whatsoever.	7/24/2023 1:47 PM
3	It seems to work for us.	7/23/2023 4:29 PM
4	Vendors should have the ability to decide their limits.	7/23/2023 11:29 AM
5	Months are how we track our purchasing budget, and therefore ordering which makes tracking samples that way simple. Monthly is infrequent enough that we don't fall behind and not frequent enough that we are having to check on samples every week.	7/23/2023 10:37 AM
6	I think the maximum limits should be based on all the Washington State approved products by the WSLCB and receive 5 to 10 of each individual different product from all suppliers. I am Medically endorsed.	7/21/2023 9:55 PM
7	If limit quantities are low, then no, if the limit quantities are high then maybe.	7/21/2023 1:01 PM
8	I believe in reporting the samples that are received and making that information public, but limits seem unnecessary	7/21/2023 9:34 AM
9	Vendors don't make money by bringing by free products, and buyers get fed up with seeing the same people trying to bring things by that probably won't work in their stores. Reasonable single delivery limits should prevent vendors bringing by tons of samples by making the overhead of bringing them undesirable.	7/21/2023 8:47 AM
10	Honestly, this doesn't really matter to me. Monthly is easier to manage than annually.	7/20/2023 5:44 PM
11	It should be based on calendar years. Vendor samples fluctuate greatly month to month.	7/20/2023 4:15 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

12	With the amount of farms heavily out-weighting the amount of retailers, the "Search for New Producers" for on retail shelves, feels very limited in a calendar month basis.	7/20/2023 4:05 PM
13	For the sake of maintaining organization I suppose	7/20/2023 2:14 PM
14	These limits should vary according to the number of employees at the retail location.	7/20/2023 12:57 PM
15	The limit should be based per transaction, just like the sales limits are. Give me a set number that can be manifested at once.	7/20/2023 12:18 PM
16	Easy to keep track that way.	7/20/2023 12:13 PM
17	I dont think that there should really be a maximum it should be up to the vendors what theyre willing to provide.	7/20/2023 12:12 PM
18	Let us do what it takes to run a successful briskness including sampling what needs to be sampled in order to make informed decisions. Give your already over worked officers one less thing on their plate.	7/20/2023 12:10 PM
19	I think it should be in brackets based off of how many employers you have. I think stores with 10 or less employees the current laws are fine but large stores are taking a hit.	7/20/2023 12:04 PM
20	We'd be okay with defining it as a calendar month. It would be frankly easier to track than the rolling 30 days window.	7/20/2023 11:56 AM
21	Rush to sample in the beginning of the month is a problem.	7/20/2023 10:34 AM
22	If this is the easiest way for it to be regulated, then yes.	7/20/2023 10:30 AM
23	there should be no limitation on sampling. there are over 600 vendors. these limitations will do nothing but hirt small businesses	7/19/2023 7:14 PM
24	Should be based on revenue of shop, number of employees or seasonality since summer is certainly busier than fall months.	7/19/2023 3:23 PM
25	I don't believe there should be a legal maximum limit of vendor samples that a retailer may received during any given time frame. However, I do believe that the WSLCB should implement a different method for tracking the flow of samples instead of placing the onus on retailers. I also believe the WSLCB should implement an early detection system that flags bad players who might be abusing the system.	7/19/2023 12:02 PM
26	No opinion	7/19/2023 11:10 AM
27	I think by month is a good metric.	7/19/2023 10:48 AM
28	There is a limit for educational samples and it is difficult to keep track of and causes a great deal of extra expense and time. All samples should be required to be on a sperate manifest form the sellable product for better tracking.	7/19/2023 8:17 AM
29	I think it should be based on vendor	7/19/2023 5:36 AM
30	it makes sense to establish a quota	7/18/2023 5:23 PM
31	If there was no limited we would be able to bring on more farms more often.	7/18/2023 4:19 PM
32	Makes each month to be cleaned out and start fresh easy for tracking	7/18/2023 2:07 PM
33	It makes it easy for retailers to track.	7/18/2023 1:58 PM
34	In my experience, as we are a smaller Retailer, that our orders are every two weeks, so once per month samples give the BudTenders the time to sample several Processor's product over a reasonable time duration, and does not cause the Processor to expend to much in resources to expose BudTenders to their product line	7/18/2023 1:57 PM
35	Should be based on the amount of employees at the retail location and if the vendor has new product in the same month.	7/18/2023 1:56 PM
36	This is just something we have to track which is a pain. I don't want to be inundated with samples, so Ill let vendors know to stop sending if I am not going to buy product.	7/18/2023 1:55 PM
37	It should be up to the producer processors how much they want to hand out. if they get out of hand they are just loses money so I don't think they would get to crazy on this.	7/18/2023 1:47 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

38	The bad thing about calendar months is that they don't reflect accurately what really needs to happen -- usually when someone comes into the shop for the first time, they want to send a lot of samples so we can really see the full range of product, and then there isn't really all that much need for ongoing samples except just a small amount of them. I think they should be based on the calendar year.	7/18/2023 1:42 PM
39	Many of the established vendors have a large variety of brands. Maybe can be limited by brand not vendor.	7/18/2023 1:35 PM
40	I dont see the point of this. I know you are trying to control the movement of product, this doesn't seem like an effective way of doing that.	7/18/2023 1:32 PM
41	I don't think there should be any monthly restrictions since the producer/processors don't even follow them to start and send us stuff without our knowledge. It's way too hard to keep track of!	7/18/2023 1:30 PM
42	I think a calendar month makes sense, provided the limits are increased.	7/18/2023 1:28 PM
43	Easy to log and keep track of.	7/18/2023 1:13 PM
44	I think it should be limited but I think that limit should be expanded. Like i've mentioned, we have 30 different brand and 20 different employees. Each brand carries multiple products and strains. Since not everyone can try every product we have to offer we rely on samples to get feedback from our budtenders since they are the ones selling the product to the customers.	7/18/2023 1:07 PM
45	Easiest to track with that time frame.	7/18/2023 12:49 PM
46	The breadth of available vendors and products that any given retailer may not carry is constantly changing and to place a limit on Vendor Samples in any way presents an impediment to the expansion of the industry state-wide.	7/18/2023 12:40 PM
47	Gotta track em somehow	7/18/2023 12:11 PM
48	By limiting the samples in a calendar month you are limiting how many new vendors can a store pick up.	7/18/2023 12:00 PM
49	It works.	7/18/2023 11:50 AM

Q21 How should the maximum limit of vendor samples that a retailer may receive be determined? Please briefly explain:

Answered: 71 Skipped: 125

#	RESPONSES	DATE
1	Should be determined by size of retailers staff.	7/27/2023 11:38 AM
2	Depends on how fast the budtenders can actually go through	7/27/2023 10:13 AM
3	If there are 150 companies and 75 are now doing concentrates then I think we should be able to get samples from each one of them to see if we want to even carry their products. Not all are good and we would like to make sure before we bring that company on	7/26/2023 11:21 AM
4	Not at all?	7/25/2023 4:08 PM
5	Why should there be any measurement metric for limitations? Before applying regulations arbitrarily, there should be concrete data and scientific methodology to support any determining factors for regulation.	7/24/2023 1:47 PM
6	It seems it should be based on the number of employees that provide feedback to the buyer.	7/23/2023 4:29 PM
7	See above.	7/23/2023 11:29 AM
8	I don't believe there should be a limit on the number of sales/vendor samples a retailer can accept per month.	7/23/2023 10:37 AM
9	Please see last answer.	7/21/2023 9:55 PM
10	By the vendorl.	7/21/2023 1:01 PM
11	based on number of employees- vendor sampling should be well-distributed	7/21/2023 9:34 AM
12	They should be determined by the needs of the vendor/retailer relationship. As mentioned in previous questions, there should definitely be a single unit and single delivery cap. However, the annoyance of delivering them and receiving them should work itself out.	7/21/2023 8:47 AM
13	It should be based on the average number of employees who have purchasing authority or provide input on products to licensees or employees who have purchasing authority in retail locations.	7/20/2023 5:44 PM
14	It should be universal to the industry/state.	7/20/2023 4:15 PM
15	I feel it should be regulated through the processor, such as, if I tell them I have 5 purchasers, they could send a sample of whichever strains they would like to showcase, but for each of those who would be sampling those strains.	7/20/2023 4:05 PM
16	It should be based on the sales of the shop and the number of new vendors brought in	7/20/2023 2:49 PM
17	By the amount of employees.	7/20/2023 2:44 PM
18	Monthly based on the size of the staff x new products in the store for that month and the one before it.	7/20/2023 2:14 PM
19	I would like to see vendors use metrics based on shop employment and make business based sample decisions per month. We don't want to be over whelmed but we want to stay educated and informed and all new products hitting the market.	7/20/2023 12:58 PM
20	Due to how stores vary in the number of employees, I feel it should be based off of the number of employees at that location rather than a monthly basis.	7/20/2023 12:57 PM
21	The maximum limit should be per brand per month. There should be no other limits other than who the samples may be distributed to.	7/20/2023 12:18 PM
22	Number of employees	7/20/2023 12:13 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

23	It should be at the discretion of the vendors.	7/20/2023 12:12 PM
24	As all my above answers show i belive the limit is too low and that is mainly due to the 8g rule when i have 10 employees. Its creates a gap in sample to budtender.	7/20/2023 12:09 PM
25	By how many employees they have so maybe brackets like 5-15 budtenders 16 - 30 budtenders 30 - 50+ Budtenders	7/20/2023 12:04 PM
26	By the number of staff that are participating in purchasing feedback programs. It allows for more thorough reviews and improvement within the industry.	7/20/2023 11:56 AM
27	I'm not sure why the limitations exist at all.	7/20/2023 10:34 AM
28	An intuitive database through the state traceability system that would allow us to check digitally how many have been manifested to us thus far.	7/20/2023 10:30 AM
29	calendar month	7/20/2023 9:09 AM
30	it should be limited by the willingness of the vendor to supply the sample and by the request of the receiving party	7/19/2023 7:14 PM
31	Should Be 100 Education and 100 Vendor Samples per Month	7/19/2023 2:34 PM
32	I don't believe there should be a legal maximum limit of vendor samples that a retailer may received during any given time frame. However, I do believe that the WSLCB should implement a different method for tracking the flow of samples instead of placing the onus on retailers. I also believe the WSLCB should implement an early detection system that flags bad players who might be abusing the system.	7/19/2023 12:02 PM
33	Perhaps the same process as now but with larger amounts.	7/19/2023 11:10 AM
34	I think as long as a shop is spending money on orders every month, there should not be a hard cap.	7/19/2023 10:48 AM
35	Total samples per vendor. There should be no other limits max.	7/19/2023 9:56 AM
36	No limit. Let the vendors decide.	7/19/2023 9:06 AM
37	By number of stores and number of staff under any given license	7/19/2023 8:57 AM
38	We currently reject a lot of samples because we are always just looking for the best or certain strains. We require appointments and they should always manifested separately. A limit is not helpful and causes a great deal of extra time and money to keep track of.	7/19/2023 8:17 AM
39	A certain number of vendor samples per vendor per month	7/19/2023 5:36 AM
40	Yearly	7/18/2023 6:36 PM
41	maybe 50% of a companies staff	7/18/2023 5:23 PM
42	I don't know any farm that wants to give away mass amounts of products for free. Please let them decide like a normal business.	7/18/2023 4:19 PM
43	as many as needed	7/18/2023 3:59 PM
44	There honestly shouldn't be a limit. If a vendor wants to send samples, they should be able to send samples.	7/18/2023 3:44 PM
45	Monthly	7/18/2023 2:55 PM
46	A limit the same for everyone across the board. So all stores are equal and fair	7/18/2023 2:07 PM
47	Set a standard and enforce it	7/18/2023 2:01 PM
48	Higher limits gives the vendor a chance to really show us their stuff, and our decision makers the opportunity to try more things in shorter amount of time. I don't know that there should be so much restriction around it all. Maybe just a separate manifesting style so it is easier to monitor at the state level.	7/18/2023 1:58 PM
49	As stated in the above first 20 questions. Processor's product line offering to Retailer must be considered in creating a sample allowance matrix, so every Processor's has the opportunity to	7/18/2023 1:57 PM

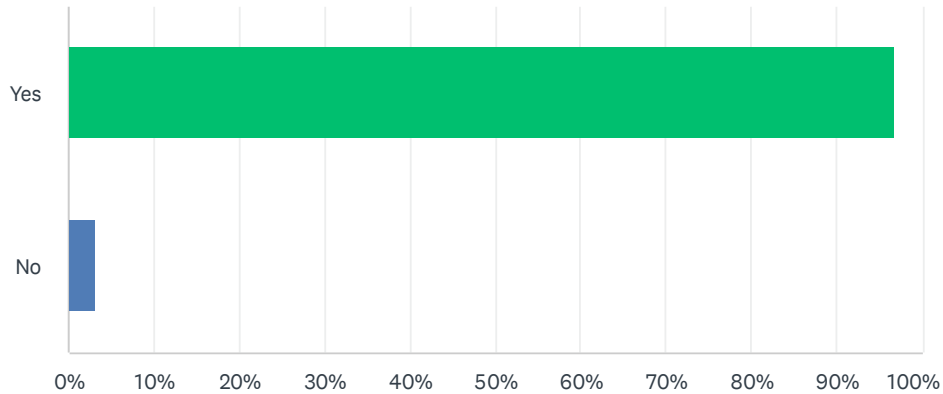
Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

expose their product line to each Retailer's BudTenders. As BudTenders definitely drive sales of every product in a Retailer's Store

50	Amount of employees/based on sales volume.	7/18/2023 1:56 PM
51	No	7/18/2023 1:56 PM
52	Why bother, it's just one more thing to track. There are those who are going to take advantage, but they would find a way anyways. In these times I doubt vendors are going to give out a ton of free product "just because they can"	7/18/2023 1:55 PM
53	If it where up to me it would be no more than an ounce, the legal limit to travel with.	7/18/2023 1:47 PM
54	Annual wholesale value limit -- no restrictions on types, sizes, categories -- any cannabis item that can legally be sold in a shop can be sampled as follows -- A) processors have to put samples on a separate manifest with a separate invoice B) invoice has to show correct current wholesale values for each item on the manifest C) invoice should show a total and then a credit for that total amount, plus a year to date total for all credits to that retailer -- LCB should establish a maximum \$\$ amount for an entire year based on what someone could get if they maxed out all sample categories every month, and use that as an annual maximum. I'd recommend \$2500 i.e. approximately \$200 per month. Note that this is actually significantly less than the \$\$ value at wholesale for what samples went for back when the sample limits were established!	7/18/2023 1:42 PM
55	Based on brands by vendor	7/18/2023 1:35 PM
56	Based on personal sales	7/18/2023 1:30 PM
57	I'm not paid that much, good luck figuring this mess out!	7/18/2023 1:30 PM
58	I think it should be per manifest or annual.	7/18/2023 1:18 PM
59	Knowledge that all samples are going to buyers and employees, that most likely have a high tolerance and need that sample to meet their tolerance level.	7/18/2023 1:13 PM
60	It should be based on the number of employees since employees play a role in deciding what vendors to carry.	7/18/2023 1:12 PM
61	It should be monthly but not sure how that would be determined.	7/18/2023 1:07 PM
62	The ratio of producer processor licenses vs retail licenses needs to be taken into account.	7/18/2023 12:49 PM
63	Products. we should be able to try every product before we buy it	7/18/2023 12:40 PM
64	This limit has already been described in the WAC through the following verbiage: "a cannabis product that the retailer does not currently carry." As new products enter the market, the potential need to sample them is necessitated.	7/18/2023 12:40 PM
65	The ;limit should be within reason, which currently is way too low. We need to identify what a reasonable number is.	7/18/2023 12:18 PM
66	However determined I believe the # of samples allowed should be universal across the state no matter the size of store	7/18/2023 12:17 PM
67	There should be no limit, but retailers should have to pay for them. That way the processor isn't losing money by giving away free product. And Retailers would reject anything they didn't want, instead of taking them and letting them pile up. And you guys get your tax money. Win/Win/Win situation.	7/18/2023 12:11 PM
68	I don't understand why there needs to be a limit.	7/18/2023 12:00 PM
69	Monthly quotas? The size of the brand or company?	7/18/2023 11:58 AM
70	Should be determined by processor. It is a hassle for retailers to deny samples when we are at our limit. It would be beneficial to have a cap on what each processor can bring to each store per calendar month. The retailer should only have to be aware of limits per sample that is being taken by/given to the retailers employee's who are giving feedback on the product.	7/18/2023 11:55 AM
71	Lots of choices out there.	7/18/2023 11:45 AM

Q22 Are vendor samples important for your business in negotiating sales with processors?

Answered: 97 Skipped: 99



ANSWER CHOICES	RESPONSES
Yes	96.91% 94
No	3.09% 3
TOTAL	97

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Yes, will not sell without trying product	7/27/2023 1:44 PM
2	Products for potential sale, should be sampled by retail staff, and management, for effective knowledge and sale of said product.	7/27/2023 11:38 AM
3	if the product is good that helps the company bring on those venders. However if the product is junk we know before we bring them on.	7/26/2023 11:21 AM
4	That's how we find new brands to work with. You can't sell something without a sample.	7/25/2023 4:08 PM
5	The LCB behaves as if comprised of individuals whom are completely unskilled or easily confused by tangible, factual realities of business operations, economics and industry nuances. The fact this question is being asked to stakeholders and licencees is confirmation of WSLCB collective cognitive impairment. Sad.	7/24/2023 1:47 PM
6	Vendor samples are especially important for our store as we our located far away from many urban stores where we could purchase products to try.	7/23/2023 4:29 PM
7	Quality can be evaluated.	7/23/2023 11:29 AM
8	We simply won't bring in a farm before sampling their product. Everyone thinks they are growing the best weed! That is simply just not the case. There is no other way than trying the product to see if the producer/processor is doing everything right in the growing process. You can't taste or see how well flower is cured without smoking it. You can't taste or smell how well terpenes were preserved without smoking it. You simply cannot speak to how something feels and tastes without experiencing it. Talking about weed without trying it would be like trying to explain the color blue while having been color blind your whole life. Like teaching a ski class without having ever been skiing, like having a podcast about the trill of Yellowstone but never having been there. There are just certain experiences in life that can only be understood by DOING it, cannabis is one of them.	7/23/2023 10:37 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

9	We have to differentiate vendors products in a attempt to offer the best products in different price and quality values. I am Medically endorsed.	7/21/2023 9:55 PM
10	vital. new companies' products need to be vetted for quality and customer tastes of the specific store, and new strains/products are constantly coming out. it's impossible to help anyone find cannabis that will work for them if you don't know what is in the case	7/21/2023 9:34 AM
11	You can't effectively discuss something that you've never seen/tried.	7/21/2023 8:47 AM
12	Vendor samples are how we assess quality, inspect packaging, and, once again, gauge budtender enthusiasm for products. W	7/20/2023 5:44 PM
13	We heavily rely on these samples to determine whether or not we will purchase an item to sell.	7/20/2023 4:15 PM
14	Very much so, I, as one of the purchasers would decline sale if certain qualities weren't met while looking for something in particular.	7/20/2023 4:05 PM
15	We don't buy unless we have tried the product.	7/20/2023 2:44 PM
16	THE MOST IMPORTANT - how do you buy something without test driving it or trying it on?	7/20/2023 2:14 PM
17	We are the educational face front of all product in this shop. We have a duty to be honest and proactive about product. Our customers heavily rely on our feedback, guidance and personal experience.	7/20/2023 12:58 PM
18	Absolutely. Why agree sell a product we know nothing about?	7/20/2023 12:57 PM
19	I will not bring a product into the store without a working knowledge of it's effects and flavor profile.	7/20/2023 12:18 PM
20	We do not purchase new items without trying them first to ensure quality and effectiveness and determine whether they'd be a good fit for our customer base.	7/20/2023 12:13 PM
21	Absolutely, we do not do business without sampling.	7/20/2023 12:12 PM
22	It is a necessity.	7/20/2023 12:10 PM
23	Yes but more importantly it gives them a chance to actually increase sales in a major way. It could make or break a farm. If the budtenders have access to samples it helps educate them and also effectively sell the product, so the store,the vendor and the budtender all benefit greatly. Which benefits the State and their tax sales to have more farms/vendors able to compete and continue to have a business that the state also benefits from.	7/20/2023 12:04 PM
24	We do not use samples to determine sales. Samples are an integral part of deciding what products we will carry, but it has no impact on negotiating sales at all.	7/20/2023 11:56 AM
25	To educate staff and give new products a chance.	7/20/2023 10:34 AM
26	They are incredibly important. We don't put a single product on the shelf without vetting the product and the p/p first.	7/20/2023 10:30 AM
27	there is no reason why any person or business should buy a consumable product without first sampling it.	7/19/2023 7:14 PM
28	We will not bring in a product we have not tried.	7/19/2023 3:23 PM
29	Our company has a robust product review process where we seek input from as many team members as possible. This helps ensure that we're confident in the quality of products that we procure for our store. Our customers rely on our sales team to educate them on product quality, and without an adequate amount of vendor samples, our employees are unable to offer the best service to customers seeking their help.	7/19/2023 12:02 PM
30	It's nice to be able to try a farm before you bring them on, sometimes a product looks good but truly isn't good. Why would someone bring a company on without trying their product.	7/19/2023 11:35 AM
31	It is the only road block to subpar product.	7/19/2023 11:10 AM
32	They are imperative. How would I know if something was good if I didn't try it.	7/19/2023 10:48 AM
33	Need to try it before we buy it to determine if our clientele will enjoy it.	7/19/2023 9:56 AM
34	Vital	7/19/2023 9:06 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

35	We rely on these to determine what to sell in our store.	7/19/2023 8:17 AM
36	The inky true way to make a decision and educate the team	7/19/2023 5:36 AM
37	Without them we do not know if we are buying quality product or trash	7/18/2023 5:23 PM
38	Absolutely! We need to be able to evaluate the quality for the price being asked. Some processors who do concentrates only can have like 8 different types. We like to have more than one person give opinions to judge it fairly	7/18/2023 4:19 PM
39	Gotta try the product.	7/18/2023 3:44 PM
40	Needed in order to make an educated decision	7/18/2023 2:07 PM
41	Gives retailers an opportunity to insure the product matches the price point and demographic of the retail location	7/18/2023 2:01 PM
42	Samples from Processor allow the Retailer to received valuable feedback from BudTenders of the quality of experience, opinion of value for product quality and price, and overall opinion of product, packaging, and pricing that BudTenders provide that a potential Customer may be predicted to respond in purchasing the tested Processor Product	7/18/2023 1:57 PM
43	Incredibly important. Without proper samples, purchasers are forced to either blind shop for their stores or take illegal backdoor samples	7/18/2023 1:56 PM
44	Until you test flower, wax, edibles etc it can look great, but the effects can be sub par, the smell/taste off or any other number of factors that would make it flop on the shelf.	7/18/2023 1:55 PM
45	Very important. Its the best way to make an informed decision on what I would want to have in the store.	7/18/2023 1:47 PM
46	We routinely evaluate products via vendor samples and assess quality vs. price as well as compare vendors against each other.	7/18/2023 1:42 PM
47	How do you sell something you have never tried?	7/18/2023 1:32 PM
48	They are super important. It tells you a huge story before making a purchase.	7/18/2023 1:30 PM
49	We can inform the producer/processor that based on our sampling their product would do well at X price point, or in these quantities, etc.	7/18/2023 1:28 PM
50	We need to know the quality of the product that we are considering and we need to make sure that our staff likes it before we buy it. At the end of the day the sales people are people selling the products and if they don't like it, it's going to sit and age and no one is going to buy it. This is bad for retailers, vendors and the industry.	7/18/2023 1:18 PM
51	Prefer to try all product before introducing to the store.	7/18/2023 1:13 PM
52	We do not want to blindly trust vendors with product we can not see/smell/taste/smoke for ourselves. With how many vendors there are on the market and with how many similar price points and products there are it's very important that we are able to try the product that we are going to sell to our customers. They trust us to carry product we trust but we can't trust a product we haven't tried.	7/18/2023 1:07 PM
53	They are the MOST important thing for negotiating sales, if you blind buy product without trying it yourself you are taking a huge risk because quality and looks don't always correlate. Then you're left with product no one wants to buy and farms won't take returns on and have to destroy any inventory that won't sell, throwing money, cannabis, and packaging all away.	7/18/2023 12:49 PM
54	It allows the processor to provide their wares at their expense and not the retailers	7/18/2023 12:40 PM
55	The current regulatory framework has led our organization to not accept any vendor samples. Should that framework be altered in a way that creates fewer opportunities for product samples to create compliance issues, it would be an effective tool in negotiating sales as opposed to trial and error.	7/18/2023 12:40 PM
56	Vendor samples are crucial to negotiating sales with new vendors. If someone is trying to sell me on their products, i need to be able to physically see, smell, feel, taste and consume these products. I can't just take a salesman at their word when it comes to products like these. Concentrates can look good at face value but when you go to smoke it, it could be very bad due to an applied CRC technique or improper extraction/purge. Flower is also extremely	7/18/2023 12:26 PM

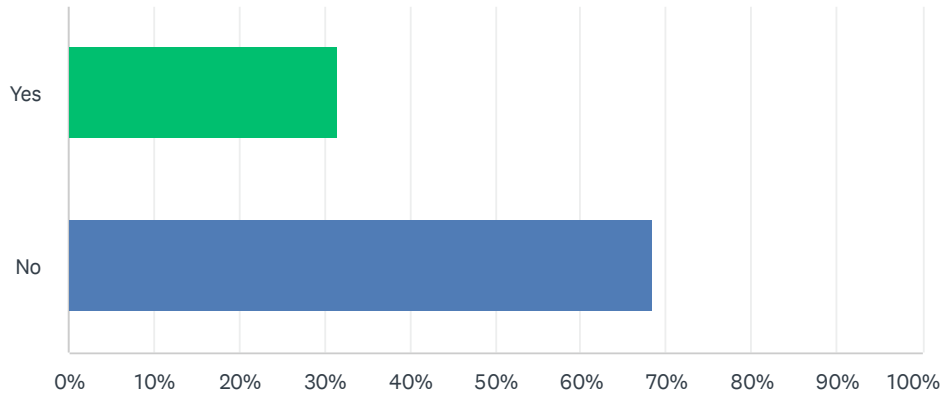
Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

difficult to judge at face value. It may look good but could be improperly cured or stored that dramatically effects the way it smokes.

57	We hand out vendor samples to employees for homework which helps determine if we bring in that vendor.	7/18/2023 12:18 PM
58	There is nothing that is more important than sampling product	7/18/2023 12:17 PM
59	Absolutely essential. I will not buy anything without trying it first.	7/18/2023 12:11 PM
60	this is important to determining quality of product	7/18/2023 12:09 PM
61	Telling the vendor an accurate account of their product is good leverage to negotiate.	7/18/2023 11:58 AM
62	This is like any product, it can look great on the outside but be a terrible product. Cannabis is not openly available so it is very important product is sampled before going committing to a purchase.	7/18/2023 11:55 AM
63	We don't want to bring in product that we haven't personally vetted.	7/18/2023 11:50 AM
64	they help me decided weather or not we put them on our shelf or not. Sometimes its nice to get crews feedback too	7/18/2023 11:45 AM

Q23 Do you think vendor sampling under the current regulatory framework is effective?

Answered: 95 Skipped: 101



ANSWER CHOICES	RESPONSES	
Yes	31.58%	30
No	68.42%	65
TOTAL		95

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Everything seems to be a grey area; companies give samples higher than the vendor limit with no punishment. Uploading a number of samples and tracking with a spreadsheet seems like a lot of room for errors.	7/27/2023 1:44 PM
2	If only 1 person at an establishment gets to sample the product, the retailer isn't getting an accurate synopsis on the product.	7/27/2023 11:38 AM
3	but needs more help in actually understanding the vender, the product and the price	7/26/2023 11:21 AM
4	It's not perfect but what is?	7/23/2023 11:29 AM
5	I think it is pivotal to the health and well being of our industry but do believe it needs some updates to the policy.	7/23/2023 10:37 AM
6	I think there is room for improvement, it is hard to determine what to select if you don't have access to all the vendors products.	7/21/2023 9:55 PM
7	No and yes, it could be better.	7/21/2023 1:01 PM
8	it is prohibitive to keeping budtenders informed	7/21/2023 9:34 AM
9	Somewhat. It works well enough for doing the job except for concentrate limits.	7/21/2023 8:47 AM
10	There have been many times I have asked a P/P for vendor samples of a product and was told they met their limit for the month.	7/20/2023 5:44 PM
11	Again, it's not possible to judge a farms line of product based on a minimal amount of only one maybe two particular strains or even products.	7/20/2023 4:05 PM
12	They need to be able to give out more samples and at higher amounts.	7/20/2023 2:44 PM
13	Too little of a sampling pool and not enough data to make a solid decision	7/20/2023 2:14 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

14	It is very limited and restrictive in comparison to how alcohol sampling is distributed.	7/20/2023 12:58 PM
15	It's frustrating to have customers request a product, and I have to tell them that I'd love to try it but I won't be able to until next month.	7/20/2023 12:18 PM
16	Somewhat. Some of the limits don't make sense but allowing free samples in general is fantastic.	7/20/2023 12:13 PM
17	It just really not enough, I feel like it would help sales and education especially on concentrate is the rules werent so tight.	7/20/2023 12:12 PM
18	Not at all. We are only able to provide about 1/4 of our employees with budtender samples if that. We have over 40 people for about 4 years.	7/20/2023 12:04 PM
19	N/A.	7/20/2023 11:56 AM
20	People find a way around the rules and sample regardless.	7/20/2023 10:34 AM
21	I find it somewhat effective. I think that having clear guidelines, and higher limits would be what we need to be more successful.	7/20/2023 10:30 AM
22	it is a false limitation for all business and forces otherwise law abiding business to break regulations to properly conduct business.	7/19/2023 7:14 PM
23	A lot of the time I end up going to buy a product I've sampled my team on via the 8g limitations just to get more or a better sense of the product. Also, I notice that given the rules a lot of the time I'm not sampling the exact product I'm getting since the packaging is generally different and just something created to adhere to the sampling rules.	7/19/2023 3:23 PM
24	The existing vendor sampling restrictions under the current regulatory framework seems to have been established arbitrarily, lacks economic reasoning, and places an undue burden on businesses.	7/19/2023 12:02 PM
25	What makes samples a negative experience is the amount of waste and the small amounts.	7/19/2023 11:10 AM
26	I think the current rules make it difficult. Most vendors are willing to do overweighed samples though so its not uncommon for us to get a 2g-3.5g sample that says its .5g	7/19/2023 10:48 AM
27	Yes, however very restrictive.	7/19/2023 9:56 AM
28	Except for the manifesting and packaging. They should be in different packaging than what is normally sold.	7/19/2023 8:17 AM
29	But it's limited	7/19/2023 5:36 AM
30	not enough samples available for staff	7/18/2023 5:23 PM
31	I mean we are used to it but it's still complicated and should be easier	7/18/2023 4:19 PM
32	Could be a lot more effective if limits were increased/removed	7/18/2023 3:44 PM
33	Not enough	7/18/2023 2:07 PM
34	Concentrates (cartridges), edibles (liquid/solid) are not large enough sample sizes to get a full understanding of the product	7/18/2023 2:01 PM
35	I do think it is effective but, it has potential to be significantly more effective if it wasn't so restrictive.	7/18/2023 1:58 PM
36	Having two classes of Samples, Vendor and Educational, is extremely cumbersome and in effective for the entire purpose of a Processor providing a sample to a Retailer, which is to expose the Processors products to a Retailer's BudTenders to promote the Processor's product line. ALL Samples should be "VENDOR" Samples, and eliminate "Educational Sample" category, to streamline and allow the Retailer and Processor to use the Sample venue to create educational experience and promote the Processor's product line, should the Processor's products provide value to the Customer's Goal(s)	7/18/2023 1:57 PM
37	I think its fine. I see enough of the product to make an educated decision. Putting the onus of tracking on the retailer sucks, its just one more thing to track and no inventory system on the market has a way to let you know you have exceeded the limit. So you have to rely on spreadsheets etc.	7/18/2023 1:55 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

38	It is it could be better with a bigger limit.	7/18/2023 1:47 PM
39	The current system is terrible and we particularly feel bad for new companies that makes mistakes all the time so we can't accept samples and processors who do concentrates who can't really show off their products in a meaningful way. Same with edible companies.	7/18/2023 1:42 PM
40	Not enough qty to try strains, flavors or varieties.	7/18/2023 1:35 PM
41	But it should be way better	7/18/2023 1:32 PM
42	We can make it work, obviously. I don't appreciate how difficult the state makes it. No other state is as picky as WA and it's very annoying.	7/18/2023 1:30 PM
43	We're making it work, but it seems to be more cumbersome than it should.	7/18/2023 1:28 PM
44	I think it's way to restrictive and unnecessarily so. I think people who are making the decisions have no idea how things actually work within a retail cannabis business.	7/18/2023 1:18 PM
45	I can not open containers in store. Therefore I can not open and disperse a multiple gram sample to employees. Vendor samples go home with ONE person only. Other employees miss out on sampling the same product.	7/18/2023 1:13 PM
46	With how limited vendor samples are, we are having to turn away new vendors that could be a potential hit in our shop. With how many products and different price points there are on the market it's important for us to be able to try as much as we can to determine what would work best in our shop.	7/18/2023 1:07 PM
47	Vendors constantly try to get my employees out to the parking lot to receive untracked samples. Either the sample program needs to be more regulated or we just have to accept the nature of reality and let the vendors have more samples to hand out, because my employees are frequently put in uncomfortable positions of saying no to vendors when other retailers	7/18/2023 12:49 PM
48	The current regulatory framework has turned vendor samples into an area of risk rather than expansion and negotiation. As it stands, the onus is on retailers to ensure they do not exceed restrictive monthly limits.	7/18/2023 12:40 PM
49	The way the system is now works fine, but could be better. Vendors can send me samples for me to try, but it would be nice if the monthly limits were higher so I could share more with my employees who contribute to purchasing decisions.	7/18/2023 12:26 PM
50	Because it is all we have right now so we are forced to make due with what we have.	7/18/2023 12:18 PM
51	The current framework hinders edible makers and especially Concentrate companies, and therefore promotes 'parking lot samples'	7/18/2023 12:11 PM
52	but too rigid	7/18/2023 12:09 PM
53	Not enough products are being brought to employees to try.	7/18/2023 11:58 AM
54	I think the concentrate sampling needs to be amended.	7/18/2023 11:57 AM
55	As stated before, the retail stores should not have to mess with what is a compliant amount. The processor should be aware of the amount per retail store. It is tough on the retailer who is receiving samples from retailers and having to turn processors away because the retailer is at its limit of samples. It would be much easier if the processor had a cap of what they are allowed to bring per store per limit.	7/18/2023 11:55 AM

Q24 What are some other ways that vendor sampling activities should be conducted?

Answered: 48 Skipped: 148

#	RESPONSES	DATE
1	Vendor samples could be given out during vendor days, possibly a larger amount to staff to consume outside of work.	7/27/2023 1:44 PM
2	Companies should be able to have their products sampled at industry parties, conventions, and gatherings. Much like is done at beer/wine/spirits parties. Employers should be able to schedule gatherings for their employees- where samples are given. If our job is to sell products, we should know what we are selling, for an accurate, knowledgeable sale.	7/27/2023 11:38 AM
3	I think having more vendor days in store and more education from the producer processors	7/26/2023 11:21 AM
4	The current framework seems to be pretty good with the exception of the points already mentioned.	7/23/2023 4:29 PM
5	No opinion.	7/23/2023 11:29 AM
6	More liberally, I am Medically endorsed.	7/21/2023 9:55 PM
7	informational visits from vendors, vendors being able to bring choices/varieties of samples and talk about products	7/21/2023 9:34 AM
8	To help employees sell products more efficiently.	7/20/2023 4:15 PM
9	Maybe leave some limits to be followed, but, pretty much in my opinion, let producers / processors essentially regulate their own product, just like negotiating alcohol sales.	7/20/2023 4:05 PM
10	Maybe allowing a session where the cannabis is used in conjunction with e.g. an employee meeting off site	7/20/2023 2:49 PM
11	Having sample meetings or events.	7/20/2023 2:44 PM
12	Let dispensaries have an on-site testing room for employees (off hour testing or paid testing time). Allow for public fairs for dispensary staff only to attend - like a product fair and imbibe on site	7/20/2023 2:14 PM
13	Purchasing events. Make an event where our suppliers can give us samples. The more sales we make, the more tax revenue the state takes in. Budtenders will sell the products that they have tried. Limiting vendor samples is ultimately just limiting the money that the state is able to make.	7/20/2023 12:18 PM
14	Paid samples with no limits	7/20/2023 12:13 PM
15	We should be allowed to have budtender events where we are actually allowed to try product with vendors.	7/20/2023 12:12 PM
16	At functions and events where information can be given while sampling.	7/20/2023 12:10 PM
17	N/A.	7/20/2023 11:56 AM
18	As long as all samples are manifested through the state I don't see the point in causing extra work and problems for all side. What are the points behind the limits?	7/20/2023 10:34 AM
19	Meet and greets, industry events, vendor "sessions", garden tours, etc.	7/20/2023 10:30 AM
20	on the licensed property	7/20/2023 9:09 AM
21	In person consumption. vendors should be allowed to offer consumption of products, taste tests, pheno-hunt sampling, quality control sampling, educational sampling etc. we need to be able to consume cannabis to properly work in this industry	7/19/2023 7:14 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

22	Regardless of whether the state will change vendor sample limits, I believe there should be a more centralized platform for tracking samples. Preferably one where vendors will be able to have access to view whether a retailer is at the limit or approaching the limit. If a retailer is already at the limit, the system should prevent vendors from manifesting samples to that particular retailer.	7/19/2023 12:02 PM
23	n/a	7/19/2023 11:10 AM
24	I think it should be conducted the same way as alcohol sampling is conducted.	7/19/2023 10:48 AM
25	Parties where we can go tour their facilities and sample like a wine tour.	7/19/2023 9:56 AM
26	No parties please, they get out of hand. The interchange event is great way to get vendor samples. Much like a trade show.	7/19/2023 8:17 AM
27	Allowed events	7/19/2023 5:36 AM
28	It's ok now	7/18/2023 6:36 PM
29	Dropping off samples to a store makes sense, not sure how else it could be done.	7/18/2023 5:23 PM
30	Allowing industry events with product testing	7/18/2023 3:44 PM
31	As is now being tracked keeps it even for all	7/18/2023 2:07 PM
32	Higher limits gives the vendor a chance to really show us their stuff, and our decision makers the opportunity to try more things in shorter amount of time. I don't know that there should be so much restriction around it all. Maybe just a separate manifesting style so it is easier to monitor at the state level.	7/18/2023 1:58 PM
33	As stated in the above 23 questions	7/18/2023 1:57 PM
34	na	7/18/2023 1:55 PM
35	In my case I provide a homework sheet that I share with the vendor that's helpful for both parties.	7/18/2023 1:47 PM
36	No idea. I just think the sample rules are unbelievably confusing, long, detailed, and at the end of the day, this should be simple, the processor should be able to bring us samples and have it count against some overall limit.	7/18/2023 1:42 PM
37	Between processor and retailers	7/18/2023 1:30 PM
38	Again, not paid enough. Good luck. Make the producer/processors be more aware of what they should be doing on their end.	7/18/2023 1:30 PM
39	I think increasing limits but maintaining calendar months would be acceptable. Also, permitting vendors to provide opportunities for employees to actively sample (eg. consumption events) would be far more effective.	7/18/2023 1:28 PM
40	I think it could be based on the manifest, like a vendor can only send 1 sample manifest to a retailer per month, and perhaps samples manifests are a different format for state traceability purposes. But perhaps the limits within that manifest are much higher than they are now.	7/18/2023 1:18 PM
41	All samples MUST be approved by Retailer BEFORE sending them to the retailer. Never assume that the samples will be accepted.	7/18/2023 1:13 PM
42	I think you should allow budtenders to accept samples, they are the ones in the shop who has to sell the product we get in and their input is very important to us. Everyone has a different preference when it comes to product and just because one person likes a product doesn't mean everyone else will. For example, if the purchaser isn't big into Vape Cartridges but we get a sample of one they might not like it or even want to try it even though it's good product. That's why it's important to get as much feedback on one product/vendor as we can.	7/18/2023 1:07 PM
43	Removing all limits on vendor sampling activities only stands to benefit the industry as a whole. Allow vendors to provide samples at trade shows and provide samples of the same products multiple times. Recipes change, staff change, genetics present differently even month to month. What may have been disappointing the last time it was offered may have been refined into a product that is desirable and lucrative to all parties involved, the State included.	7/18/2023 12:40 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

44	Unsure	7/18/2023 12:17 PM
45	No more free samples	7/18/2023 12:11 PM
46	Meet and Greet events, Industry events	7/18/2023 12:00 PM
47	More vendor days. Private and public smoking events with employees and consumers.	7/18/2023 11:58 AM
48	Vendor samples, should be capped per vendor/processor per store. Example Vendor/processor would be responsible for bringing 1-8 samples per store per calendar month. The store/retail should only be responsible for distributing samples to employee's for feedback on purchases as well as responsible for not distributing said samples over the limit as per the law.	7/18/2023 11:55 AM

Q25 Please provide any additional information directly related to vendor sampling activities between a processor and a retailer that you wish to be considered in this rulemaking?

Answered: 35 Skipped: 161

#	RESPONSES	DATE
1	People who actually USE these products- should be making the rules for people who use the products. The limits imposed on cannabis in general- are arbitrary, and unnecessary. Cannabis should be regulated like alcohol.	7/27/2023 11:38 AM
2	The LCB behaves as if comprised of individuals whom are completely unskilled or confused by tangible, factual realities of business operations, economics and industry nuances. Sadly the board regulates from a position of inadequacy and misunderstanding so regardless the policy applied, it ends up ineffective and most times a humiliating failure of regulatory practices on display for the world stage to observe	7/24/2023 1:47 PM
3	Thank you for asking our opinion.	7/23/2023 11:29 AM
4	Producers/processors should be forced to give information along with their samples. Tier size, employee #'s, order turn around time, grow methods etc. should all be required when bringing sales samples. Often times that info is not public knowledge and makes an impact on whether we adopt that farm.	7/23/2023 10:37 AM
5	I really think concentrate unit size should be expanded to at least 1 gram. Liquids should have 10,25,50 and 100 milligram values for testing. All products licensed in Washington state should be able to be sampled timely. I don't think this system is being abused and should be improved I am Medically endorsed.	7/21/2023 9:55 PM
6	remember that budtenders are relied on to make highly informed recommendations and paid like fast-food workers. many of us do hours of extra research because we care deeply about the people we serve	7/21/2023 9:34 AM
7	It needs to be easier to market products to a prospective retailer, and it needs to be easier to educate the staff on incoming and existing products so that they can effectively educate their customers on the products they they are going to be consuming.	7/20/2023 2:14 PM
8	I would like to see a little more samples to be honest. With the restrictions we will wait weeks, sometimes even months before we release the samples to budtenders because there is not enough for everyone. By the time they are distributed, samples can dry out- be crushed or we missed that window of opportunity to get small batch ran items.	7/20/2023 12:58 PM
9	The LCB should WANT retail employees in dispensaries to have a functional knowledge of the products that they sell.	7/20/2023 12:18 PM
10	I think that vendors should be able to make their own call on what they're willing to sample and the vendors who dont want to do the same thing have to accept that budtenders will sell what they like and know.	7/20/2023 12:12 PM
11	There needs to be a way to sample in a setting that questions can be answered.	7/20/2023 12:10 PM
12	Store staff size is a huge one for me. A store with an average of 10- 20 budtenders is not fair to have the same laws and restrictions for stores with 40 - 50 employees	7/20/2023 12:04 PM
13	N/A.	7/20/2023 11:56 AM
14	please consider in person consumption and sampling. These products are all consumable products and the only way for the industry to be able to advance is to offer many areas of consumption especially amongst industry professionals	7/19/2023 7:14 PM
15	Provide more of the product to make samples worth having and to make an informed choice	7/19/2023 11:10 AM
16	I think if you doubled every limit, and removed the caps on edible mg content things would be	7/19/2023 10:48 AM

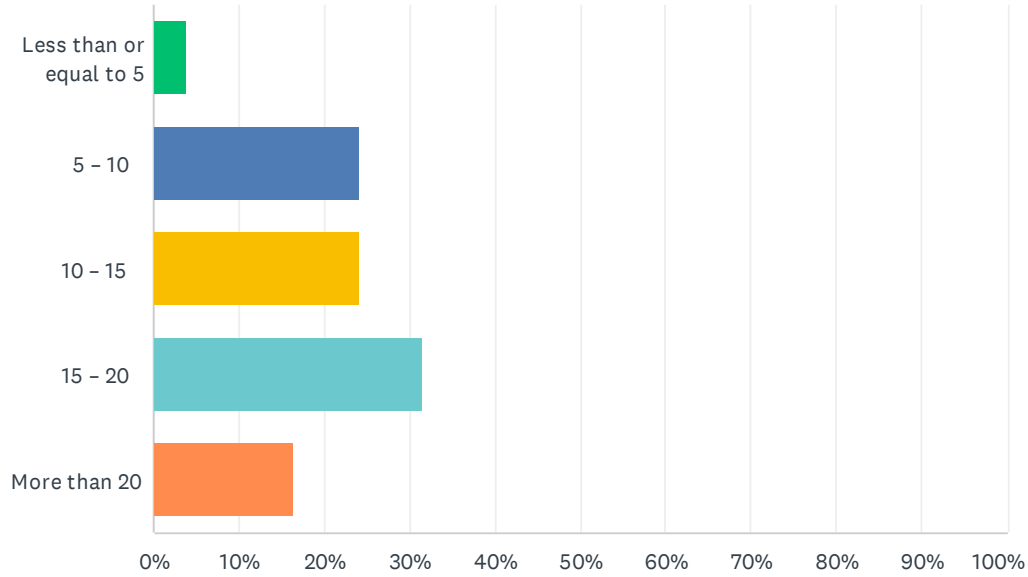
Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

going in the correct direction.

17	Make the packaging totally sperate. The name and contact info of the vendor should be on every package. Many times vendor samples of product we do not carry but we carry different products form that vendor, will come in. Any and ALL samples, including educational, should have their own sperate manifest. They should all be clearly marked in big red letters Educational or Vendor Sample	7/19/2023 8:17 AM
18	I think a certain number of samples should be allowed regardless of product. Under current rule we're allowed 8 flower and two concentrates. I think it should be 10-15 samples regardless of product	7/19/2023 5:36 AM
19	While some companies will attempt to exploit whatever circumstance they can, establishing a policy which effectively puts products in store staffs hands is the best way to enable staff to discuss particular products	7/18/2023 5:23 PM
20	Just let the farms sample what they want	7/18/2023 4:19 PM
21	Make it an even playing field and enforce the rules the same across the industry. Do not require processors to create new product in order to provide retailers with samples.	7/18/2023 2:01 PM
22	Less restriction.	7/18/2023 1:58 PM
23	The statements in the above 24 questions if thought through will provide reasonableness to establishing a Sampling Matrix equation for monthly distribution that provide the opportunity for the Processor and Retailer to work together to create the experience required to either establish a positive mutually beneficial relationship for the Processor, Retailer, and the Customers, a sought after Trifecta win-win-win, without providing negatives for all	7/18/2023 1:57 PM
24	No cap on Vendor Samples!!!!!!	7/18/2023 1:56 PM
25	na	7/18/2023 1:55 PM
26	Its a pretty well regulated system I see no harm in raising the limits for better test results on what to bring into the shop.	7/18/2023 1:47 PM
27	Let's normalize and simplify. There's a great opportunity here to not just increase categories -- though that's valuable -- but to make things easier for new companies. I would stress that at the very least, any product available for retail sale needs to be able to be sampled, unaltered, i.e. 1g units for concentrates, 100mg THC units for edibles.	7/18/2023 1:42 PM
28	Buddy boxes should be available and it's insane they aren't allowed.	7/18/2023 1:30 PM
29	All samples MUST be approved by Retailer BEFORE sending them to the retailer. Never assume that the samples will be accepted.	7/18/2023 1:13 PM
30	I think we should be able to accept more samples but the process of receiving samples from Processors is fine.	7/18/2023 1:07 PM
31	I think if we are concerned as a state about samples we should either take the approach of retailers having to report sample intake/received to the lcb in a more robust manner, or level the playing field and take away samples all together. As it stands right now these rule changes will benefit big producers with more financial resources, and limit big retailers with a larger staff and customer base in understanding their new product offerings. Maybe some sort of approved employee list for sample distribution per retailer the LCB can cross reference with actual distribution reports from POS systems could be useful.	7/18/2023 12:49 PM
32	All products the processor is selling should be allowed to be tested	7/18/2023 12:40 PM
33	I am not advocating for unreported vendor samples, simply the removal of quantitative limits upon them. The industry may be maturing but is certainly not stagnating. Loosening some of these regulations would create more readily defined boundaries and make this program more accessible to those who currently avoid it.	7/18/2023 12:40 PM
34	Larger unit sizes are the biggest thing. For me to get a good "feel" for some flower, 1g just isnt enough.	7/18/2023 12:26 PM
35	Better accounting on samples between the vendor and retailer.	7/18/2023 11:58 AM

Q26 How many employees at the retail outlet sell cannabis products directly to customers?

Answered: 79 Skipped: 117



ANSWER CHOICES	RESPONSES	
Less than or equal to 5	3.80%	3
5 – 10	24.05%	19
10 – 15	24.05%	19
15 – 20	31.65%	25
More than 20	16.46%	13
TOTAL		79

Q27 Please specify the number of employees at the retail outlet who sell products directly to customers:

Answered: 70 Skipped: 126

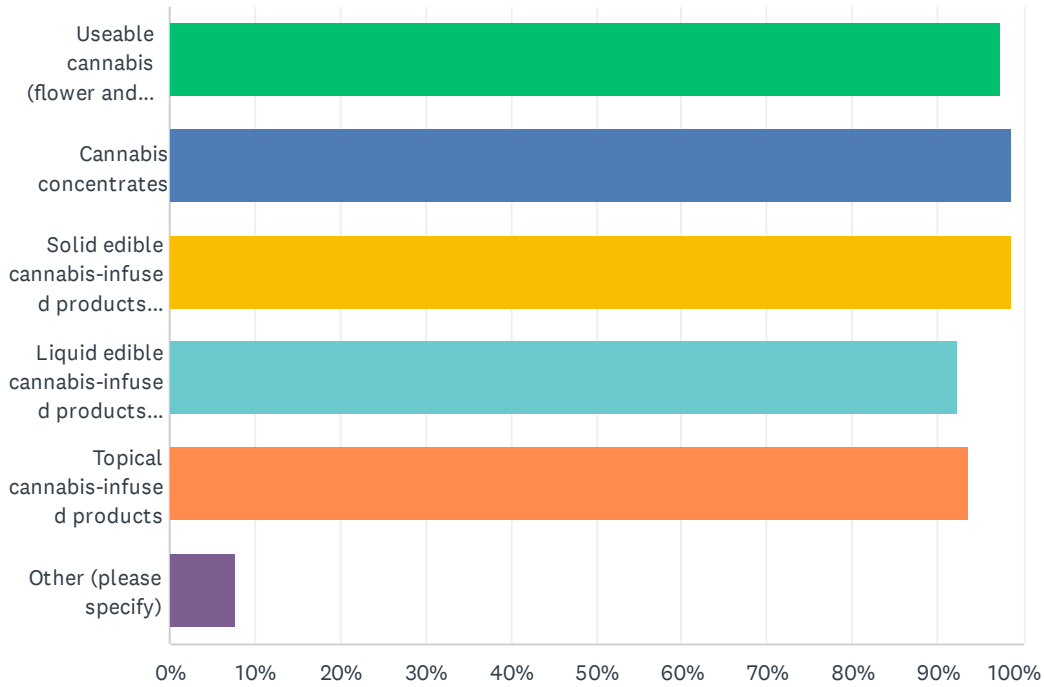
#	RESPONSES	DATE
1	40	7/25/2023 4:12 PM
2	6	7/24/2023 1:53 PM
3	5	7/23/2023 5:32 PM
4	10	7/23/2023 11:52 AM
5	11	7/23/2023 10:51 AM
6	6	7/22/2023 11:09 AM
7	7	7/21/2023 2:25 PM
8	18	7/21/2023 1:07 PM
9	We consistently have 5 employees working direct sales, with the occasional plus 1 or 2 when owners are here or Manager needs to cover	7/21/2023 12:37 PM
10	7	7/21/2023 9:47 AM
11	15-25 per store, but multiple stores.	7/21/2023 9:15 AM
12	Our stores have 15-20 employees per location that sell product directly to customers	7/20/2023 6:04 PM
13	25	7/20/2023 4:39 PM
14	17	7/20/2023 3:30 PM
15	78	7/20/2023 3:05 PM
16	17	7/20/2023 1:13 PM
17	8	7/20/2023 12:31 PM
18	12-15 depending on turnover and hiring.	7/20/2023 12:29 PM
19	42-48	7/20/2023 12:29 PM
20	All employees - currently 8	7/20/2023 12:22 PM
21	Staffing generally ranges between 5 and 10.	7/20/2023 12:12 PM
22	7	7/20/2023 11:50 AM
23	16	7/20/2023 10:39 AM
24	varies by location	7/20/2023 9:20 AM
25	13-15 depending on season	7/19/2023 7:23 PM
26	Any employee including myself service customers. 28	7/19/2023 3:34 PM
27	12	7/19/2023 2:44 PM
28	6 currently.	7/19/2023 2:08 PM
29	11-12	7/19/2023 12:04 PM
30	16	7/19/2023 11:53 AM
31	5	7/19/2023 11:37 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

32	10, at this one license. Across the company we have 24.	7/19/2023 11:04 AM
33	17	7/19/2023 9:12 AM
34	8	7/19/2023 8:56 AM
35	We all do	7/19/2023 8:36 AM
36	5	7/19/2023 5:45 AM
37	8	7/18/2023 8:20 PM
38	budtenders and asst mgrs	7/18/2023 5:29 PM
39	Everyone, we work as a team	7/18/2023 4:25 PM
40	Staffing can fluctuate but between 15-25	7/18/2023 3:54 PM
41	13	7/18/2023 3:02 PM
42	15	7/18/2023 2:15 PM
43	25	7/18/2023 2:14 PM
44	6	7/18/2023 2:13 PM
45	Apex cannabis has 60 budtenders that deal directly with the customer throughout 3 locations	7/18/2023 2:12 PM
46	all employees	7/18/2023 2:03 PM
47	12	7/18/2023 2:00 PM
48	31, all our employes are trained to sell	7/18/2023 2:00 PM
49	10 currently but we're hiring for two positions so 12 is more typical	7/18/2023 1:53 PM
50	15	7/18/2023 1:51 PM
51	17	7/18/2023 1:38 PM
52	Including all 5 stores it's over 20, one store usually staffs about 7-8 per day	7/18/2023 1:36 PM
53	11	7/18/2023 1:34 PM
54	18	7/18/2023 1:26 PM
55	All of them do	7/18/2023 1:17 PM
56	7 including myself	7/18/2023 1:14 PM
57	17	7/18/2023 1:03 PM
58	23-25	7/18/2023 12:58 PM
59	four	7/18/2023 12:50 PM
60	16	7/18/2023 12:34 PM
61	16	7/18/2023 12:27 PM
62	12 or so	7/18/2023 12:23 PM
63	20	7/18/2023 12:21 PM
64	11	7/18/2023 12:12 PM
65	4	7/18/2023 12:06 PM
66	9	7/18/2023 12:04 PM
67	15	7/18/2023 12:03 PM
68	14-15	7/18/2023 12:01 PM
69	14	7/18/2023 11:56 AM

Q28 What are the categories of cannabis products provided to the retailer for educational sampling purposes? Select all that apply.

Answered: 78 Skipped: 118



ANSWER CHOICES	RESPONSES
Useable cannabis (flower and pre-rolls)	97.44% 76
Cannabis concentrates	98.72% 77
Solid edible cannabis-infused products (edibles)	98.72% 77
Liquid edible cannabis-infused products (cannabis-infused beverages)	92.31% 72
Topical cannabis-infused products	93.59% 73
Other (please specify)	7.69% 6
Total Respondents: 78	

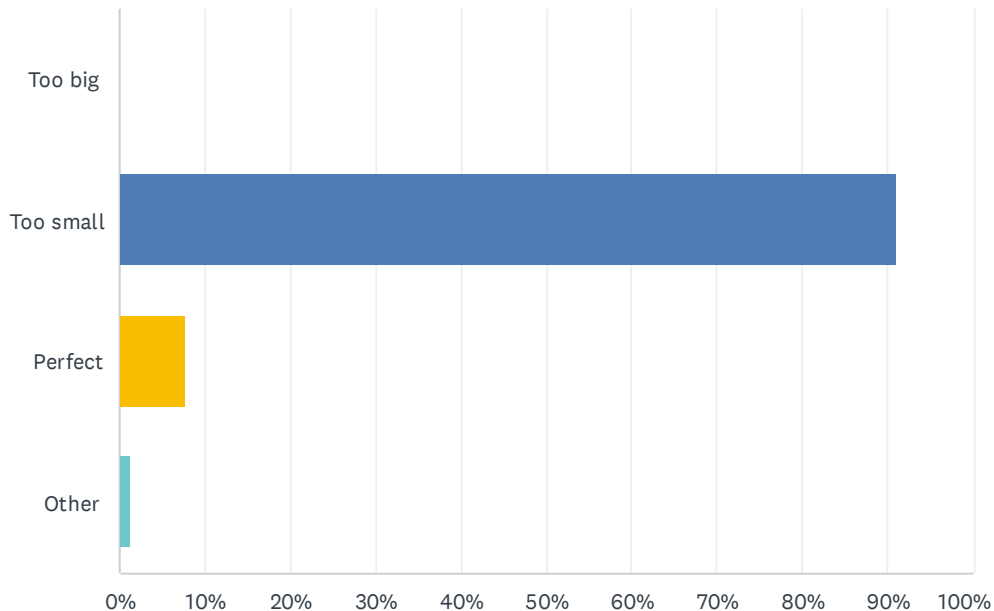
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	I believe we receive the full variety of product types	7/21/2023 9:15 AM
2	I don't usually request liquid edible edu samples because it uses up the vendor's packaging that could be used for sellable product.	7/20/2023 6:04 PM
3	N/A.	7/20/2023 12:12 PM
4	Sometimes products like vape pens are also provided.	7/20/2023 10:39 AM
5	we sell any type of product allowable	7/19/2023 7:23 PM
6	New products that may be coming out. Inhalers	7/19/2023 8:36 AM

Licensed Cannabis Retailers - Vendor, Educational and Internal Quality Control Samples

7	Edibles and concentrates are the least popular because of how small the samples are	7/18/2023 3:54 PM
8	we do not accept educational samples as it is too hard to track and certain Processors overwhelm us with samples	7/18/2023 2:12 PM
9	The limits on concentrates and liquid edibles are so absurd that most companies don't want to make them.	7/18/2023 1:53 PM
10	It's mainly just flower and concentrates. Not too many vendors give out beverage or topical samples in general	7/18/2023 1:14 PM

Q29 Do you think a sample size of 0.5 g of useable cannabis, cannabis mix, or infused-cannabis mix is:

Answered: 78 Skipped: 118



ANSWER CHOICES	RESPONSES
Too big	0.00% 0
Too small	91.03% 71
Perfect	7.69% 6
Other	1.28% 1
TOTAL	78

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Some have different tolerances so some might need more to actually experience the true effects of the products	7/26/2023 11:29 AM
2	1g would be better in order to include infused pre-rolls that are often larger than .5g, especially infused pre-rolls that use a pre-formed wrap such as a palm leaf that is designed to hold 1g of content.	7/23/2023 5:32 PM
3	The product does not grow in .5 gram flowers, therefore substantial damage is done to the product for the purpose of meeting limits.	7/23/2023 11:52 AM
4	This limit causes farms to have to give out samples so small, they are almost meaningless. A larger allowance would give producers the opportunity to not only reach more retailers with samples but also give those retailers the ability to have a more engaged and meaningful experience with the sample. A larger sample size allows budtenders the ability to try the product in multiple fashions creating a better knowledge, and memory of the product. It is difficult to speak on the effects of a product to the customer without a clear understanding of the experience it creates.	7/23/2023 10:51 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

5	1 gram is optimal size, I am Medically endorsed.	7/22/2023 11:09 AM
6	While I feel that 0.5g of Flower is too small an amount to fully judge a sample, 0.5g is a perfectly fine amount to be able to sample in some cases certain concentrate products.	7/21/2023 12:37 PM
7	sample limits should match sale limits	7/21/2023 9:47 AM
8	There is no reason why this can't match the vendor sampling rules.	7/21/2023 9:15 AM
9	1g provides a better amount for a fuller experience with the product. Cannabis effect profiles are dynamic and can change given the time, level of consumption, setting, etc.	7/20/2023 6:04 PM
10	Almost every employee is a user with a high tolerance. They usually need bigger amounts to give a fair judgment of the products.	7/20/2023 3:30 PM
11	A solid gram at the very least is best for testing	7/20/2023 3:05 PM
12	Not enough to ascertain the full effect.	7/20/2023 12:22 PM
13	N/A.	7/20/2023 12:12 PM
14	You don't get a proper representation of the product	7/20/2023 10:45 AM
15	As stated previously about vendor samples, these samples tend to be too small to make an educated opinion based on.	7/20/2023 10:39 AM
16	see every other response	7/19/2023 7:23 PM
17	You at least one gram or more to truly examine flower.	7/19/2023 2:08 PM
18	again, such a small amount, it's not enough to actually tell how the product is let alone enough to consume and get a good judgement.	7/19/2023 11:53 AM
19	Not enough to make informed decision on product	7/19/2023 11:37 AM
20	You can't even roll a joint with .5g	7/19/2023 11:04 AM
21	One gram is needed	7/19/2023 8:36 AM
22	It should be based on the product type	7/18/2023 4:25 PM
23	the average employee in cannabis will need more than that	7/18/2023 3:54 PM
24	I personally feel that in order to truly sample a product, you need at least 1g of usable cannabis. There needs to be less restriction on the amount amount that can be included in an educational sample. It is important for our sales team to be able to sample products that they are going to be selling to help educate customers and provide the best possible shopping and smoking experience for our customers.	7/18/2023 2:15 PM
25	All samples should be the size of the product being sold to the end consumer	7/18/2023 2:12 PM
26	Educational limit is 0.25g -- not 0.5g as referenced in the question -- and that sample size is so small as to make it impossible for the staff member to really get a good sense of the product -- it also requires that the processor have a special line set up for just making educational samples, which means many of them just don't do it, which means the public doesn't get a well informed budtender.	7/18/2023 1:53 PM
27	Many folks that sell cannabis have a high tolerance and this is often not enough for them to be able to tell a customer the effects.	7/18/2023 1:51 PM
28	That's pretty much one dab or bowl, not enough to even know if the sample is good.	7/18/2023 1:38 PM
29	I think 1g would be sufficient and give more of an opportunity to get the full effects of the sample.	7/18/2023 1:36 PM
30	Same as the rest...	7/18/2023 1:34 PM
31	When useable cannabis samples are only .5g, it's not enough to get the full affect of the product.	7/18/2023 1:26 PM
32	0.5g of flower is nowhere near enough for a budtender to try and get an adequate feel for in order to sell to customers. As I stated in the previous section of this survey, 1g of flower for	7/18/2023 1:14 PM

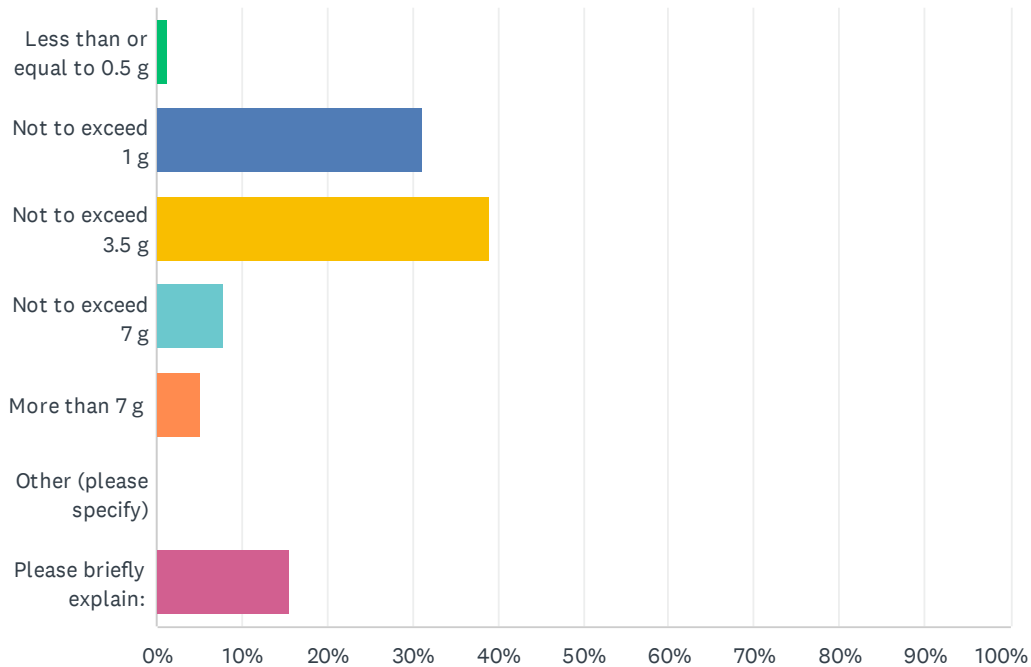
Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

regular users isn't quite enough, so 0.5g isn't near enough either, especially when these samples are for the people who will directly be selling to customers.

33	A limit of 1g is enough to derive an informed opinion of quality.	7/18/2023 1:03 PM
34	Less than one sessions worth of a sample, not indicative of quality.	7/18/2023 12:58 PM
35	that limits the amount of products	7/18/2023 12:50 PM
36	A typical budtender has a higher tolerance than most consumers; .5g does not give the budtender enough to make an accurate decision on a product	7/18/2023 12:27 PM
37	It's hard to get a feel for something with such a small sample	7/18/2023 12:23 PM
38	I think a full gram would be best	7/18/2023 12:04 PM

Q30 Which of the following do you think should be the maximum size of a single educational sample unit of useable cannabis, cannabis mix, or infused-cannabis mix?

Answered: 77 Skipped: 119



ANSWER CHOICES	RESPONSES
Less than or equal to 0.5 g	1.30% 1
Not to exceed 1 g	31.17% 24
Not to exceed 3.5 g	38.96% 30
Not to exceed 7 g	7.79% 6
More than 7 g	5.19% 4
Other (please specify)	0.00% 0
Please briefly explain:	15.58% 12
TOTAL	77

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	This a standard size of retail product that would be better gauge of quality.	7/23/2023 11:52 AM
2	2g is a reasonable amount to be able to try the product in multiple fashions giving the budtender a better understanding of the experience it will create.	7/23/2023 10:51 AM
3	3.5g for flower, 1gram for concentrates, 100mg for liquid edibles, 1000mg for topicals and 100mg for solid edibles	7/20/2023 3:30 PM
4	It takes more than a single toko to be able to tell and depending on the delivery method the	7/20/2023 12:31 PM

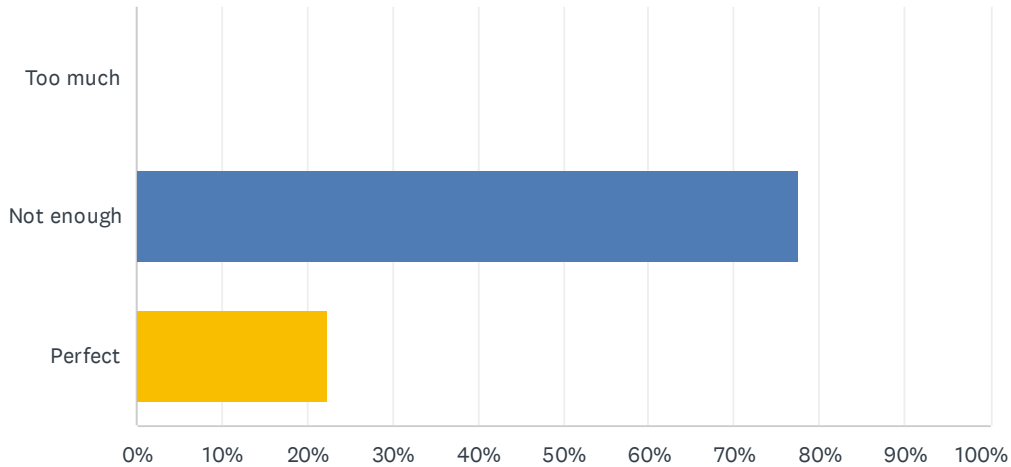
Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

sampler is using different amounts are required.

5	No limit	7/20/2023 10:45 AM
6	no limitations	7/19/2023 7:23 PM
7	1g is bare minimum 3.5g would be optimal.	7/19/2023 2:08 PM
8	Depends on the product	7/18/2023 4:25 PM
9	I personally feel that in order to truly sample a product, you need at least 1g of usable cannabis. The restrictions on samples are made by individuals who do not consume or understand the importance of sampling in order to make helpful recommendations to consumers. If we provided samples up to 3.5g, this allows an associate to really try the product a few different times to fully know the effects of it. There needs to be less restriction on the amount amount that can be included in an educational sample. It is important for our sales team to be able to sample products that they are going to be selling to help educate customers and provide the best possible shopping and smoking experience for our customers.	7/18/2023 2:15 PM
10	This is broken -- you want this to be a text box -- not a radio button. I think any legal size should be allowed, and I think the LCB should get out of the business of counting units and set a maximum \$\$ amount on an annual basis.	7/18/2023 1:53 PM
11	Many folks that sell cannabis have a high tolerance and this is often not enough for them to be able to tell a customer the effects.	7/18/2023 1:51 PM
12	Provided any given employee does not receive Educational Samples in excess of a legal transaction limit, the maximum size of a single unit should left to the discretion of the producer/processor providing the samples.	7/18/2023 1:03 PM

Q31 Do you think the maximum limit of 10 mg of THC in a single educational sample unit of a solid edible product is:

Answered: 76 Skipped: 120



ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	77.63% 59
Perfect	22.37% 17
TOTAL	76

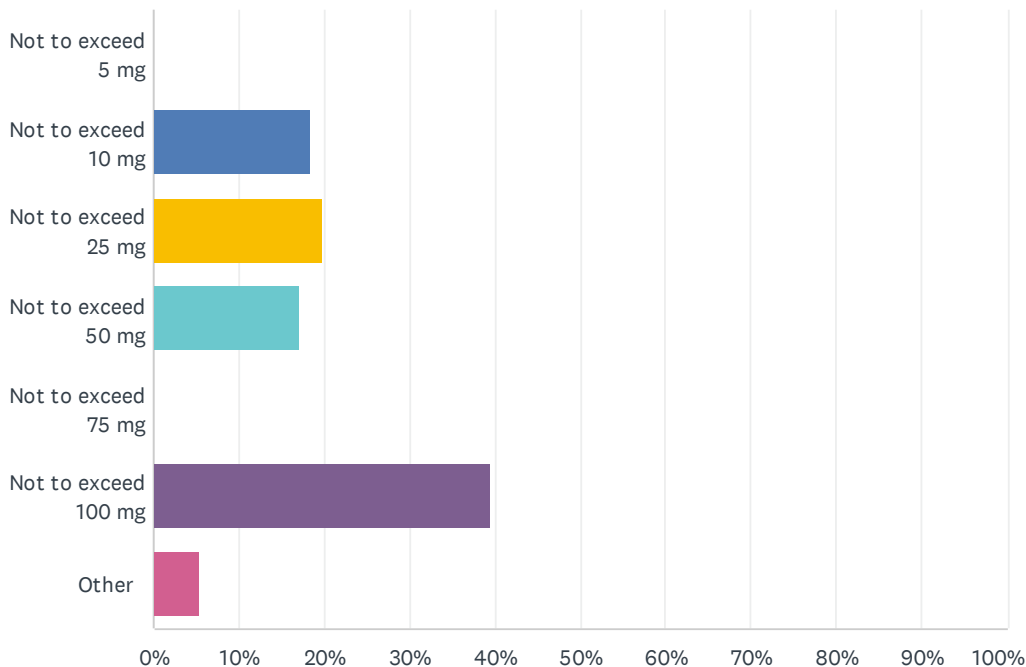
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Low-dosage for evaluating effectiveness.	7/23/2023 11:52 AM
2	It should depend on whatever the dose would be in what we'd sell.	7/23/2023 10:51 AM
3	As far as edibles go, as long as it is Infused, it gives the added flavor and consistency that will be directly adding or contrasting against the flavor of the product, therefore 10mg is an acceptable amount	7/21/2023 12:37 PM
4	should match a new limit of 25mg	7/21/2023 9:47 AM
5	Once again, I don't understand this question. 10mg THC is the max amount for a single solid edible.	7/20/2023 6:04 PM
6	Many need much more than 10mg to feel any effect.	7/20/2023 4:39 PM
7	Not strong enough to make a judgement.	7/20/2023 3:30 PM
8	Not potent enough to ascertain effect.	7/20/2023 12:22 PM
9	N/A.	7/20/2023 12:12 PM
10	100mg products are already on the market	7/20/2023 10:45 AM
11	Many budtenders have high enough tolerances that 10mg is not high enough a dose to determine the quality of a product.	7/20/2023 10:39 AM
12	its nonsense	7/19/2023 7:23 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

13	Limit is restrictive but cant address this unless limits for sold products are changed.	7/19/2023 3:34 PM
14	Should be 100mg. Despite the state regulations 10mg hits differently depending on delivery method so you may need more of certain edibles.	7/19/2023 2:08 PM
15	most people who work in cannabis have some what of a tolerance if you have ever used cannabis 10mg usually isn't enough to affect the average consumer even the slightest.	7/19/2023 11:53 AM
16	Most dont find 10mg effective.	7/19/2023 11:37 AM
17	10mg is too weak to affect most of the staff	7/19/2023 11:04 AM
18	Should be how it comes packaged and sold to a customer	7/18/2023 4:25 PM
19	the average employee in cannabis will need more than that	7/18/2023 3:54 PM
20	I think if a product is going to be sold with more than 10mg thc in the container, it is important to sample that product as it will be sold. So if it is 100mg THC per container, then I think the sample should be the actual product and not just fraction of it. The flavor and consistency play a huge role in edibles and some people have higher tolerances so it is important for them to be able to feel the effects of the product.	7/18/2023 2:15 PM
21	Should be the same size as the product being sold to the end consumer	7/18/2023 2:12 PM
22	Different tolerances for different people.	7/18/2023 2:03 PM
23	Processors make 100mg units for sale -- they should be able to sample anything up to the legal limit -- making them do special things to make samples is ridiculous and wrong.	7/18/2023 1:53 PM
24	Many folks that sell cannabis have a high tolerance and this is often not enough for them to be able to tell a customer the effects.	7/18/2023 1:51 PM
25	Match what we sell to customers	7/18/2023 1:38 PM
26	Again, with tolerance levels among most employees, samples with 10mg don't really provide much insight into the effects.	7/18/2023 1:36 PM
27	Since single Edibles can only be 10mg I think that's an appropriate amount to have in a sample.	7/18/2023 1:26 PM
28	Unless we change the laws allowing for customers to buy higher concentration edibles, there isn't really a point to giving budtenders a sample that doesn't reflect how the actual product is.	7/18/2023 1:14 PM
29	This is already the limit imposed upon single units of solid edibles.	7/18/2023 1:03 PM
30	that limits the amount of products	7/18/2023 12:50 PM
31	budtenders and purchasers typically consume 100mg at a time of edibles	7/18/2023 12:27 PM
32	10mg doesn't work for most budtenders.	7/18/2023 12:23 PM
33	Some of the people in the industry need more than 10mg to feel any effects	7/18/2023 12:12 PM

Q32 Which of the following should be the maximum limit on the amount of THC that may be in a single educational sample unit of a solid edible product?

Answered: 76 Skipped: 120



ANSWER CHOICES	RESPONSES
Not to exceed 5 mg	0.00% 0
Not to exceed 10 mg	18.42% 14
Not to exceed 25 mg	19.74% 15
Not to exceed 50 mg	17.11% 13
Not to exceed 75 mg	0.00% 0
Not to exceed 100 mg	39.47% 30
Other	5.26% 4
TOTAL	76

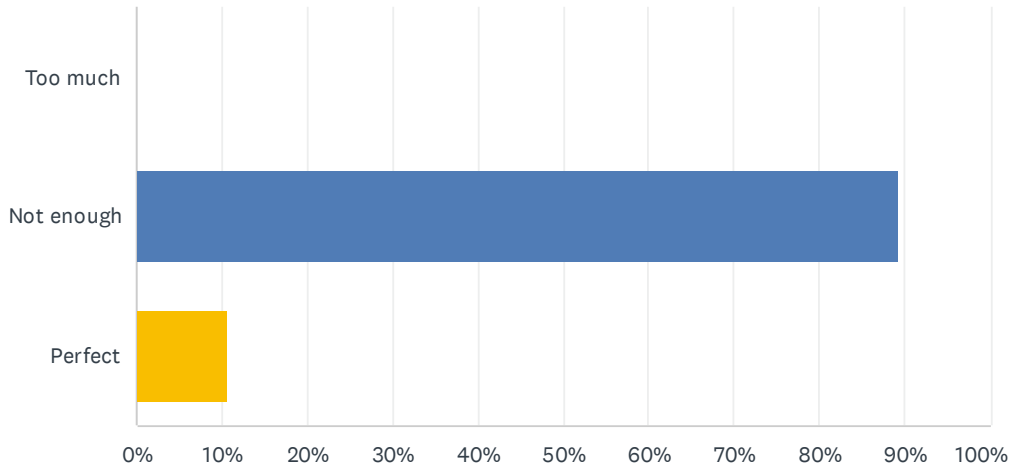
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	The LCB behaves as if comprised of individuals whom are completely unskilled or confused by tangible, factual realities of business operations, economics and industry nuances. Sadly the board regulates from a position of inadequacy and misunderstanding so regardless the policy applied, it ends up ineffective and most times a humiliating failure of regulatory practices on display for the world stage to observe	7/24/2023 1:53 PM
2	This would be an effective dosage for evaluating product effectiveness.	7/23/2023 11:52 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

3	It should depend on whatever the dose would be in what we'd sell.	7/23/2023 10:51 AM
4	Again, as long as it is Infused, it gives the added flavor and consistency that will be directly adding or contrasting against the flavor of the product, therefore 10mg is an acceptable amount	7/21/2023 12:37 PM
5	Unless we are discussing p/p's being able to manifest 10pks as edu samples, once again, this question doesn't make sense to me.	7/20/2023 6:04 PM
6	usually a 10pk of edibles ends up being 10mg each which is a good amount for solid edible single products to be	7/20/2023 12:29 PM
7	N/A.	7/20/2023 12:12 PM
8	100 mg is already on the market	7/20/2023 10:45 AM
9	Samples should reflect product sold to customers.	7/20/2023 10:39 AM
10	limitations are not for industry professionals.	7/19/2023 7:23 PM
11	Let the staff try full products.	7/19/2023 11:04 AM
12	Legal limits	7/18/2023 4:25 PM
13	Will be accurate to the product being sold to the customer	7/18/2023 3:54 PM
14	I think if a product is going to be sold with more than 10mg thc in the container, it is important to sample that product as it will be sold. So if it is 100mg THC per container, then I think the sample should be the actual product and not just fraction of it. The flavor and consistency play a huge role in edibles and some people have higher tolerances so it is important for them to be able to feel the effects of the product.	7/18/2023 2:15 PM
15	Up to 500mg do to tolerances.	7/18/2023 2:03 PM
16	Any legal size	7/18/2023 1:53 PM
17	Many folks that sell cannabis have a high tolerance and this is often not enough for them to be able to tell a customer the effects.	7/18/2023 1:51 PM
18	Since single Edibles can only be 10mg I think that's an appropriate amount to have in a sample.	7/18/2023 1:26 PM
19	Unless we change the laws allowing for customers to buy higher concentration edibles, there isn't really a point to giving budtenders a sample that doesn't reflect how the actual product is.	7/18/2023 1:14 PM
20	Provided any given employee does not receive Educational Samples in excess of a legal transaction limit, the maximum size of a single unit should left to the discretion of the producer/processor providing the samples. If a vendor desired to provide full-sized packages of solid edibles as samples, that is their prerogative.	7/18/2023 1:03 PM
21	it allows for tolerance	7/18/2023 12:50 PM
22	They should be able to sample a full sized item, 100mg	7/18/2023 12:23 PM

Q33 Do you think the maximum limit of 10 mg of THC in a single educational sample unit of a liquid edible product is:

Answered: 75 Skipped: 121



ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	89.33% 67
Perfect	10.67% 8
TOTAL	75

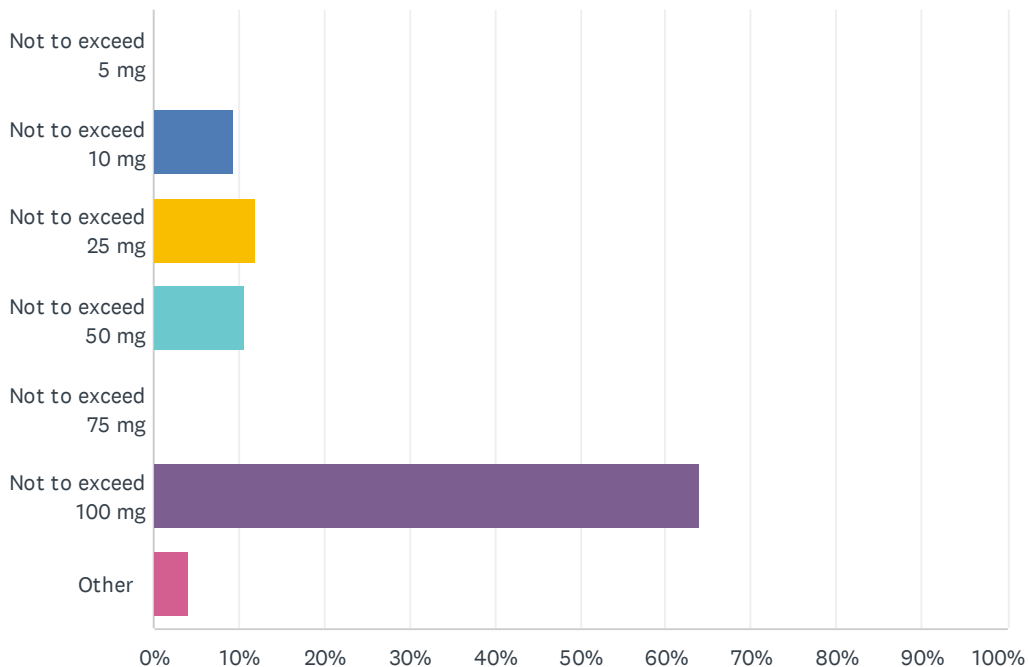
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	should be the same size as what we sell on the shelf so they can give correct information to the customer	7/26/2023 11:29 AM
2	A 10mg capful sample is too small to be representational of a 100mg shot-size liquid edible.	7/23/2023 5:32 PM
3	Low-dosage for evaluating effectiveness.	7/23/2023 11:52 AM
4	It should depend on whatever the dose would be in what we'd sell.	7/23/2023 10:51 AM
5	Again, as long as it is Infused, it gives the added flavor and consistency that will be directly adding or contrasting against the flavor of the product, therefore 10mg is an acceptable amount	7/21/2023 12:37 PM
6	match sellable limits	7/21/2023 9:47 AM
7	Edu samples should contain one serving of the finished product. Per the WAC, a single serving cannot exceed 10mg THC.	7/20/2023 6:04 PM
8	Many need much more than 10mg to feel any effect.	7/20/2023 4:39 PM
9	To be educated on something means you know the breadth of it's effects in it's full-use	7/20/2023 3:05 PM
10	Liquid edibles usually always are 100mg so sampling a 100mg drink that's only a tenth of its potency is not helpful. the effects, the taste, and overall product review is not effective.	7/20/2023 12:29 PM
11	Same as above.	7/20/2023 12:22 PM
12	N/A.	7/20/2023 12:12 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

13	Added problems for productions. Allows products to be represented as the sell in stores	7/20/2023 10:45 AM
14	Samples should reflect product sold to customers.	7/20/2023 10:39 AM
15	all products come in 100 mg packages that most consumers complete upon first usage. cannabis professionals need to be able to understand the dosages to properly inform the customer	7/19/2023 7:23 PM
16	Market is heavily swayed to 100mg so that should be the sample size. Its dumb to force vendors to create a new product just for sampling purposes; as a result I dont see educational products from these folks.	7/19/2023 3:34 PM
17	10mg not effective for most	7/19/2023 11:37 AM
18	10mg is not enough of a sample for liquid edibles.	7/19/2023 11:04 AM
19	We should get the same product that we sell to the customer. If it comes in 100mg then we should get it in 100mg otherwise it is not an accurate sample.	7/19/2023 8:36 AM
20	Should be how it's sold to customers	7/18/2023 4:25 PM
21	the average employee in cannabis will need more than that	7/18/2023 3:54 PM
22	I think if a product is going to be sold with more than 10mg thc in the container, it is important to sample that product as it will be sold. So if it is 100mg THC per container, then I think the sample should be the actual product and not just fraction of it. The flavor and consistency play a huge role in liquid edibles. Those things change when there is more or less thc present.	7/18/2023 2:15 PM
23	Up to 500mg do to tolerances.	7/18/2023 2:03 PM
24	Processors make 100mg units for sale -- they should be able to sample anything up to the legal limit -- making them do special things to make samples is ridiculous and wrong.	7/18/2023 1:53 PM
25	Many folks that sell cannabis have a high tolerance and this is often not enough for them to be able to tell a customer the effects.	7/18/2023 1:51 PM
26	If the original product is 100mg I think the sample should be as well to keep the product as an accurate representation of what you could potentially be selling. Less THC can alter the taste and the high.	7/18/2023 1:26 PM
27	If someone can buy a beverage or tincture that contains 100mg THC in total, we should be able to receive a sample of that size. For example, if we were to receive educational samples of 2oz shots, they should be 100mg thc so budtenders can accurately gauge the effects and more effectively sell that product to customers.	7/18/2023 1:14 PM
28	This limit precludes the existence of Educational Samples of nearly all liquid edible products available state-wide.	7/18/2023 1:03 PM
29	that limits the amount of products	7/18/2023 12:50 PM
30	It's just not enough	7/18/2023 12:23 PM
31	There are infused beverages that are 100mg that should be represented properly in a sample.	7/18/2023 12:04 PM

Q34 Which of the following should be the maximum limit on the amount of THC that may be in a single educational sample unit of a liquid edible product?

Answered: 75 Skipped: 121



ANSWER CHOICES	RESPONSES
Not to exceed 5 mg	0.00% 0
Not to exceed 10 mg	9.33% 7
Not to exceed 25 mg	12.00% 9
Not to exceed 50 mg	10.67% 8
Not to exceed 75 mg	0.00% 0
Not to exceed 100 mg	64.00% 48
Other	4.00% 3
TOTAL	75

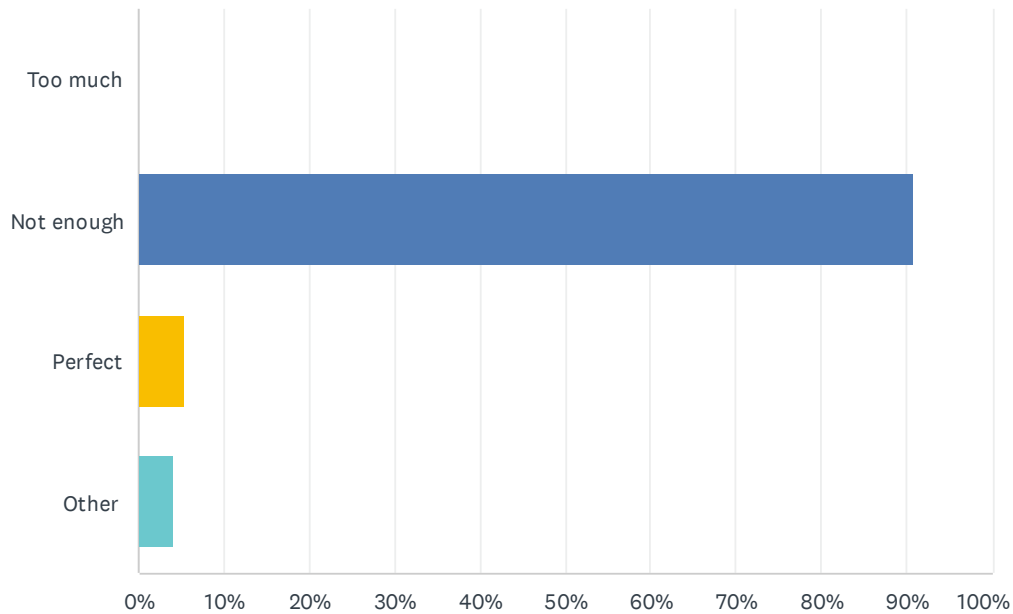
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	This would be an effective dosage for evaluating product effectiveness.	7/23/2023 11:52 AM
2	It should depend on whatever the dose would be in what we'd sell.	7/23/2023 10:51 AM
3	Again, as long as it is Infused, it gives the added flavor and consistency that will be directly adding or contrasting against the flavor of the product, therefore 10mg is an acceptable amount	7/21/2023 12:37 PM
4	Unless we are discussing p/p's being able to manifest single units of 100mg beverages as edu samples, this question doesn't make sense to me.	7/20/2023 6:04 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

5	Many need much more than 10mg to feel any effect.	7/20/2023 4:39 PM
6	Liquid edibles usually always are 100mg so sampling a 100mg drink that's only a tenth of its potency is not helpful. the effects, the taste, and overall product review is not effective. This is also difficult for the vendors who have to sue special packaging just for a tenth of a sample.	7/20/2023 12:29 PM
7	Higher mg limit will allow employees to ascertain effect of entire package as most customers generally use more than one serving and would want to know the effect of more than 10mg.	7/20/2023 12:22 PM
8	N/A.	7/20/2023 12:12 PM
9	100mg bev already in stores	7/20/2023 10:45 AM
10	Samples should reflect product sold to customers.	7/20/2023 10:39 AM
11	limitations serve no useful purpose	7/19/2023 7:23 PM
12	Let bud tenders try full size edibles.	7/19/2023 11:04 AM
13	We should get the same product that we sell to the customer. If it comes in 100mg then we should get it in 100mg otherwise it is not an accurate sample.	7/19/2023 8:36 AM
14	Will be accurate to the product being sold to the customer	7/18/2023 3:54 PM
15	I think if a product is going to be sold with more than 10mg thc in the container, it is important to sample that product as it will be sold. So if it is 100mg THC per container, then I think the sample should be the actual product and not just fraction of it. The flavor and consistency play a huge role in liquid edibles. Those things change when there is more or less thc present.	7/18/2023 2:15 PM
16	Up to 500mg do to tolerances.	7/18/2023 2:03 PM
17	Any legal size	7/18/2023 1:53 PM
18	Many folks that sell cannabis have a high tolerance and this is often not enough for them to be able to tell a customer the effects.	7/18/2023 1:51 PM
19	I think 100mg is plenty since liquid edibles can only be up to 100mg.	7/18/2023 1:26 PM
20	Provided any given employee does not receive Educational Samples in excess of a legal transaction limit, the maximum size of a single unit should left to the discretion of the producer/processor providing the samples. Many liquid edible products available are not possible to purvey in a 10mg package size.	7/18/2023 1:03 PM
21	it allows for tolerance	7/18/2023 12:50 PM
22	Not to exceed 100mg thc, if it has cbd also it shouldn't matter	7/18/2023 12:23 PM

Q35 Do you think a sample size of 0.25 g of cannabis concentrate is:

Answered: 76 Skipped: 120



ANSWER CHOICES	RESPONSES
Too much	0.00% 0
Not enough	90.79% 69
Perfect	5.26% 4
Other	3.95% 3
TOTAL	76

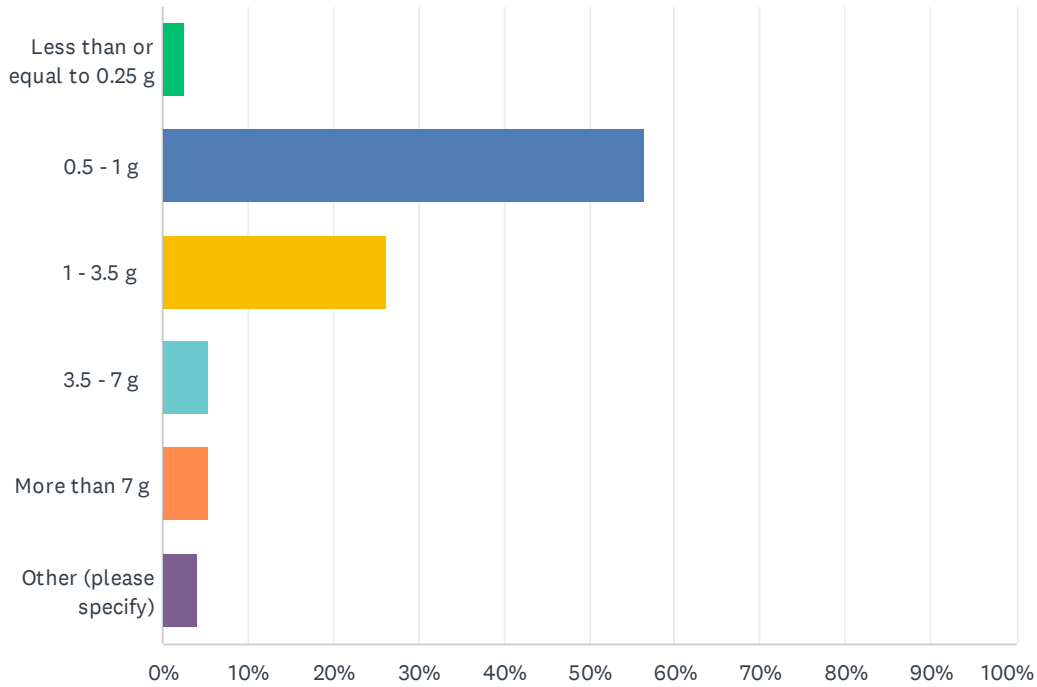
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Should be the same size as what is sold for correct information to the customer	7/26/2023 11:29 AM
2	.25g of concentrate is good for most forms of concentrate with the exception of infused pre-rolls.	7/23/2023 5:32 PM
3	Consider packaging and impact on environment when limiting the amount that can be placed in packaging.	7/23/2023 11:52 AM
4	This limit causes farms to have to give out samples so small, they are almost meaningless. A larger allowance would give producers the opportunity to not only reach more retailers with samples but also give those retailers the ability to have a more engaged and meaningful experience with the sample. .25g is not enough to get a clear idea of the experience. There are so many factors that affect how a product will feel to the consumer. A larger sample size allows budtenders the ability to try the product in multiple fashions creating a better knowledge, and memory of the product.	7/23/2023 10:51 AM
5	Recommend 1 gram	7/22/2023 11:09 AM
6	This varies from one type of concentrate to the next, however, I personally feel 0.5g up to the 1g allowance would be more favorable in actually sampling a product.	7/21/2023 12:37 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

7	0.25-2g	7/21/2023 9:47 AM
8	Wasteful on packaging and incredibly small.	7/21/2023 9:15 AM
9	See the same question re: vendor samples	7/20/2023 6:04 PM
10	Many need more than .25g for a substantial single-use.	7/20/2023 4:39 PM
11	Not strong enough to make a judgement.	7/20/2023 3:30 PM
12	Spill or drop it and that's it.	7/20/2023 3:05 PM
13	.5g	7/20/2023 12:29 PM
14	The state defines concentrate very broadly. It may be appropriate for wax, but not for other concentrates (RSO, infused pre-rolls, etc.).	7/20/2023 12:12 PM
15	Not properly represented	7/20/2023 10:45 AM
16	Many budtenders have high enough tolerances that a .25g sample of concentrate would not be enough to give a determination of quality of the product.	7/20/2023 10:39 AM
17	see above	7/19/2023 7:23 PM
18	Sample based on the individual size of unit sold at retailer.	7/19/2023 3:34 PM
19	0.25 of a Gram is Like one Fraction of a Hit, Idk about you guys but when you Sample something you Definitely need more than a Fraction of a hit, to really get a Feel on the Taste.	7/19/2023 2:44 PM
20	not enough to get a good idea of quality	7/19/2023 11:37 AM
21	It is okay for loose concentrates but not enough on cartridges.	7/19/2023 11:04 AM
22	the average employee in cannabis will need more than that	7/18/2023 3:54 PM
23	I personally feel that in order to truly sample a concentrate product, you need at least .5g of usable concentrate or oil. The restrictions on samples are made by individuals who do not consume or understand the importance of sampling in order to make helpful recommendations to consumers. If we provided samples up to 1g, this allows an associate to really try the product a few different times to fully know the effects of it.	7/18/2023 2:15 PM
24	insufficient amount for a proper results to provide better info to the customers.	7/18/2023 2:03 PM
25	Ridiculous -- can't even get a good sense of the sample at the 0.25g size -- super hard for processors when they fill cartridges, they have to have a special line to do that tiny of an amount -- any legal size should be allowed	7/18/2023 1:53 PM
26	Many folks that sell cannabis have a high tolerance and this is often not enough for them to be able to tell a customer the effects. And it would be nice for folks to be able to try things in more than one dab, so that they can really speak to the effects.	7/18/2023 1:51 PM
27	This is insanely small, a joke essentially.	7/18/2023 1:38 PM
28	.25mg is not enough to be able to get the full affect of the high the product has to offer.	7/18/2023 1:26 PM
29	0.25g of concentrate is a single or two dabs. it is not enough to accurately judge a product and be able to sell it to customers based off your limited experience with said product.	7/18/2023 1:14 PM
30	A limit of 0.5g is enough to derive an informed opinion of quality.	7/18/2023 1:03 PM
31	that limits the amount of products	7/18/2023 12:50 PM
32	.25g doesnt give an accurate representation of a brand's entire line of product, especially being only 2 units of concentrate samples are allowed	7/18/2023 12:27 PM
33	Processors shouldn't have to make custom .25g units	7/18/2023 12:23 PM
34	I think a full gram should be able to be provided just as it would be to the consumer	7/18/2023 12:04 PM

Q36 Which of the following should be the size of a single educational sample unit of a cannabis concentrate?

Answered: 76 Skipped: 120



ANSWER CHOICES	RESPONSES	
Less than or equal to 0.25 g	2.63%	2
0.5 - 1 g	56.58%	43
1 - 3.5 g	26.32%	20
3.5 - 7 g	5.26%	4
More than 7 g	5.26%	4
Other (please specify)	3.95%	3
TOTAL		76

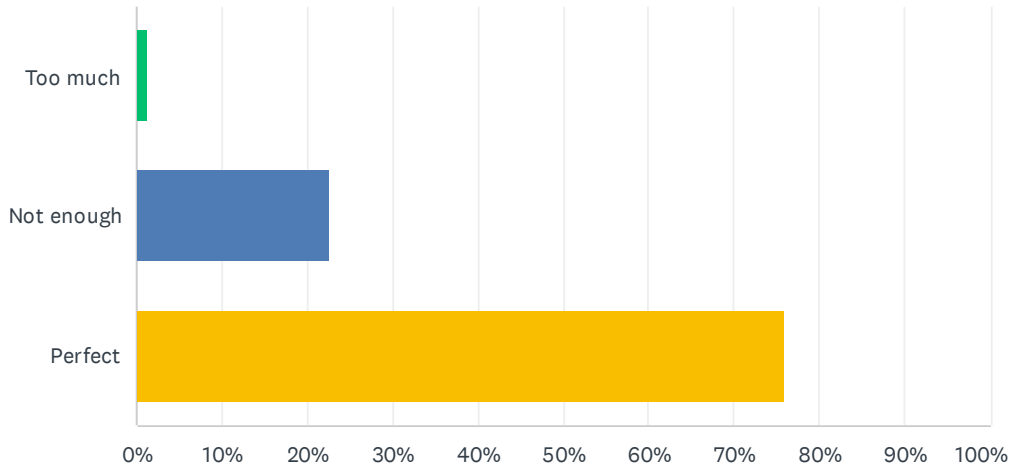
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	A 1g limit would be better for infused pre-rolls.	7/23/2023 5:32 PM
2	Same as above.	7/23/2023 11:52 AM
3	.5g is the minimum amount of concentrate I feel should be given in samples. .25g is not enough to get a clear idea of the experience. There are so many factors that affect how a product will feel to the consumer. A larger sample size allows budtenders the ability to try the product in multiple fashions creating a better knowledge, and memory of the product.	7/23/2023 10:51 AM
4	0.25-2g	7/21/2023 9:47 AM
5	1g for a sample should be reasonable.	7/21/2023 9:15 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

6	See the same question re: vendor samples	7/20/2023 6:04 PM
7	1-2g	7/20/2023 3:30 PM
8	1g per budtender of cartridges and 1g per budtender of concentrates.	7/20/2023 1:13 PM
9	Not to exceed 7g	7/20/2023 12:22 PM
10	Better representation of products	7/20/2023 10:45 AM
11	there should be no limitation	7/19/2023 7:23 PM
12	It could go over 1g if that was allowed, but I think 1g would be fine for anything	7/19/2023 11:04 AM
13	1g	7/19/2023 9:12 AM
14	Will be accurate to the product being sold to the customer	7/18/2023 3:54 PM
15	I personally feel that in order to truly sample a concentrate product, you need at least .5g of usable concentrate or oil. The restrictions on samples are made by individuals who do not consume or understand the importance of sampling in order to make helpful recommendations to consumers. If we provided samples up to 1g, this allows an associate to really try the product a few different times to fully know the effects of it.	7/18/2023 2:15 PM
16	Any legal size should be allowed	7/18/2023 1:53 PM
17	Many folks that sell cannabis have a high tolerance and this is often not enough for them to be able to tell a customer the effects. And it would be nice for folks to be able to try things in more than one dab, so that they can really speak to the effects.	7/18/2023 1:51 PM
18	How it's sold to customers, we should match	7/18/2023 1:38 PM
19	I think 0.5 is a perfect amount for someone to be able to get the full high of the product and to tell if they like it.	7/18/2023 1:26 PM
20	Provided any given employee does not receive Educational Samples in excess of a legal transaction limit, the maximum size of a single unit should left to the discretion of the producer/processor providing the samples. If a vendor desired to provide full-sized, 1g, concentrate sample units, that is their prerogative.	7/18/2023 1:03 PM
21	it allows for tolerance	7/18/2023 12:50 PM
22	Full gram samples please	7/18/2023 12:23 PM

Q37 Do you think a sample size of 16 ounces/unit of a topical cannabis-infused product is:

Answered: 75 Skipped: 121



ANSWER CHOICES	RESPONSES
Too much	1.33% 1
Not enough	22.67% 17
Perfect	76.00% 57
TOTAL	75

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	16 ounces is probably excessive in most cases but a vendor should be able to determine what amount to provide since no intoxication is involved.	7/23/2023 5:32 PM
2	That is an adequate size for evaluating effectiveness.	7/23/2023 11:52 AM
3	I don't believe there should be a limit for topicals.	7/23/2023 10:51 AM
4	16oz?? a whole pound of topical?	7/21/2023 9:47 AM
5	This seems ample for testing in my opinion.	7/21/2023 9:15 AM
6	most topicals weigh 4ounces a jar, still limits budtedner accessibility	7/20/2023 1:13 PM
7	With topicals I think it should just be what they sell to customers so we can get the full experience	7/20/2023 12:29 PM
8	I think it would be easier not to limit the ounces of topical samples' at all	7/20/2023 12:29 PM
9	N/A.	7/20/2023 12:12 PM
10	Allow products to represent as the sell	7/20/2023 10:45 AM
11	there should be no limitation	7/19/2023 7:23 PM
12	16oz is usually enough topical to get an idea of the product. This is the only limit that really makes sense.	7/19/2023 11:04 AM
13	Most topicals are less than 16 ounces. SO I think this is fine.	7/18/2023 2:15 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

14	as long as 16 ounces matches the products on the market and the processors don't have to create a whole new product for sampling purposes	7/18/2023 2:12 PM
15	Any legal size should be allowed -- so this is actually correct -- we can only sell 16 ounces to a customer, as per the WAC, so processors should be able to provide that much	7/18/2023 1:53 PM
16	Many folks that sell cannabis have a high tolerance and this is often not enough for them to be able to tell a customer the effects.	7/18/2023 1:51 PM
17	Topicals are the least amount of samples received so we don't need much as far as limit goes.	7/18/2023 1:26 PM
18	the limit should be the size of a sellable unit to customers	7/18/2023 1:14 PM
19	The vast majority of topical products are well within this threshold.	7/18/2023 1:03 PM
20	It should be whatever the actual product weighs. But I don't know of any 16oz topicals, so that's fine I think.	7/18/2023 12:23 PM

Q38 Please specify the size (net weight) that you think a single educational sample unit of a topical cannabis-infused products should be:

Answered: 33 Skipped: 163

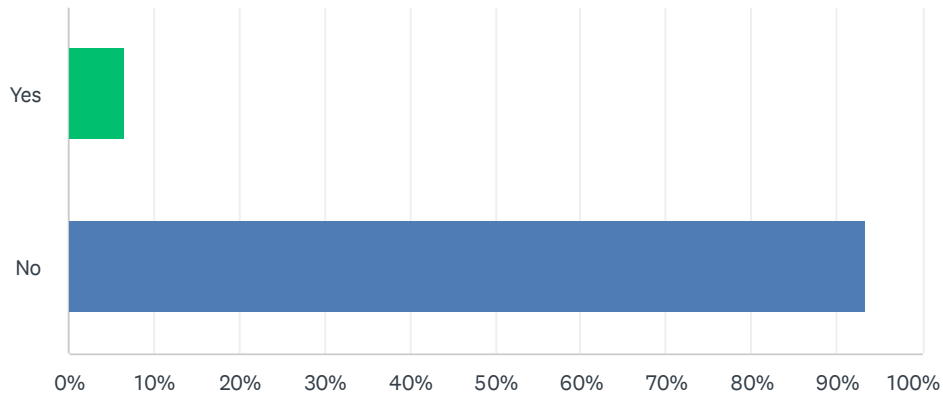
#	RESPONSES	DATE
1	Unlimited	7/24/2023 1:53 PM
2	16 oz	7/23/2023 5:32 PM
3	Full-size topical samples are always appreciated.	7/23/2023 11:52 AM
4	2oz	7/23/2023 10:51 AM
5	8 Ounces	7/22/2023 11:09 AM
6	32oz	7/21/2023 2:25 PM
7	4 oz	7/21/2023 1:07 PM
8	16oz works just fine, as it allows at least a couple uses to test it.	7/21/2023 12:37 PM
9	unlimited- match sales laws	7/21/2023 9:47 AM
10	up to but not exceeding 16oz	7/20/2023 6:04 PM
11	32 ounces	7/20/2023 3:30 PM
12	16 ounces	7/20/2023 3:05 PM
13	72 ounces	7/20/2023 1:13 PM
14	16-32	7/20/2023 12:29 PM
15	I think it would be easier not to limit the ounces of topical samples at all	7/20/2023 12:29 PM
16	16 ounces is fine	7/20/2023 12:22 PM
17	16 ounces is good.	7/20/2023 12:12 PM
18	The regular size of the product for proper representation	7/20/2023 10:45 AM
19	there should be no limitation. topical products should have no limitations as they do not offer intoxication without transdermal chemicals	7/19/2023 7:23 PM
20	16 OZ	7/19/2023 2:44 PM
21	at least 50mg 100mg	7/19/2023 11:37 AM
22	16-32oz is fine	7/19/2023 11:04 AM
23	16	7/19/2023 9:12 AM
24	Some are too small, so 16oz is ok	7/19/2023 8:36 AM
25	2 oz	7/18/2023 5:29 PM
26	16oz	7/18/2023 3:54 PM
27	32 ounces	7/18/2023 2:12 PM
28	whatever the legal limit is	7/18/2023 1:53 PM
29	I think it should be the same weight as the product theyre sampling out.	7/18/2023 1:26 PM
30	the limit should be the size of a sellable unit to customers	7/18/2023 1:14 PM
31	16 ounces	7/18/2023 1:03 PM

Licensed Cannabis Retailers - Vendor, Educational and Internal Quality Control Samples

32	No limit	7/18/2023 12:23 PM
33	About 20 oz	7/18/2023 12:06 PM

Q39 Should a maximum limit on the amount of THC that may be in a single educational sample unit of a topical cannabis-infused product be established?

Answered: 76 Skipped: 120



ANSWER CHOICES	RESPONSES
Yes	6.58% 5
No	93.42% 71
TOTAL	76

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	There should probably be a limit for transdermal-type products that could intoxicate the user.	7/23/2023 5:32 PM
2	Very few products are transdermal.	7/23/2023 11:52 AM
3	I don't believe there should be a limit for topicals.	7/23/2023 10:51 AM
4	Topicals don't pass the blood barrier, high levels are beneficial. I am Medically endorsed.	7/22/2023 11:09 AM
5	Cannabis used topically is not going to effect a persons cognitive abilities like concentrates or flower will.	7/21/2023 12:37 PM
6	Unless the product contains transdermal technology, the user cannot get high from a topical so I see less reason to regulate it as much as the psychoactive products.	7/21/2023 9:15 AM
7	It alters the efficacy of the finished product.	7/20/2023 6:04 PM
8	Topicals are not psycho-active.	7/20/2023 4:39 PM
9	It's a topical and needs to stronger since it is for topical use.	7/20/2023 3:30 PM
10	why would you?	7/20/2023 3:05 PM
11	I think it would be easier not to limit the ounces of topical samples at all	7/20/2023 12:29 PM
12	N/A.	7/20/2023 12:12 PM
13	see above	7/19/2023 7:23 PM
14	It doesn't make you high, there is no need to regulate this facet of the industry.	7/19/2023 11:04 AM
15	We should get what we sell to the customer.	7/19/2023 8:36 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

16	Topicals are not ingested, they are only applied topically, therefore there should not be restriction surrounding the amount of THC present.	7/18/2023 2:15 PM
17	Topicals are not psychoactive and if we are able to sell 1,000mg of THC then that should be able to be sampled	7/18/2023 2:12 PM
18	Its not harmful in any way as a topical.	7/18/2023 2:03 PM
19	I would use whatever the legal limit for an item for sale is -- and right now there's no legal limit for THC amount in a topical sold to the public --	7/18/2023 1:53 PM
20	But it should be much higher.	7/18/2023 1:51 PM
21	It should be given to us the same way it is sold to customers to know how the product actually works!	7/18/2023 1:38 PM
22	Not sure it's necessary since topicals don't impact psychoactivity	7/18/2023 1:36 PM
23	Topicals have varying THC and CBD and i think limiting that amount would not be an accurate representation of the product we could potentially be selling.	7/18/2023 1:26 PM
24	If there are no limits on THC or CBD for topicals for customers, there should not be a limit for budtender samples	7/18/2023 1:14 PM
25	Topical products continue to become more potent to the benefit of consumers. Establishing a maximum limit of THC for Educational Samples may preclude the existence of samples of some products.	7/18/2023 1:03 PM
26	it can not be abused but larger doses can help a patient	7/18/2023 12:50 PM
27	No limit, topicals aren't for getting high	7/18/2023 12:23 PM
28	you dont get high off topicals. Helps with pain	7/18/2023 11:51 AM

Q40 Please specify then maximum amount of THC that you think should be in a single educational sample unit of a topical cannabis-infused product:

Answered: 38 Skipped: 158

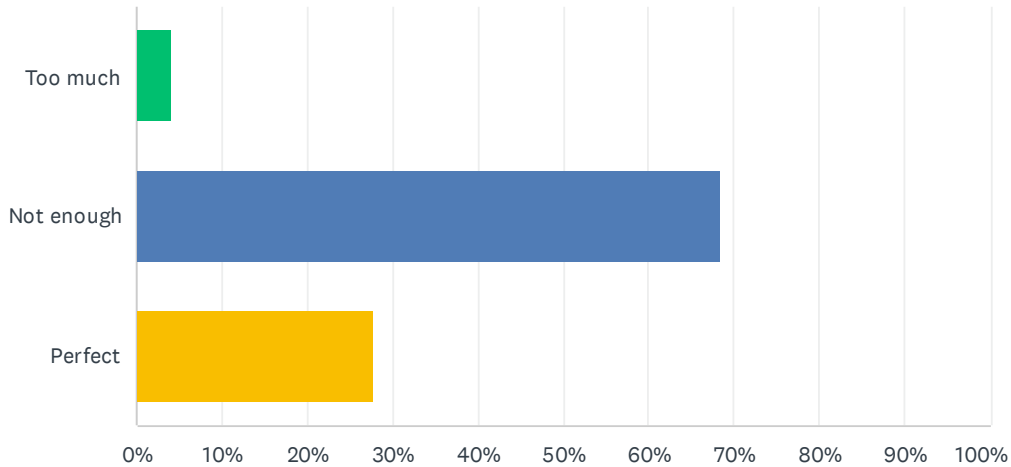
#	RESPONSES	DATE
1	Unlimited	7/24/2023 1:53 PM
2	It depends. For fully-absorbed fast acting transdermal products that may intoxicate the individual, a limit should probably be in place. I'm not educated enough to know what that limit should be. Non-psychoactive topicals for pain relief should have generous limits or none at all for THC.	7/23/2023 5:32 PM
3	No specific opinion on this.	7/23/2023 11:52 AM
4	I don't believe there should be a limit for topicals.	7/23/2023 10:51 AM
5	NO limit	7/22/2023 11:09 AM
6	4 oz	7/21/2023 1:07 PM
7	Whatever level/limit the Processor sells the product at	7/21/2023 12:37 PM
8	unlimited. topicals are distinctly different	7/21/2023 9:47 AM
9	Topical samples are fine.	7/21/2023 9:15 AM
10	I think the potency should be in-line with the sellable version of the product.	7/20/2023 6:04 PM
11	1000mg	7/20/2023 4:39 PM
12	1500	7/20/2023 3:30 PM
13	unlimited	7/20/2023 3:05 PM
14	100mg-1000mg	7/20/2023 1:13 PM
15	not specified	7/20/2023 12:29 PM
16	1000mg	7/20/2023 12:22 PM
17	16 ounces	7/20/2023 12:12 PM
18	No cap	7/20/2023 10:45 AM
19	5,000mg	7/20/2023 9:20 AM
20	no limitations	7/19/2023 7:23 PM
21	NA	7/19/2023 2:44 PM
22	100mg or more	7/19/2023 11:37 AM
23	up to 1,000,000mg	7/19/2023 11:04 AM
24	No limit	7/19/2023 9:12 AM
25	Whatever the customer size comes in	7/19/2023 8:36 AM
26	NA	7/19/2023 5:45 AM
27	Topicals should have no limits	7/18/2023 3:54 PM
28	1000mg	7/18/2023 2:15 PM
29	Its not harmful in any way as a topical.	7/18/2023 2:03 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

30	whatever the limit is for a product for sale.	7/18/2023 1:53 PM
31	no restrictions	7/18/2023 1:38 PM
32	N/A	7/18/2023 1:36 PM
33	As much as the regular product has to offer.	7/18/2023 1:26 PM
34	5000	7/18/2023 1:17 PM
35	There should be no maximum limit imposed.	7/18/2023 1:03 PM
36	1000	7/18/2023 12:50 PM
37	No limit	7/18/2023 12:23 PM
38	There shouldn't be a limit	7/18/2023 12:06 PM

Q41 Do you think the maximum limit of 100 educational sample units that a retailer may receive per calendar month is:

Answered: 76 Skipped: 120



ANSWER CHOICES	RESPONSES
Too much	3.95% 3
Not enough	68.42% 52
Perfect	27.63% 21
TOTAL	76

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	With more companies coming on to the market, I think the amount of samples should go up with each new purchase the purchaser makes.	7/26/2023 11:29 AM
2	We have 40 employees so that's 2.5 samples per month. Maybe this works better for smaller stores.	7/25/2023 4:12 PM
3	This limit should be dependent on the number of employees a store has. 100 is plenty for a 5-employee store like us. I can't speak for larger retailers.	7/23/2023 5:32 PM
4	Staff sizes, personal consumption likes/dislikes vary as do sample variety.	7/23/2023 11:52 AM
5	It should depend on how many employees they have. If a store has more than 10 employees they should be able to accept more than 100/MO.	7/23/2023 10:51 AM
6	You need to be able to try different strains and products, limiting to 100 will not let you try many product's.	7/22/2023 11:09 AM
7	It's a bit more than enough, as Topical items don't tend to be sampled out as much as other products.	7/21/2023 12:37 PM
8	if a store carries even 30 different brands/products and has 5 employees, each person *might* be able to try half of the brands their store carries.	7/21/2023 9:47 AM
9	Stores have drastically different staffing levels across the state. For a store with 25 employees, they can only receive 4 samples per month? This is not a sufficient level for any meaningful amount of testing or QA.	7/21/2023 9:15 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

10	Edu samples are vital for when we launch new vendors. However, when we have launches, we are never able to get enough samples for the entire team because it eats up 1/5th of the bandwidth for samples, and we have to be super careful as vendors frequently bring us edu samples that we did not request and have to reject if we are close to the limit. For example, we have two new vendors launching in the next month. We will have to forego samples from one of the launches because there is not enough room to accept them.	7/20/2023 6:04 PM
11	Many retailers employ more than 25-40 employees. That does not allow each staff member a reasonable amount of educational samples.	7/20/2023 4:39 PM
12	It should be based on the amount of employees.	7/20/2023 3:30 PM
13	There are way more people to products than 100.	7/20/2023 3:05 PM
14	Try having over 200 vendors rush to load you with samples before the other guy does. 100 units a month with 17 employees means they will get roughly 5 items a month. Larger stores its even less.	7/20/2023 1:13 PM
15	If we get enough for every employee thats only six vendors we can get edu samples out of our 70+ vendors in store	7/20/2023 12:29 PM
16	It shouldn't be a blanket restriction to all retailers it should go by amount of employees. Some stores have 10 - 20 and others have 20 - 50	7/20/2023 12:29 PM
17	Should depend on number of employees	7/20/2023 12:22 PM
18	It would be too much for the size of our store.	7/20/2023 12:12 PM
19	we have over 1000 skus and over a dozen employees. this limitation is arbitrary and serves no purpose	7/19/2023 7:23 PM
20	It makes me reject certain vendors especially my edible vendors.	7/19/2023 3:34 PM
21	If you made the samples stronger, you wouldn't need tons of tiny samples.	7/19/2023 11:37 AM
22	Most months I do not hit this number, but that is because I tell companies I prefer vendor samples over educational samples.	7/19/2023 11:04 AM
23	Let vendors regulate that	7/19/2023 9:12 AM
24	It is hard to keep track of. Some months we get more than others and some less than others. Since the public depends on us for their purchase it is important that the budtenders know what they are selling and they only way to do this is samples. Many cannot afford to buy what we sell to try everything so samples are important. There should be a limit that we can receive per each delivery.	7/19/2023 8:36 AM
25	There are so many vendors	7/19/2023 5:45 AM
26	We carry over 50 vendors and we need the budtenders to know what they're selling. They can't afford to buy all the products to try. Come on.	7/18/2023 3:54 PM
27	There needs to be less restriction on the amount amount that can be included in an educational sample. It is important for our sales team to be able to sample products that they are going to be selling to help educate customers and provide the best possible shopping and smoking experience for our customers.	7/18/2023 2:15 PM
28	Educational samples should be purchased from the processors at cost. This would remove the need to track samples by the retailer, the processors isn't losing money trying to provide products to budtenders, the state would be able to collect their taxes when the product is sold at cost plus tax to the budtender and the budtenders have a vested interest in the sampling process.	7/18/2023 2:12 PM
29	Most companies have more sku's that would put them over if they samples out all sku's I think it should be 200 a month.	7/18/2023 2:03 PM
30	so many vendors trying to get on the shelf, we turn away samples because of the limit.	7/18/2023 2:00 PM
31	This question is actually totally wrong and misrepresents the WAC. The limit is 100 educational sample units PER RETAILER across ALL PROCESSORS. That maximum limit is way too low and hard for retailers to deal with. If it was actually 100 units per processor per retailer, that would be fantastic and a big improvement.	7/18/2023 1:53 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

32	Well 100 from one processor seems like enough, but the rule is actually 100 educational samples total from all processors per calendar month...	7/18/2023 1:51 PM
33	It's not too bad, 125-150 is perfect.	7/18/2023 1:38 PM
34	For larger stores not enough with a.	7/18/2023 1:37 PM
35	I think that is perfect. With 20 employees that allows everyone to receive 5 samples per vendor and I think that is enough to be able to try the different strains they have to offer.	7/18/2023 1:26 PM
36	Depends on the store. I run a small store and we order from any one vendor no more than once a month and the odds of them sending 100 edu samples on that one order isnt high. However I know there are much larger, high volume stores that could go through 100 samples a month	7/18/2023 1:14 PM
37	Limiting the number of samples a retailer may receive ultimately limits expansion. Educational Samples have a proven track record of increasing sales. Locations with more than 10 employees will never see their employees receive their monthly limit of samples under the current 100 unit limit.	7/18/2023 1:03 PM
38	I think it should be based on how many employees retailers have.	7/18/2023 12:58 PM
39	that limits the amount of products	7/18/2023 12:50 PM
40	It's enough for me, but some stores have many more employees.	7/18/2023 12:23 PM
41	There are other retailers with many budtenders and many brands. If ten brands send ten samples that has maxed out the month for the store, and other producers won't be able to educate the budtenders about their products with samples.	7/18/2023 12:04 PM
42	Based on per store, and given the number of processors, 100 seems like too many.	7/18/2023 11:56 AM
43	for our small shop and crew it doesn't effect us, but i can see how larger shops this would be pain	7/18/2023 11:51 AM

Q42 Please specify the amount of educational sample units that a retailer should be allowed to receive per calendar month:

Answered: 55 Skipped: 141

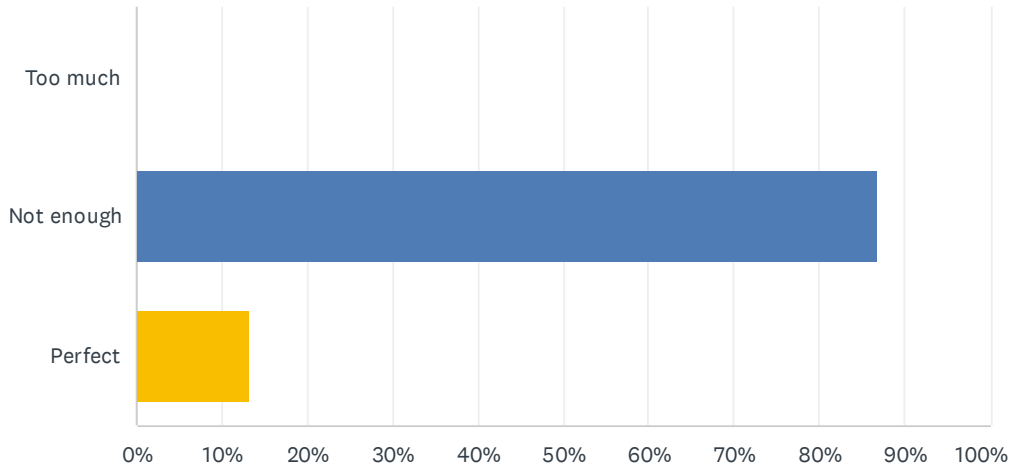
#	RESPONSES	DATE
1	200	7/26/2023 11:29 AM
2	250	7/25/2023 4:12 PM
3	Unlimited	7/24/2023 1:53 PM
4	see above	7/23/2023 5:32 PM
5	Unlimited!	7/23/2023 11:52 AM
6	It should depend on how many employees they have.	7/23/2023 10:51 AM
7	The amount of WSLCB approved products should be the limit	7/22/2023 11:09 AM
8	200 units	7/21/2023 2:25 PM
9	depends on the number of employees and those needing to be educated.	7/21/2023 1:07 PM
10	At 100 units per calendar month works just fine in my opinion	7/21/2023 12:37 PM
11	unlimited	7/21/2023 9:47 AM
12	Should be based on a ratio of the number of employees.	7/21/2023 9:15 AM
13	200	7/20/2023 6:04 PM
14	1,000	7/20/2023 4:39 PM
15	200	7/20/2023 3:30 PM
16	product x employee count	7/20/2023 3:05 PM
17	300	7/20/2023 1:13 PM
18	depending on staff size for a large store I would say enough so each employee could have at least 5 - 10 samples a month 300 - 500 a month of "budtender" samples for stores exceeding more then an average of 30 plus budtenders	7/20/2023 12:29 PM
19	Depends on number of employees	7/20/2023 12:22 PM
20	Should be based on the size of the retailer.	7/20/2023 12:12 PM
21	Why are we setting a limit?	7/20/2023 10:45 AM
22	At current sample sizes, about 250	7/20/2023 10:39 AM
23	300	7/20/2023 9:20 AM
24	unlimited. would you limit how many books a student can read?	7/19/2023 7:23 PM
25	1 unit per employee per vendor or 300 units total	7/19/2023 3:34 PM
26	100	7/19/2023 2:44 PM
27	20	7/19/2023 11:37 AM
28	500+	7/19/2023 11:04 AM
29	No limit	7/19/2023 9:12 AM
30	200	7/19/2023 8:56 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

31	Not per month. per delivery. There should be more than the number of employees in the store. Also many times we reject samples because we got the same thing the week before. So they should be limited by the number of each delivery and they strain or product for each vendor so we don't get the same thing over and over again. They should all be manifested separately.	7/19/2023 8:36 AM
32	Unlimited total amount. Limited per vendor	7/19/2023 5:45 AM
33	300	7/18/2023 8:20 PM
34	100 of each product, sku	7/18/2023 5:29 PM
35	200+	7/18/2023 3:54 PM
36	No limit	7/18/2023 2:15 PM
37	Unlimited if purchased	7/18/2023 2:12 PM
38	Most companies have more sku's that would put them over if they samples out all sku's I think it should be 200 a month.	7/18/2023 2:03 PM
39	20	7/18/2023 2:00 PM
40	30	7/18/2023 2:00 PM
41	100	7/18/2023 1:53 PM
42	100+	7/18/2023 1:51 PM
43	20	7/18/2023 1:38 PM
44	I think 100 is fine.	7/18/2023 1:26 PM
45	speaking for myself, 100 from one vendor per month is enough	7/18/2023 1:14 PM
46	100 per processor sampled per month.	7/18/2023 1:03 PM
47	3 per employee.	7/18/2023 12:58 PM
48	should be based on their product strains	7/18/2023 12:50 PM
49	100	7/18/2023 12:27 PM
50	No limit, if they're paid for	7/18/2023 12:23 PM
51	Depending on how many times the product has been sampled.	7/18/2023 12:06 PM
52	20	7/18/2023 12:04 PM
53	Should be 15 per employee	7/18/2023 12:03 PM
54	15-30	7/18/2023 11:56 AM
55	no limit	7/18/2023 11:51 AM

Q43 Do you think the maximum limit of 10 educational sample units that a retailer may give to each employee per calendar month is:

Answered: 76 Skipped: 120



ANSWER CHOICES	RESPONSES	
Too much	0.00%	0
Not enough	86.84%	66
Perfect	13.16%	10
TOTAL		76

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	all depends on how many vendors per store actually carries	7/26/2023 11:29 AM
2	We'd need to receive 800 samples to hit that mark.	7/25/2023 4:12 PM
3	15 would be better, especially when there are not any vendor samples to try.	7/23/2023 5:32 PM
4	Staff sizes, personal consumption likes/dislikes vary as do sample variety. Again, imagine 70% samples are flower but 70% of your staff either consumes other products or none at all. So 3 people get all the flower they need for evaluating, but 7 people have to share 3 topical samples. Just an example.	7/23/2023 11:52 AM
5	Some stores carry 100's of farms that have 100 of products. More samples means better education for consumers.	7/23/2023 10:51 AM
6	30 one per day makes sense, I am Medically endorsed.	7/22/2023 11:09 AM
7	It just simply isn't possible to have (even with 5 budtenders) a limitation such as 10 samples, with up to or over 20 different vendors for most retail shops. I don't feel the budtender should NEED to be forced to spend their earnings to test something that assists in them upselling a product.	7/21/2023 12:37 PM
8	there are so many products in any given store, and customers expect you to be familiar with most of them. this is hard to impossible with not enough samples	7/21/2023 9:47 AM
9	We carry 70-80 vendors. Testing the consistency of their products in a meaningful time frame is impossible at 10x.	7/21/2023 9:15 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

10	see question 41	7/20/2023 6:04 PM
11	The employee to samples allowed ratio does not allow for stores with a large staff to appropriately provide samples to their staff.	7/20/2023 4:39 PM
12	We prefer for our people and ergo our customers to be as educated as possible on what they are consuming	7/20/2023 3:05 PM
13	item count looks all high until you realize its half grams and .25g samples. its pretty low balling and a lot of work on our end to track.	7/20/2023 1:13 PM
14	We have so many vendors its just not enough	7/20/2023 12:29 PM
15	depending on staff size for a large store I would say enough so each employee could have at least 5 - 10 samples a month 300 - 500 a month of "budtender" samples for stores exceeding more then an average of 30 plus budtenders	7/20/2023 12:29 PM
16	N/A.	7/20/2023 12:12 PM
17	At current sample sizes this is not enough.	7/20/2023 10:39 AM
18	this is a limit that serves no purpose	7/19/2023 7:23 PM
19	A retailer has more than 10 vendors on their shelf so I exclude a lot.	7/19/2023 3:34 PM
20	Many employees can process much more and more feed back is always better.	7/19/2023 2:08 PM
21	The samples are too small. need to be a little larger to get the full experience. Taste, smell, bud structure, effects, terpenes	7/19/2023 11:37 AM
22	I think 20 would be better, 10 is not enough we deal with 40-50 companies and most have multiple product lines.	7/19/2023 11:04 AM
23	We carry hundreds of products in our store. 10 per each employee is not enough. Especially if it is a new vendor. We may get 5 different strains form that one vendor and then they ahve met 1/2 the quota with one order.	7/19/2023 8:36 AM
24	So many vendors	7/19/2023 5:45 AM
25	We carry over 50 vendors and we need the budtenders to know what they're selling. They can't afford to buy all the products to try. Come on.	7/18/2023 3:54 PM
26	There needs to be less restriction on the amount amount that can be included in an educational sample. It is important for our sales team to be able to sample products that they are going to be selling to help educate customers and provide the best possible shopping and smoking experience for our customers.	7/18/2023 2:15 PM
27	Unlimited if purchased. this agreement will be made between retailer and processor	7/18/2023 2:12 PM
28	Most companies have more sku's that would put them over if they samples out all sku's I think it should be 200 a month.	7/18/2023 2:03 PM
29	If the limits are raised to be 100 units per processor per store, a store like ours has 30 vendors, we would need to be able to give more units to our staff.	7/18/2023 1:53 PM
30	This is by far too restrictive, especially when many shops carry 100's of brands and receive 100's of orders each month.	7/18/2023 1:51 PM
31	So many producer/processors, we need less restrictions to try samples.	7/18/2023 1:38 PM
32	We have about 30 different vendors and although not every one brings us samples, sometimes we do get a few vendors who like to have our budtenders try multiple strains but only being able to receive 10 a month really limits to what they can try.	7/18/2023 1:26 PM
33	it's just a bit limiting. It prevents my employees from trying a lot of products because everyone wants to save their educational samples for samples that are more "worth it"	7/18/2023 1:14 PM
34	Limiting the number of samples a retailer may receive ultimately limits expansion.	7/18/2023 1:03 PM
35	Have SO many vendors it's crazy limiting.	7/18/2023 12:58 PM
36	that limits the amount of products	7/18/2023 12:50 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

37	with 100s of vendors per store, i feel its necessary to raise the # of samples given to each employee.	7/18/2023 12:27 PM
38	10 is fine	7/18/2023 12:23 PM
39	Trying all the products is much easier to know what you want to sell.	7/18/2023 12:06 PM
40	We carry about fifty brands in store, ten samples does not represent all of those brands	7/18/2023 12:04 PM
41	Not enough for an employee to have input it also is not enough for all employees to sample	7/18/2023 12:03 PM
42	I know of multiple farms that have to give their samples away because the retailers have a cap.	7/18/2023 11:44 AM

Q44 Please specify the amount of educational sample units that you think should be the maximum limit that a retailer may provide to its employees per calendar month:

Answered: 61 Skipped: 135

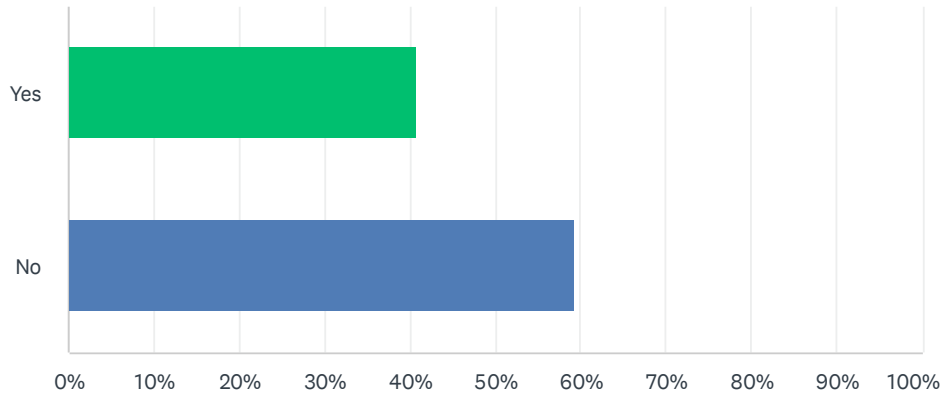
#	RESPONSES	DATE
1	20	7/26/2023 11:29 AM
2	10+	7/25/2023 4:12 PM
3	Unlimited	7/24/2023 1:53 PM
4	15	7/23/2023 5:32 PM
5	Unlimited!	7/23/2023 11:52 AM
6	I should be able to give them as many samples as I want. You should look more into stores that DON'T give their samples to the people who are budtending.	7/23/2023 10:51 AM
7	30	7/22/2023 11:09 AM
8	20-30	7/21/2023 2:25 PM
9	100 each	7/21/2023 1:07 PM
10	25? at the very minimum, because even with 25 being a base cap, it's not to say ALL 25 samples will be distributed per month, but does at least give a better amount to be sampled per month if say a new product came in between hitting the cap of 10 and whatever time is left until the end of the month.	7/21/2023 12:37 PM
11	unlimited	7/21/2023 9:47 AM
12	At least 20x	7/21/2023 9:15 AM
13	It would be 10 units per month, based on the fact we have about 20 employees at each location.	7/20/2023 6:04 PM
14	25	7/20/2023 4:39 PM
15	20	7/20/2023 3:30 PM
16	unlimited	7/20/2023 3:05 PM
17	10 units could work if the sample sizes were larger.	7/20/2023 1:13 PM
18	35	7/20/2023 12:29 PM
19	depending on staff size for a large store I would say enough so each employee could have at least 5 - 10 samples a month 300 - 500 a month of "budtender" samples for stores exceeding more then an average of 30 plus budtenders	7/20/2023 12:29 PM
20	10 is fine for us. If we consistently brought in more new product we would want to be able to provide more educational samples so everyone knows what they're trying to sell.	7/20/2023 12:22 PM
21	10 educational units is reasonable.	7/20/2023 12:12 PM
22	Again, why are we setting a limit?	7/20/2023 10:45 AM
23	I think this is highly variable. It's educational so that they can make informed suggestions to customers.	7/20/2023 10:39 AM
24	30	7/20/2023 9:20 AM
25	unlimited	7/19/2023 7:23 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

26	25-50	7/19/2023 3:34 PM
27	10	7/19/2023 2:44 PM
28	30	7/19/2023 2:08 PM
29	20	7/19/2023 11:37 AM
30	I think 25 per month would be a more comfortable number.	7/19/2023 11:04 AM
31	No limit	7/19/2023 9:12 AM
32	20	7/19/2023 8:56 AM
33	Not by month but by product.	7/19/2023 8:36 AM
34	Unlimited total, limited per vendor	7/19/2023 5:45 AM
35	30	7/18/2023 8:20 PM
36	unlimited	7/18/2023 5:29 PM
37	No limits. If a vendor wants to give budtender samples, they should be able to.	7/18/2023 3:54 PM
38	50	7/18/2023 3:02 PM
39	no limit	7/18/2023 2:15 PM
40	100	7/18/2023 2:14 PM
41	1 per employee per location per month per product (strain/edibles/concentrate/cart/etc.)	7/18/2023 2:12 PM
42	20 per person	7/18/2023 2:03 PM
43	50	7/18/2023 2:00 PM
44	none	7/18/2023 2:00 PM
45	50	7/18/2023 1:53 PM
46	25-30	7/18/2023 1:51 PM
47	150	7/18/2023 1:38 PM
48	20	7/18/2023 1:26 PM
49	25 per employee should be enough for them to actually try samples from most of the products we carry	7/18/2023 1:14 PM
50	There should be no limit imposed.	7/18/2023 1:03 PM
51	3 per vendor, per employee, no max on total.	7/18/2023 12:58 PM
52	should be based on products quantity	7/18/2023 12:50 PM
53	20	7/18/2023 12:34 PM
54	1 per day; 30	7/18/2023 12:27 PM
55	10	7/18/2023 12:23 PM
56	30-40	7/18/2023 12:06 PM
57	50-100	7/18/2023 12:04 PM
58	15	7/18/2023 12:03 PM
59	10-20	7/18/2023 11:56 AM
60	25	7/18/2023 11:55 AM
61	20	7/18/2023 11:51 AM

Q45 Do you think that the maximum limit on the number of educational samples that a retailer may receive should be based on calendar months?

Answered: 76 Skipped: 120



ANSWER CHOICES	RESPONSES	
Yes	40.79%	31
No	59.21%	45
TOTAL		76

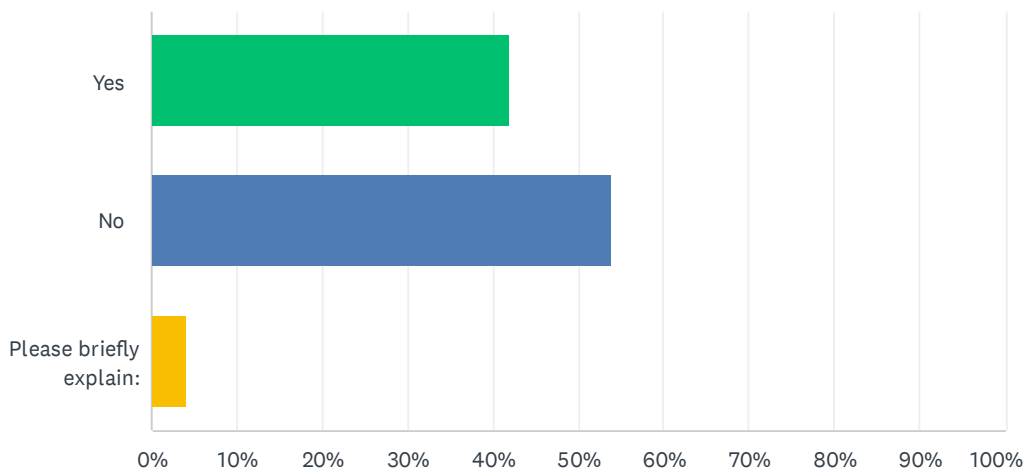
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	Seems to work	7/23/2023 5:32 PM
2	No.	7/23/2023 11:52 AM
3	Months are how we track our purchasing budget, and therefore ordering which makes tracking samples that way simple. Monthly is infrequent enough that we don't fall behind and not frequent enough that we are having to check on samples every week.	7/23/2023 10:51 AM
4	It should be based on approved products. I am Medically endorsed.	7/22/2023 11:09 AM
5	The vendor should be able to define this.	7/21/2023 1:07 PM
6	I feel that should be self regulated by the processor, if they have a new product coming in and want to pass it along in the form of a sample, they shouldn't be restricted to waiting until the new month to pass it along.	7/21/2023 12:37 PM
7	I don't currently see any problems with using this metric for planning or organizing educational sample limits, just the amounts in question.	7/21/2023 9:15 AM
8	I have no strong feelings about this. However, it is easier to track monthly than it would quarterly or annually.	7/20/2023 6:04 PM
9	Samples fluctuate month-to-month.	7/20/2023 4:39 PM
10	Incoming Product does not always line up with this timing	7/20/2023 3:05 PM
11	staff size	7/20/2023 12:29 PM
12	Easy to track	7/20/2023 12:22 PM
13	That would be easier to track on retailer and producer sides.	7/20/2023 12:12 PM
14	It seems very arbitrary.	7/20/2023 10:39 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

15	unlimeted	7/19/2023 7:23 PM
16	Easier to track	7/19/2023 2:08 PM
17	I think by month makes sense, it's easy to track on both ends.	7/19/2023 11:04 AM
18	Way too hard to keep track of.	7/19/2023 8:36 AM
19	I don't think there should be so much restriction surrounding this aspect of our industry	7/18/2023 2:15 PM
20	Based on employees	7/18/2023 2:14 PM
21	Should be up to the producer processors them selves.	7/18/2023 2:03 PM
22	tracking	7/18/2023 2:00 PM
23	I think the LCB should get out of this entirely and allow processors to give a certain \$\$ maximum amount per year to retailers, and stop micro managing sample types.	7/18/2023 1:53 PM
24	Too hard to track	7/18/2023 1:38 PM
25	I think it is an easy way to keep track of what we can accept when its limited monthly.	7/18/2023 1:26 PM
26	It makes sense for it to be based off the month, I cant think of a different way to manage it	7/18/2023 1:14 PM
27	that limits the amount of products	7/18/2023 12:50 PM
28	Gotta track it somehow	7/18/2023 12:23 PM
29	If a brand is constantly on the shelf and making new products all the time, samples should be provided to staff so they can sell to the public in a more educated sort of manner.	7/18/2023 12:04 PM

Q46 Do you think the maximum limit on the number of educational samples that a retailer may provide to its employees should be based on calendar months?

Answered: 76 Skipped: 120



ANSWER CHOICES	RESPONSES	
Yes	42.11%	32
No	53.95%	41
Please briefly explain:	3.95%	3
TOTAL		76

Q47 How should the maximum limit on the amount of educational sample units that a processor may provide any one retailer be determined? Please briefly explain:

Answered: 47 Skipped: 149

#	RESPONSES	DATE
1	based on the different sku's should determining the amount of samples per vendor.	7/26/2023 11:29 AM
2	Unlimited	7/24/2023 1:53 PM
3	Up to 10 different educational samples per employee per month.	7/23/2023 5:32 PM
4	Unlimited	7/23/2023 11:52 AM
5	Months are how we track our purchasing budget, and therefore ordering which makes tracking samples that way simple. Monthly is infrequent enough that we don't fall behind and not frequent enough that we are having to check on samples every week.	7/23/2023 10:51 AM
6	Based on the products they market.	7/22/2023 11:09 AM
7	depends on the processor's sampling inventory...can't give it all away or won't make any money.	7/21/2023 1:07 PM
8	Allow the processor to regulate what they feel is fair to sample out of their own product/earnings.	7/21/2023 12:37 PM
9	number of employees	7/21/2023 9:47 AM
10	Please see Question #42	7/21/2023 9:15 AM
11	It should be based on the amount of employees at a retailer.	7/20/2023 4:39 PM
12	by the amount of employees	7/20/2023 3:30 PM
13	based on employee headcount	7/20/2023 3:05 PM
14	A single vendor should be able to distribute 100 units per month per shop.	7/20/2023 1:13 PM
15	maybe by number of employees	7/20/2023 12:29 PM
16	By staff size 10 - 20 20 - 30 30 - 40 50 plus something like that	7/20/2023 12:29 PM
17	Number of employees	7/20/2023 12:22 PM
18	BY the number of staff that any given retailer has participating in product reviews (intended for purchasing purposes).	7/20/2023 12:12 PM
19	Again, we could remove all problems and stop setting the limits.	7/20/2023 10:45 AM
20	By how many samples the garden feels comfortable sending to the retailer.	7/20/2023 10:39 AM
21	Based on SKU's the vendor carries and staffing levels of the retailer.	7/20/2023 9:20 AM
22	no. see above	7/19/2023 7:23 PM
23	One thing from each line for each employee once a month.	7/19/2023 2:08 PM
24	1g per person	7/19/2023 11:37 AM
25	No, if I want all my staff to try multiple products from a new partner, I should be able to get all the educational samples to do it. They are for EDUCATION, how can the bud tenders get educated on a product if they don't get to try it.	7/19/2023 11:04 AM
26	No limit	7/19/2023 9:12 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

27	Some months we may bring in 2 or 3 new vendors and others none. So if we have new vendors than the sample limit does not allow the budtenders to receive all of the samples they should get to know their product. Or if something is moving slowly it helps to have edu samples for the employees to get a better understanding of what they are selling	7/19/2023 8:36 AM
28	Limited per vendor not total amount coming in	7/19/2023 5:45 AM
29	staffing of the retailer, per store.	7/18/2023 5:29 PM
30	by if a vendor wants to give samples	7/18/2023 3:54 PM
31	I don't think there should be so much restriction surrounding this aspect of our industry	7/18/2023 2:15 PM
32	By Employees and sales volume	7/18/2023 2:14 PM
33	If they are purchasing them then it is based on need and want not an arbitrary number	7/18/2023 2:12 PM
34	I don't know the perfect answer to this but I know its to little should be doubled at minimum.	7/18/2023 2:03 PM
35	na	7/18/2023 2:00 PM
36	Again, I think a \$\$ amount for annual giving should be established and let processors give whatever type or amount or style of product they want, up to the limit.	7/18/2023 1:53 PM
37	Per order. If you're getting a fresh delivery from a vendor, they should be able to send EDU samples, perhaps with a limit, with every order.	7/18/2023 1:51 PM
38	Not paid enough	7/18/2023 1:38 PM
39	I think the limit should be expanded but not sure what would help determine that.	7/18/2023 1:26 PM
40	Based on how many employees are employed at the store.	7/18/2023 1:17 PM
41	Specifically for educational samples, those samples should only be products that are on the order.	7/18/2023 1:14 PM
42	A retailer should be allowed to receive 100 sample units per processor sampled per month.	7/18/2023 1:03 PM
43	Certain quantity per employee, could have a program where samples are only delivered upon request to prevent excess samples from entering in store no one is committed to trying.	7/18/2023 12:58 PM
44	should be based on the variety of products	7/18/2023 12:50 PM
45	If a new brand that hasn't sampled them already.	7/18/2023 12:06 PM
46	I think it should be determined by the amount of product on the invoice.	7/18/2023 12:04 PM
47	it should be 15 per employee per calendar month	7/18/2023 12:03 PM

Q48 How should the maximum limit on the number of educational samples that a retailer may provide to any one employee be determined? Please briefly explain:

Answered: 44 Skipped: 152

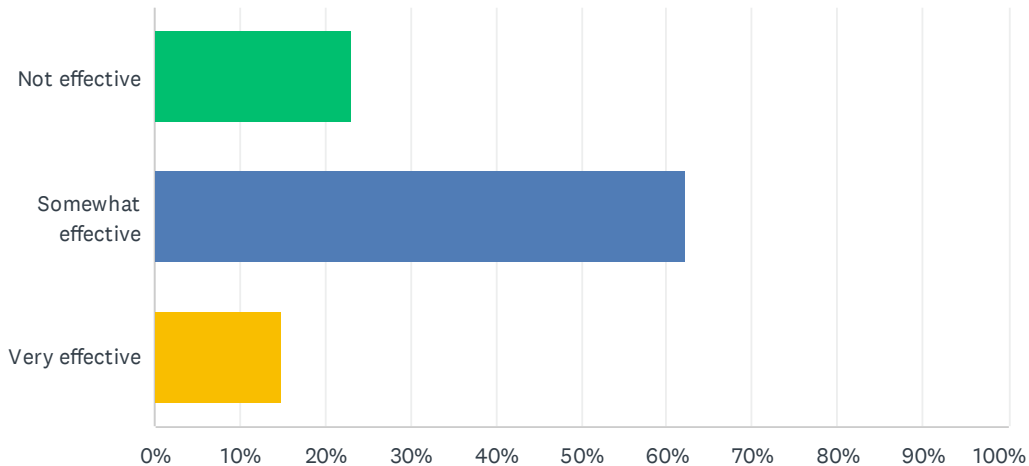
#	RESPONSES	DATE
1	if there is one vender who has 20 different sku's then that one vendor should be able to give that store based on the sku vs employee 1 vendor 20 sku's 10 employees = 20 per employee per vendor	7/26/2023 11:29 AM
2	The LCB behaves as if comprised of individuals whom are completely unskilled or confused by tangible, factual realities of business operations, economics and industry nuances. Sadly the board regulates from a position of inadequacy and misunderstanding so regardless the policy applied, it ends up ineffective and most times a humiliating failure of regulatory practices on display for the world stage to observe	7/24/2023 1:53 PM
3	15 educational samples per employee per month.	7/23/2023 5:32 PM
4	Unlimited	7/23/2023 11:52 AM
5	One per day	7/22/2023 11:09 AM
6	As new products come in, provide to employees	7/21/2023 1:07 PM
7	There shouldn't be limitations on this, and I feel as a company who governs and manages it's employees, should be able to monitor their own policies and procedures when it comes to sampling. As well as, be able to sample out new product coming in, instead of having to wait out a calendar roll over.	7/21/2023 12:37 PM
8	no repeat products within 4 months. this allows for re-sampling of established products every so often	7/21/2023 9:47 AM
9	I'm open to having a hard cap on units but the current limit of 10x is too small for large organizations.	7/21/2023 9:15 AM
10	Because there are so many products and types of cannabis out there, in order for the staff to receive a sufficient amount of samples to try - the limit needs to be appropriate.	7/20/2023 4:39 PM
11	Monthly limits cannot exceed the equivalent of a daily limit / there is no limit	7/20/2023 3:05 PM
12	I like the unit limit as well as keeping it a monthly limit.	7/20/2023 1:13 PM
13	I dont think it should really be limited unless they're getting like 100 a month	7/20/2023 12:29 PM
14	By staff size 10 - 20 20 - 30 30 - 40 50 plus something like that	7/20/2023 12:29 PM
15	Number of employees	7/20/2023 12:22 PM
16	The state standard of 10 educational samples per person works. We would like to see if move to the calendar cycle instead of the rolling 30 days simply because it's easier to track.	7/20/2023 12:12 PM
17	Again, an issue solved by removing the limitations	7/20/2023 10:45 AM
18	Employees should be allowed to try whatever product is available from a garden that they haven't tried, so that they can make informed sales.	7/20/2023 10:39 AM
19	Based on how many SKU's the vendor carries.	7/20/2023 9:20 AM
20	how many samples the employer desires to give to the employee	7/19/2023 7:23 PM
21	1 vape sample 1 flower sample 1 concentrate and so on.	7/19/2023 2:08 PM
22	1g per vendor of preroll, oil, flower etc	7/19/2023 11:37 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

23	There should be no limit on this. It should be at a stores discretion.	7/19/2023 11:04 AM
24	No limit except transaction limits	7/19/2023 9:12 AM
25	By how many products we carry on out store.	7/19/2023 8:36 AM
26	by if a vendor wants to give samples	7/18/2023 3:54 PM
27	I don't think there should be so much restriction surrounding this aspect of our industry	7/18/2023 2:15 PM
28	By Employees and sales colume	7/18/2023 2:14 PM
29	If they purchase it then it is based on the retailers employee policies	7/18/2023 2:12 PM
30	depends on how many sku's a vendor provides.	7/18/2023 2:03 PM
31	na	7/18/2023 2:00 PM
32	Again, I think a \$\$ amount for annual giving should be established and let processors give whatever type or amount or style of product they want, up to the limit.	7/18/2023 1:53 PM
33	Based on the number of orders received, 1 sample per employee, per order.	7/18/2023 1:51 PM
34	Some sort of sheet, not paid enough to answer these questions for you. The whole thing is a mess.	7/18/2023 1:38 PM
35	I think the limit should be expanded but not sure how it would be determined.	7/18/2023 1:26 PM
36	Survey. Gather the opinions of the people who actually run the shops and manage the employees. I can't see a reason for us to want our employees to take less samples. The more samples they take, the more experienced they are with the products they sell and they will have an exponentially easier time selling items.	7/18/2023 1:14 PM
37	Samples should be distributed evenly amongst employees, but there otherwise be no limit on the number of Educational Samples they may receive.	7/18/2023 1:03 PM
38	Per vendor, per employee.	7/18/2023 12:58 PM
39	based on the variety of products	7/18/2023 12:50 PM
40	a set number similar to how it is now, just increased	7/18/2023 12:27 PM
41	Based on daily transactions limits	7/18/2023 12:23 PM
42	By how many are received.	7/18/2023 12:06 PM
43	I think it should be determined by the amount of product on the invoice.	7/18/2023 12:04 PM
44	Let the retailer determine. Some employees work part-time, others full-time.	7/18/2023 11:56 AM

Q49 How effective is educational sampling under the current regulatory framework for educating retail outlet employees about cannabis products that the retailer currently carries?

Answered: 74 Skipped: 122



ANSWER CHOICES	RESPONSES
Not effective	22.97% 17
Somewhat effective	62.16% 46
Very effective	14.86% 11
TOTAL	74

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	our employees give correct information on each product they try.	7/26/2023 11:29 AM
2	The LCB behaves as if comprised of individuals whom are completely unskilled or confused by tangible, factual realities of business operations, economics and industry nuances. Sadly the board regulates from a position of inadequacy and misunderstanding so regardless the policy applied, it ends up ineffective and most times a humiliating failure of regulatory practices on display for the world stage to observe	7/24/2023 1:53 PM
3	It helps the budtender convey more accurate information about a product.	7/23/2023 5:32 PM
4	Please see answer to question # 43 above.	7/23/2023 11:52 AM
5	Sometimes there's just not enough of something.	7/23/2023 10:51 AM
6	The best way to upsell a product is to know as much as possible about it.	7/21/2023 12:37 PM
7	most budtenders are forced to spend their own money to educate themselves properly	7/21/2023 9:47 AM
8	Too few samples allowed. Sizes are too small. Limits are too small. Staff cannot effectively QA new harvests.	7/21/2023 9:15 AM
9	see question 41	7/20/2023 6:04 PM
10	Employees will not sell something unless they can speak from personal experience.	7/20/2023 4:39 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

11	The amount of the sample is not enough.	7/20/2023 3:30 PM
12	3-4 samples out of 200 potential products a month - how is that educational? There is not enough variety of samples allowed at intake to adequately distribute samples to staff and get a solid educational base.	7/20/2023 3:05 PM
13	I like that we can get way more than vendor samples but it just still doesn't feel like enough	7/20/2023 12:29 PM
14	We have over 40 employees. We cannot educate our budtenders equally, effectively, and a fairly with these limits. These budtender samples can make or break a company and then more competition and chance of survival for farms/vendors only increases.	7/20/2023 12:29 PM
15	Nice to be able to let everyone try product before they try to sell it so better/more useful information is given to the consumer.	7/20/2023 12:22 PM
16	N/A.	7/20/2023 12:12 PM
17	The size of educational samples bottleneck's staff's abilities to make educated suggestions to customers. No one looks forward to, or even expects EDU samples of products because they are so small and not very valuable to their knowledge bank.	7/20/2023 10:39 AM
18	If limits were higher we could distribute more evenly	7/20/2023 9:20 AM
19	we have over 1000 skus. they rotate, there is no way to sample all available products and therefore no amount of education can be provided that is sufficient with limitations	7/19/2023 7:23 PM
20	To small.	7/19/2023 2:08 PM
21	The samples are too small and too limited.	7/19/2023 11:04 AM
22	Vendors that bring us edu samples of their products sell more.	7/19/2023 8:36 AM
23	Could be more effective if the limits were increased	7/18/2023 3:54 PM
24	I don't think there should be so much restriction surrounding this aspect of our industry. Due to current restrictions, we are limited to who is able to try out products.	7/18/2023 2:15 PM
25	sample sizes are too small and 1 processor will fill the current limit every month	7/18/2023 2:12 PM
26	It helps to be educated.	7/18/2023 2:03 PM
27	Employees may not be able to afford some of the higher end product, this allows them to try and thus help the customer more with first hand knowledge	7/18/2023 2:00 PM
28	The maximum of 10 units per month cripples us. We sell around 900 unique SKUs in an average month.	7/18/2023 1:53 PM
29	With the limits it's really hard for employees to try things from all the deliveries we get each month. If we get 100 deliveries from 40-50 brands and a person can only try 10 items, that's just not enough.	7/18/2023 1:51 PM
30	It's super effective and needed. Budtending is an entry level job and a lot of people can't afford weed right away. The samples are crucial in learning	7/18/2023 1:38 PM
31	Definitely more effective than the Vendor samples, but the tracking is time-consuming and tedious, so would be nice to have that somehow fixed	7/18/2023 1:36 PM
32	We get way more Vendor Samples the we do Educational samples. We would like to be able to give our budtenders Vendor samples since they usually don't get any educational samples but still can provide feedback on them.	7/18/2023 1:26 PM
33	as I stated above, 10 educational samples a month is extremely limiting and causes budtenders to be very choosy about which educational samples they choose. This kind of defeats the purpose of these samples when their main purpose is for budtenders to take home and educate themselves with.	7/18/2023 1:14 PM
34	Educational Samples have a proven track record of increasing sales.	7/18/2023 1:03 PM
35	Only certain vendors participate so their sales are higher.	7/18/2023 12:58 PM
36	They can sell what they know	7/18/2023 12:50 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

37	It could be more effective if budtenders were able to be given one sample per calendar day; this would allow everyone to be knowledgeable on the products they are selling without having to spend their hard earned money at their place of work every day in order to be the best they can be at their job.	7/18/2023 12:27 PM
38	Samples can be the deciding factor on whether a brands fails at a retailer or not. But they are too limited	7/18/2023 12:23 PM
39	There is never enough samples for everyone	7/18/2023 12:12 PM

Q50 What are some other ways that you think educational sampling activities should be conducted?

Answered: 43 Skipped: 153

#	RESPONSES	DATE
1	There should be a mandatory feed back to the purchaser so we know what is good and what is not.	7/26/2023 11:29 AM
2	Unlimited	7/24/2023 1:53 PM
3	Shared consumption with roundtable discourse between vendors and staffin a permissible location.	7/23/2023 11:52 AM
4	Expanded	7/22/2023 11:09 AM
5	not viable but via classes with lots of attendees from lots of businesses	7/21/2023 1:07 PM
6	For me personally, I like grouping employees or friends and consuming with them to get real time reaction, which allows me to consider most or all factors of trying to upsell a product.	7/21/2023 12:37 PM
7	see prev.	7/21/2023 9:47 AM
8	Vendors should be allowed to bring 1x Educational sample for each unique product type per eligible employee per delivery.	7/21/2023 9:15 AM
9	Educational visits from Producers where they can offer educational samples to staff after providing them with information on products that would assist is selling them.	7/20/2023 4:39 PM
10	Unsure	7/20/2023 3:30 PM
11	In store.	7/20/2023 3:05 PM
12	I think if we were able to meet with vendors and they do seminars while we tried the products it would really help both sides.	7/20/2023 12:29 PM
13	We have over 40 employees. We cannot educate our budtenders equally, effectively, and a fairly wi9th these limits. These budtender samples can make or break a company and then more competition and chance of survival for farms/vendors only increases.	7/20/2023 12:29 PM
14	N/A.	7/20/2023 12:12 PM
15	I think you should look at how Liquor, Beer, and Wine are regulated, and consider adapting Cannabis sampling to be more similar. I think that farm tours, vendor days, etc are great -- but the sales -> retailer relationship is strained because of arbitrary restrictions that our brothers and sisters regulated by the LCB are not required to conform to.	7/20/2023 10:39 AM
16	Vendor hosted parties	7/20/2023 9:20 AM
17	in person cpnsumption	7/19/2023 7:23 PM
18	I Think Educational Samples should Just go Away, And Class them all as Vendor Samples. I Also dont See the issue with Getting Samples from Vendors We Already Carry.	7/19/2023 2:44 PM
19	Trade shows tastings.	7/19/2023 2:08 PM
20	Perhaps EDU feedback would be helpful per each. vendor but I would not know how to implement that.	7/19/2023 11:37 AM
21	I'm not sure I understand this question. I don't think there is any other way to conduct educational samples, I don't want staff smoking at work so its definitely got to be an afterwork bonus sort of thing for me and my stores.	7/19/2023 11:04 AM
22	None. No parties no vendors hosting. This activity should be for buyers only. Vendors should not be interacting with the employees. Only the buyers.	7/19/2023 8:36 AM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

23	Extra samples provided during vendor days	7/19/2023 5:45 AM
24	vendor days	7/18/2023 5:29 PM
25	Easier than it is now	7/18/2023 4:25 PM
26	Industry events with product sampling	7/18/2023 3:54 PM
27	less restriction, more autonomy by vendors and retailers	7/18/2023 2:15 PM
28	Vendor Days and samples	7/18/2023 2:14 PM
29	Have the processor sell units to the retailers at cost. Then the budtenders and purchasing agents can purchase the products at cost plus tax. The state gets their taxes and there is no undo influence because a purchase is made.	7/18/2023 2:12 PM
30	Homework sheets on each sample should be filled out by each Bud tender.	7/18/2023 2:03 PM
31	na	7/18/2023 2:00 PM
32	I am not really thinking about this at this time -- I want to fix the processor delivering samples to stores problems -- I don't need to think about other modes or other problems.	7/18/2023 1:53 PM
33	I think they should be based on a per manifest basis. Vendors should be able to send educational samples with every delivery, so the staff can try things without having to shell out their hard earned money just to make a sale.	7/18/2023 1:51 PM
34	Vendor and EDU should be the same	7/18/2023 1:38 PM
35	Allow consumption-based events where vendors can allow employees to actively use their products and gather feedback.	7/18/2023 1:36 PM
36	I honestly think we should get rid of educational samples vs vendor samples and be able to accept and pass out freely. We have never felt that vendors are taking advantage by sending us more than we would need and I don't think that would change if we expanded the limits or combined the sampling, as much as they'd love a sale they don't want to lose money on sampling out all their product.	7/18/2023 1:26 PM
37	the monthly limit needs to be higher and ideally the size of the sample units should be higher too. Maybe look at the average number of vendors that stores carry and base that limit off of that. Ideally, budtenders should be able to get experienced with all vendors we carry.	7/18/2023 1:14 PM
38	Educational Sampling of products not historically carried by a retailer should be allowed. If the staff does not like a product, they will not sell that product.	7/18/2023 1:03 PM
39	Education samples should be pulled for random testing to educate employees about product safety. Producers should be able to provide public tours of facilities and market education towards customers instead of cannabis retail employees. Less chance of pay to play relationships between farms and stores.	7/18/2023 12:58 PM
40	Open consumption events	7/18/2023 12:23 PM
41	EVENTS	7/18/2023 12:12 PM
42	Processors should supply information beyond samples such as background information on the farm, its grow, harvest, and processing methods, it's use of pesticides, etc.	7/18/2023 11:56 AM
43	allow somewhere to get together and be able to discuss as a group	7/18/2023 11:51 AM

Q51 Is educational sampling important for your business?

Answered: 64 Skipped: 132

#	RESPONSES	DATE
1	yes	7/26/2023 11:29 AM
2	The LCB behaves as if comprised of individuals whom are completely unskilled or confused by tangible, factual realities of business operations, economics and industry nuances. Sadly the board regulates from a position of inadequacy and misunderstanding so regardless the policy applied, it ends up ineffective and most times a humiliating failure of regulatory practices on display for the world stage to observe	7/24/2023 1:53 PM
3	It helps!	7/23/2023 5:32 PM
4	Yes.	7/23/2023 11:52 AM
5	We simply won't bring in a farm before sampling their product. Everyone thinks they are growing the best weed! That is simply just not the case. There is no other way than trying the product to see if the producer/processor is doing everything right in the growing process. You can't taste or see how well flower is cured without smoking it. You can't taste or smell how well terpenes were preserved without smoking it. You simply cannot speak to how something feels and tastes without experiencing it. Talking about weed without trying it would be like trying to explain the color blue while having been color blind your whole life. Like teaching a ski class without having ever been skiing, like having a podcast about the trill of Yellowstone but never having been there. There are just certain experiences in life that can only be understood by DOING it, cannabis is one of them.	7/23/2023 10:51 AM
6	Yes	7/22/2023 11:09 AM
7	Yes	7/22/2023 5:40 AM
8	Very - it gives the employees direct knowledge of a product, such as the taste, texture, smell, how it made them feel, etc.	7/21/2023 2:25 PM
9	yes	7/21/2023 1:07 PM
10	Yes, it most absolutely is! Just like with any business of any kind, but especially in the cannabis business, customers can be far more curious about the product before they purchase, or are looking for a particular flavor profile or effect, and the only way to truly achieve this is through sampling the product.	7/21/2023 12:37 PM
11	vital	7/21/2023 9:47 AM
12	It should be but is not as effective as it could be currently.	7/21/2023 9:15 AM
13	ABSOLUTELY. Edu samples are an important part of introducing our store teams to new vendors.	7/20/2023 6:04 PM
14	Yes, extremely.	7/20/2023 4:39 PM
15	Yes	7/20/2023 3:30 PM
16	Yes, it is one of the few ways that our customers are educated on what they are consuming and it's potential effects.	7/20/2023 3:05 PM
17	yes	7/20/2023 1:13 PM
18	Absolutely, this is the way to get the most education to our staff.	7/20/2023 12:29 PM
19	Absolutely. Not only to educate staff/customers but farms who cannot compete with large vendors like Grow Op Farms have a chance to compete and get sales with their needed price points. If they cant provide samples to everyone then their brand will not sell. Unless they cut their prices to the point they go out of business	7/20/2023 12:29 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

20	Yes!	7/20/2023 12:22 PM
21	Yes.	7/20/2023 12:12 PM
22	Absolutely	7/20/2023 10:45 AM
23	Educational sampling is incredibly important to our business. And would be even more valuable if regulations were adapted.	7/20/2023 10:39 AM
24	Yes	7/20/2023 9:20 AM
25	extremely important	7/19/2023 7:23 PM
26	Yes. Its how my budtenders get to try a wide array of products they are selling so they can provide the best customer experience.	7/19/2023 3:34 PM
27	Not Really	7/19/2023 2:44 PM
28	Yes we don't buy anything before we try it first.	7/19/2023 2:08 PM
29	It is. I don't have the resources to bring just anyones product to the store.	7/19/2023 11:37 AM
30	Yes, it is imperative on new partnerships. I have seen good companies flop in here because no one on the staff buys the product to try it.	7/19/2023 11:04 AM
31	Yes	7/19/2023 9:12 AM
32	very	7/19/2023 8:56 AM
33	Very	7/19/2023 8:36 AM
34	Very important	7/19/2023 5:45 AM
35	Yes	7/18/2023 8:20 PM
36	yes. It is the best way to share new products with staff before deciding to purchase or after purchase and before new product roll out	7/18/2023 5:29 PM
37	Yes	7/18/2023 4:25 PM
38	Very	7/18/2023 3:54 PM
39	100%	7/18/2023 2:15 PM
40	Yes	7/18/2023 2:14 PM
41	Yes	7/18/2023 2:13 PM
42	Not under the current rule set	7/18/2023 2:12 PM
43	very	7/18/2023 2:03 PM
44	Moderate	7/18/2023 2:00 PM
45	Yes. It's important for the customers from a health, safety and well-being perspective.	7/18/2023 1:53 PM
46	Absolutely, 100% necessary.	7/18/2023 1:51 PM
47	YES! VERY	7/18/2023 1:38 PM
48	Absolutely. The sales team employees make or break brands, if they know it and have tried it they will sell it.	7/18/2023 1:36 PM
49	Yes, We carry over 30 different vendors who all offer multiple products and strains and it's hard for our budtenders to be able to try it all. Educational sampling helps them try different strains from different vendors which makes it easier for them to sell the product.	7/18/2023 1:26 PM
50	Yes	7/18/2023 1:17 PM
51	yes. While vendor sampling is important for me to choose which vendors to bring on, educational samples are crucial for budtenders to sell these products and know what they're talking about. An inexperienced budtender is just about as good as a golden retriever trying to sell a car.	7/18/2023 1:14 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

52	Yes. Every vendor that has provided us Educational Samples has seen an immediate increase in sales.	7/18/2023 1:03 PM
53	Yes and no. Because the state allows it we try to use it to our benefit as much as possible, but products change so fast from vendors that info becomes outdated fast and updated education samples help keep us informed.	7/18/2023 12:58 PM
54	yes	7/18/2023 12:50 PM
55	Yes very!	7/18/2023 12:34 PM
56	Yes - without it we would be shooting in the dark	7/18/2023 12:27 PM
57	Extremely important	7/18/2023 12:23 PM
58	YES	7/18/2023 12:12 PM
59	Yes to educate the employees with less background in the field.	7/18/2023 12:06 PM
60	Highly important.	7/18/2023 12:04 PM
61	Yes, more so than vendor samples. The sales employees are the best at giving feedback on samples, because they are with customers offering them their personal feedback as well as feedback to vendors on the product.	7/18/2023 12:03 PM
62	Yes	7/18/2023 11:56 AM
63	yes	7/18/2023 11:55 AM
64	yes. it is nice to have my crew educated but i know they cant afford to try everything	7/18/2023 11:51 AM

Q52 Please provide any additional information directly related to educational sampling that you wish to be considered in this rulemaking:

Answered: 20 Skipped: 176

#	RESPONSES	DATE
1	Defund WSLCB, cap/remove tax funded wages for LCB employees and board members, limitations to WSLCB budgets, create austere requirements, and criteria for LCB to receive any further funding or budget expansion	7/24/2023 1:53 PM
2	No limits, please.	7/23/2023 11:52 AM
3	Expand approved product availability.	7/22/2023 11:09 AM
4	I just feel that it's about time that Washington can take a step forward and loosen the noose a little, considering other states are leaps and bounds ahead of Washington in regards to Maximum dosages and sampling products. Even something like a sampling style consumption lounge would be great, where the producer / processor wouldn't even have to waste time to manifest product particularly to retailers, but retailers would have to seek out producers / processors and test product at some form of a "Sampler Lounge", or something to that effect. While I know this is probably many years beyond my lifetime, it's just something in general (Consumption Lounges) that I would like to see happen.	7/21/2023 12:37 PM
5	see prev.	7/21/2023 9:47 AM
6	People that actually consume the products need to be involved in designing the rules (case and point edible limits being based on dry weight)	7/20/2023 3:05 PM
7	Absolutely. Not only to educate staff/customers but farms who cannot compete with large vendors like Grow Op Farms have a chance to compete and get sales with their needed price points. If they cant provide samples to everyone then their brand will not sell. Unless they cut their prices to the point they go out of business	7/20/2023 12:29 PM
8	Educated employees help make educated consumers.	7/20/2023 12:22 PM
9	N/A.	7/20/2023 12:12 PM
10	in person sampling should be allowed and should be sanctioned. training requires the use of products and the education in different consumption methods.	7/19/2023 7:23 PM
11	They should always be manifested separately and in different packaging that is clearly marked EDU sample. Also more product info such as for flower, strain genetics and terpene profiles on the package. Ingredient list for edible and topicals. Directions for use. What goes into infused prerolls, etc.... The more info the better.	7/19/2023 8:36 AM
12	It's the best way to educate the employees who then can educate the customers from personal experience	7/19/2023 5:45 AM
13	I don't think there should be so much restriction surrounding this aspect of our industry	7/18/2023 2:15 PM
14	I definitely think the LCB should stop trying to micro manage sample types and just simplify, simplify, simplify. Anything that can be sold needs to be able to be sampled, unaltered, to make things easier on processors.	7/18/2023 1:53 PM
15	Not paid enough, good luck	7/18/2023 1:38 PM
16	I'm not expecting you guys to make the sizes bigger, but please at the very least make the monthly limits for employees larger	7/18/2023 1:14 PM
17	Educational Sampling of products not historically carried by a retailer should be allowed. If the staff does not like a product, they will not sell that product.	7/18/2023 1:03 PM
18	I think all "educational samples" should be required to come with actual educational materials from producer processors. Bringing the same free weed every month to hand out feels more	7/18/2023 12:58 PM

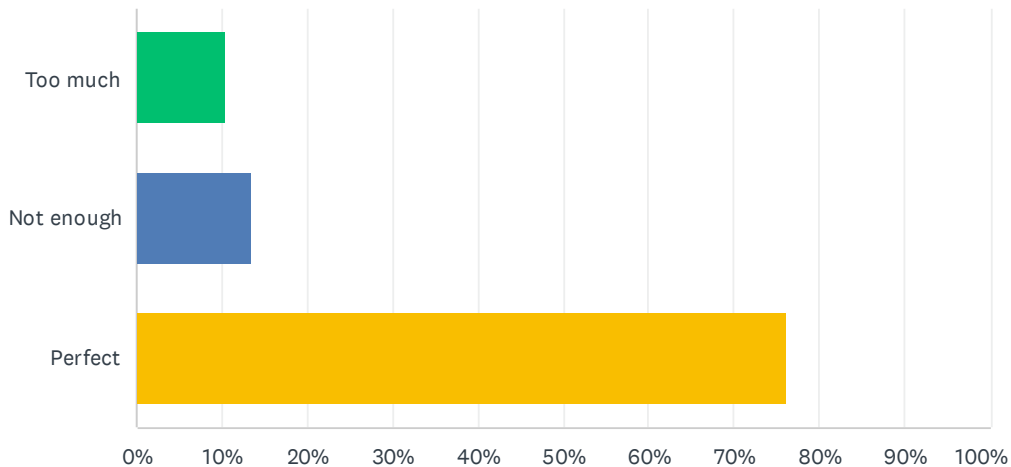
Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

like palm greasing than education. If producers want to provide "educational samples" they should be required to provide robust test results about the safety of their products, the list of pesticides applied, and accurate harvest dates.

19	Let samples be awarded based on the number of product lines	7/18/2023 12:50 PM
20	Educated staff will lead to educated consumers.	7/18/2023 12:04 PM

Q53 The maximum limit of 3.5 grams of useable cannabis in a sample jar to allow customers to smell before purchasing is:

Answered: 67 Skipped: 129



ANSWER CHOICES	RESPONSES
Too much	10.45% 7
Not enough	13.43% 9
Perfect	76.12% 51
TOTAL	67

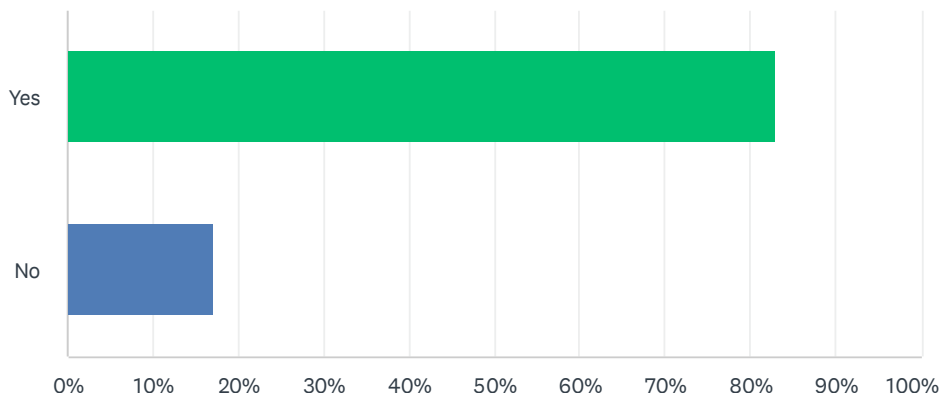
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	this should not be allowed do to a waste of product	7/26/2023 11:31 AM
2	We don't use sniff jars, but 3.5g seems reasonable.	7/25/2023 4:13 PM
3	We do not use those since Covid.	7/23/2023 11:55 AM
4	you only need a small amount of cannabis so smell. This amount is wasteful.	7/23/2023 10:55 AM
5	There is enough product in a 3.5g amount to judge based on a 5 senses and effect scale.	7/21/2023 12:54 PM
6	I have never seen a vendor send out a jar like this. this should be required.	7/21/2023 9:49 AM
7	I personally despise smell jars. They are a pain to manifest and intake properly. They drastically slow down the transaction speed and customer turnaround time. Tons of people want to use them, so they are constantly being opened and closed. This causes the flower inside and their terpenes to be dry and spent within a week, which quickly negates the entire point of the sample. A better approach would be a Bring Your Own Jar bulk sales approach where we sell by weight like Colorado, or smoking lounges/bars where customers may test product on site.	7/21/2023 9:26 AM
8	Do people even still use sniff jars? Putting an entire eighth in a jar that doesn't seal completely is just a waste of weed.	7/20/2023 6:08 PM
9	Have not utilized this option. It seems wasteful.	7/20/2023 12:23 PM
10	We do not participate in this practice.	7/20/2023 12:16 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

11	Wouldn't want to waste more flower than that when it will just dry out within a week or two.	7/20/2023 10:42 AM
12	no one uses smell jars because the limitations make it ineffective and actually bad	7/19/2023 7:25 PM
13	sample jars are a waste. The product goes bad so quickly.	7/19/2023 11:40 AM
14	I never get these any more. I'm not sure if 3.5g is enough but it sounds like it should be.	7/19/2023 11:06 AM
15	Irrelevant, the sample jar system does not work. Stuff dries out and doesn't smell after just a day or two.	7/19/2023 9:14 AM
16	This has fallen to the way side as traceability has made it to difficult to effectively provide fresh smell jars to consumers	7/18/2023 2:15 PM
17	Sample jars for customers to smell is a waste of the product and time to have to return or replace them as they get old. I choose not to have this in our store.	7/18/2023 2:07 PM
18	Why even bother, the destruction or return process is so labor intensive it's not worth it to get smell jars.	7/18/2023 2:03 PM
19	For the purpose of smelling, an eighth is perfect	7/18/2023 1:42 PM
20	We usually don't get any sample jars but I think 1g-3.5g is enough to be able to see what you need to.	7/18/2023 1:40 PM
21	We never use these, too much work	7/18/2023 1:39 PM
22	No one sends them so it is unimportant.	7/18/2023 1:00 PM
23	Sniff jars or sample jars are pointless	7/18/2023 12:27 PM

Q54 Do you think it is important to allow customers to smell useable cannabis before making a purchase?

Answered: 70 Skipped: 126



ANSWER CHOICES	RESPONSES	
Yes	82.86%	58
No	17.14%	12
TOTAL		70

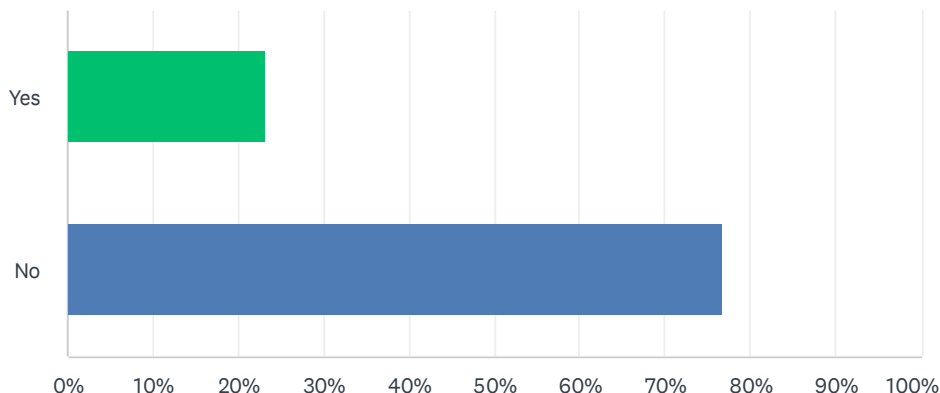
#	PLEASE BRIEFLY EXPLAIN:	DATE
1	We have never really used that tactic	7/25/2023 4:13 PM
2	Product is essentially wasted, and must eventually be destroyed. Sanitization of containers is also an issue.	7/23/2023 11:55 AM
3	Your olfactory senses are a huge indicator of what is needed in your body. Smelling cannabis takes some of the guess-work out of purchasing something new.	7/23/2023 10:55 AM
4	Yes I do, However, I am very opposed to the open container laws such as Oregon uses. I feel it stales the cannabis flower more rapidly, but, sometimes, the nose knows best and being allowed to use that natural sense allows the customer the feeling of having more options in their decision making process.	7/21/2023 12:54 PM
5	It is pretty important in making quality decisions.	7/21/2023 9:26 AM
6	However, I don't think the state of WA has figured out a good way to make that happen. Sniffer jars go stale too quickly to be effective beyond 3-5 days. Terpenes dissipate entirely too quickly for that.	7/20/2023 6:08 PM
7	Smell indicates terpene profile and that is how a lot of people shop.	7/20/2023 3:12 PM
8	It will help customers make more conscious purchase, I would like to see better regulations cycling out smell jars for contamination reasons.	7/20/2023 1:27 PM
9	it helps of course	7/20/2023 12:30 PM
10	Customers have requested this option but understand the limitations in place and the wastefulness involved.	7/20/2023 12:23 PM
11	Lots of customers would like to smell products, but it requires a lot of space, organization, etc. that simply does not make it an attractive practice for us to adopt.	7/20/2023 12:16 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

12	All we have is appearance currently. Can't smell terpenes, freshness, can't feel the moisture content. At least if you can smell that it stink like hay, you know you don't want it.	7/20/2023 10:42 AM
13	we cannot do so under current rules.	7/19/2023 7:25 PM
14	yes but again, the flower goes bad to quickly.	7/19/2023 11:40 AM
15	I think packaging should be allowed to be opened like in Oregon.	7/19/2023 11:06 AM
16	We stopped doing this a long time ago because they only last about 3 days before they start to dry out. They only time I see this as useful is if we have vendor there for a vendor day. The vendors should be able to bring these to a vendor day without manifesting them to us.	7/19/2023 8:39 AM
17	Our bodies help us determine what we should and should not consume. This is done a lot through smell. If we could open product or have open product on the sales floor it would be beneficial to the end consumer especially medical patients	7/18/2023 2:15 PM
18	only if we could open the products in the store not using sample jars.	7/18/2023 2:07 PM
19	It would be great, so many customers want to see how the product smells, but see above to why we never bring any in.	7/18/2023 2:03 PM
20	Our retail shop doesn't even do this anymore. It's annoying to maintain. The weed gets old quickly, many vendors won't take them as returns and then you have to deal with destroying them. It's just easier not to offer that.	7/18/2023 1:58 PM
21	Customers love it when we have them, but we haven't had sample jars in a few years because the paperwork makes it impossible.	7/18/2023 1:54 PM
22	It is important, but not necessary. Ive been at this shop for 4 years and have never had a vendor send us a sample unit sniffer jar.	7/18/2023 1:42 PM
23	In Washington we've had packaged product from the start and minimal sample jars for customers to smell. It is important for a customer to be able to smell and see what they are about to purchase but with everything already packaged, the customer is used to not being able to smell before a purchase.	7/18/2023 1:40 PM
24	If it was easier to do, we'd do it but it's way too much work for what it's worth	7/18/2023 1:39 PM
25	I think customers would appreciate it, but in practice we don't have a ton request this, and past sample jars have lost their smell so quickly that it's really only beneficial for a few days.	7/18/2023 1:39 PM
26	While we do not employ this tactic, smell is among the top three pieces of feedback provided about any useable cannabis product.	7/18/2023 1:08 PM
27	Washington consumers do not expect this anymore.	7/18/2023 1:00 PM
28	EXTREMELY	7/18/2023 12:28 PM
29	Yes, but 502 law prevents that. Sniff jars are not the answer.	7/18/2023 12:27 PM
30	Freshness of the product is important for increasing sales and allowing smell to make decisions is normal in other industries. Products that have a freshness date and ability to smell make the employees job easier to sell the products.	7/18/2023 12:13 PM
31	i miss that from the Med daze...	7/18/2023 11:52 AM
32	It would make a huge difference in sales. Right now it's completely based on packaging which is extremely wasteful.	7/18/2023 11:45 AM

Q55 Do you think the current rules are effective for allowing customers to smell useable cannabis before purchase?

Answered: 69 Skipped: 127



ANSWER CHOICES	RESPONSES	
Yes	23.19%	16
No	76.81%	53
TOTAL		69

#	PLEASE BRIEFLY EXPLAIN:	DATE
1	We do not use but many do.	7/23/2023 11:55 AM
2	Not all stores have the means to display smeller jars for every product. And the weed is wasted when it doesn't have something hydrating it. They also only last so long as a good indication of smell and high even with hydration. If you can smell the terpenes, you're off-gassing terpenes.	7/23/2023 10:55 AM
3	I feel with sealed and pre-package laws as they are, can be effective in maintaining a fresher product in the end, and the "Sniffer Jars" are a fantastic solution to allowing the customer to "browse/inspect" the product a little better in a pre-packaged system. The only real downfall to those, is the flower stales faster from being consistently exposed to open air and full light, therefore making the "Sniffer Jar" useless as the product just ends up drying out more and smelling unlike its natural terpene profile but more like old decaying leaf.	7/21/2023 12:54 PM
4	vendors do not send these jars out.	7/21/2023 9:49 AM
5	Smell jars are probably the least effective option for allowing customers to get a feel for the quality. Similar to my answer for Q#53, weight sales or smoking bars are at least less wasteful or a new stream of revenue.	7/21/2023 9:26 AM
6	It's a waste fo flower, and it's a false representation of flower that has been stored properly in an airtight environment.	7/20/2023 6:08 PM
7	These items grow stale quickly and lose their scent. Then we are stuck with products we have to destroy regularly. It is not worth the hassle of all the regulations to offer sniffer jars for that reason.	7/20/2023 4:42 PM
8	Our locations do not have smell jars because of the rules regarding smell jars.	7/20/2023 3:12 PM
9	No one is using smell jars because its not worth the hassle.	7/20/2023 1:27 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

10	N/A.	7/20/2023 12:16 PM
11	We currently have no sample jars from vendors, none have offered, and most of the industry thinks they are a joke.	7/20/2023 10:42 AM
12	consumers cannot smell or ingest the products. sampling is not allowed and therefore is not functional	7/19/2023 7:25 PM
13	You cannot smell a lot of the product.	7/19/2023 11:06 AM
14	They dry out too fast and it is a huge hassle to have them in the store. Unless the vendor can bring it with them for a vendor day.	7/19/2023 8:39 AM
15	The way that samples jars have to be stored and contained at a store are not necessarily effective. Additionally, the cannabis dries up and loses its smell so, unless it is being changed out often, it is not doing much for the consumer.	7/18/2023 2:16 PM
16	Sample jars for customers to smell is a waste of the product and time to have to return or replace them as they get old. I choose not to have this in our store.	7/18/2023 2:07 PM
17	We literally can't have them anymore due to it being such a hassle for everyone.	7/18/2023 1:54 PM
18	Too much work, makes no sense	7/18/2023 1:39 PM
19	I'm not sure how else to do it though, but smell jars just don't last very long, kind of a waste.	7/18/2023 1:39 PM
20	Yes, but farms don't want to provide the product for free and it gets old fast and becomes inaccurate as far as product representation goes within a couple of weeks.	7/18/2023 1:00 PM
21	Sniff jars lose their scent profile quickly, then they hinder sales if a customer sniffs them. For them to be effective, the retailer would need the ability to change out the product in them at will, maybe even daily.	7/18/2023 12:27 PM
22	There's no effective way to show your customers the smell and freshness before purchase at this time with most brands.	7/18/2023 12:13 PM
23	We do not offer the option	7/18/2023 12:12 PM
24	Processors rarely supply these internal samples for smell	7/18/2023 12:04 PM
25	There is not a single store that allows this. In Oregon they allow it and it is very effective.	7/18/2023 11:45 AM

Q56 What are some other ways that you think sample jar activities should be conducted? Please briefly explain:

Answered: 30 Skipped: 166

#	RESPONSES	DATE
1	this is a waste of product and puts more risk on the stores for theft	7/26/2023 11:31 AM
2	We do not use.	7/23/2023 11:55 AM
3	I think maybe keeping the prepackage laws, but still being able to open a jar or a bag upon request of customer for sales purposes could potentially assist in the day to day sales.	7/21/2023 12:54 PM
4	they should be required with each order	7/21/2023 9:49 AM
5	I'd like to see them go away entirely in favor of the other methods I've mentioned.	7/21/2023 9:26 AM
6	I don't have a good solution to this. However, raising the limits on samples would allow store teams to have more interaction with the products in store, thusly giving them better insight into a strains aromatic qualities.	7/20/2023 6:08 PM
7	N/A	7/20/2023 4:42 PM
8	Smell Jars should be 3.5 and put into destruction after the sku for that particular batch has ran out.	7/20/2023 3:12 PM
9	this only helps with flower but concentrates are another thing customers would love to be able to see and smell	7/20/2023 12:30 PM
10	By staff size	7/20/2023 12:30 PM
11	N/A>	7/20/2023 12:16 PM
12	This is a hard one. And one of the issues with our industry being so bound to packaging. I think that the "open container" regulations are an issue, and if we were allowed to mark down, or write off a single unit of a product when needed, this would be the effective route to go.	7/20/2023 10:42 AM
13	Allow the jar to be opened	7/20/2023 9:22 AM
14	customers should be allowed in person consumption and sampling	7/19/2023 7:25 PM
15	Some new light sealed containers it is helpful to have a sample in a clear jar to show customers to complete sale.	7/19/2023 2:10 PM
16	I think we should be allowed to open things in store, at our discretion.	7/19/2023 11:06 AM
17	I don't know, it hasn't worked tho for years	7/19/2023 9:14 AM
18	Only for vendor days when the vendor is there. They should not manifest them to us but take them away when they leave.	7/19/2023 8:39 AM
19	Being able to open containers in the store	7/19/2023 5:46 AM
20	I wish they could be sold to us for \$1 and we can pay for them instead of sending them back to the farm to be destroyed. It would clear our quarantine much faster and save so much time and energy for everyone. We stopped getting them because the cost just to manage and process was not worth it	7/18/2023 4:28 PM
21	Sniff jars are gross, just have an open jar.	7/18/2023 3:55 PM
22	Remove the mesh/screen seal and allow the store to destroy the product	7/18/2023 2:15 PM
23	Sample jars should be considered sample, when the product gets old or loses its luster, give it to an employee to enjoy. The return/destruction processes are so intensive its not worth it.	7/18/2023 2:03 PM
24	I don't think sample jars are as effective these days. I haven't seen any vendors offering them	7/18/2023 1:40 PM

Licensed Cannabis Retailers – Vendor, Educational and Internal Quality Control Samples

and haven't seen them in other shops. I'm sure customers would appreciate being able to smell but for how little its offered I think it should be phased out of the industry

25	Not paid enough	7/18/2023 1:39 PM
26	Maybe being able to "refill" the sample jar with fresh product as the other loses it's aroma?	7/18/2023 1:39 PM
27	Just get rid of them.	7/18/2023 1:00 PM
28	I believe deli-style sales of flower would drive the flower market up substantially.	7/18/2023 12:28 PM
29	Allow open containers inside retail stores or just ban sniff jars	7/18/2023 12:27 PM
30	Allow the customer to see it, touch it, and smell more.	7/18/2023 12:13 PM

Q57 Please provide any additional information directly related to sample jars at a retail outlet to be considered in this rulemaking:

Answered: 19 Skipped: 177

#	RESPONSES	DATE
1	this is a waste of product and puts more risk on the stores for theft	7/26/2023 11:31 AM
2	Remove arbitrary and restrictive regulations	7/24/2023 1:54 PM
3	We have no experience with sample jars for smelling. They've never been offered to us by vendors and I've never been offered one by any other retailer when visiting their store. I would suspect that a sample jar's aroma would dissipate fairly quickly and since we are in the outskirts of the state, we've never inquired about them.	7/23/2023 5:44 PM
4	We do not use.	7/23/2023 11:55 AM
5	Not a proponent of sample jars.	7/22/2023 11:13 AM
6	this would make an enormous difference in customer experience/confidence in product	7/21/2023 9:49 AM
7	N/A	7/20/2023 4:42 PM
8	This process does not need to be so complicated.	7/20/2023 3:12 PM
9	Smell jars would have to be regulated and routinely exchanged by the vendor, that way they can properly discard items in a timely matter and keep contaminants down and as low as possible. exposed product has a much shorter shelf life.	7/20/2023 1:27 PM
10	N/A.	7/20/2023 12:16 PM
11	they do not work. customers should be allowed to interact with the products they are purchasing	7/19/2023 7:25 PM
12	I think they are dumb.	7/19/2023 8:39 AM
13	It would be awesome if we could use our own containers and open a jar to put the product in ourselves. So we can reuse a nice container. Just something uniform and nice. I can send pictures if you need an idea.	7/18/2023 4:28 PM
14	Honestly I would either completely revamp the sample jar system OR I would make them illegal. The current system is impossible and no one is using it.	7/18/2023 1:54 PM
15	I think we should focus more on vendor and educational sampling then sample jars. We had one in our shop several years ago and have not received any since.	7/18/2023 1:40 PM
16	Not paid enough to answer these questions...	7/18/2023 1:39 PM
17	We have to destroy the weed and it creates more work for us. Maybe vendors could bring sample jars for vendor days to entice sales from customers but I see no point in keeping them in store.	7/18/2023 1:00 PM
18	They are more of a hassle than anything	7/18/2023 12:27 PM
19	More brands should be showing sample jars if the product isn't easily visible or the smell of the product isn't as readily available.	7/18/2023 12:13 PM

Q58 Please indicate the reason you are filling out this survey and include any comments or feedback you may have related to vendor, educational, and internal quality control samples.

Answered: 7 Skipped: 189

#	RESPONSES	DATE
1	I work on a Tier III farm and would like to see more freedom in regards to samples, both vendor and educational	7/20/2023 11:52 AM
2	industry involvement	7/19/2023 2:46 PM
3	I think customers consumers should be able to sample before purchasing	7/18/2023 6:27 PM
4	Interested in obtaining a license to be a retail vendor	7/18/2023 3:40 PM
5	Email response. Cannabis retailer license pending (social equity).	7/18/2023 3:12 PM
6	New knowledge and Strategies for intervention and Treatment.	7/18/2023 2:22 PM
7	As a Retail account manager for a Tier 3 Producer/Processor - I have a heavily invested interest in samples we are able to supply and what a retail store can intake.	7/18/2023 12:42 PM



Washington State Liquor and Cannabis Board

Collaborative Rulemaking Discussion Vendor and Educational Samples WAC 314-55-096

Cassidy West, *Policy and Rules Manager*
Washington State Liquor and Cannabis Board
1025 Union Avenue
Olympia WA 98502

October 6, 2023
October 11, 2023



Washington State Liquor and Cannabis Board

Meeting Goal: To engage in a collaborative discussion with stakeholders about a new proposed regulatory framework for vendor and educational samples.



Trade Samples

New Proposed Regulatory Framework: Combine vendor and educational samples into one category – “Trade Samples”

“Trade sample” means a limited, specified amount of cannabis or cannabis products at no charge that has been designated by the licensee to be provided to another licensee for the purpose of either:

(i) Negotiating the sale on a product a licensee does not already carry;

(ii) Establish a new business relationship; or

(iii) To educate employees at a retail outlet about products the retailer currently carries.



Representative Samples

- Allow samples to be representative of products that will be sold to other licensees or to customers at a retail outlet.
 - Samples must be tracked as inventory in the traceability system and designated as a “trade sample” when removed from inventory.
 - Invoice and manifest must accompany sample when transferred from one licensee to another licensee.
 - Special sample units with their own SKUs no longer required.
 - Samples may be furnished only in their original packages or containers as produced by the licensee.
 - Additional sticker required on outer package that states, “**Trade Sample – Not for Resale.**”
 - Font 1/8th inch
 - **Bold** text
 - May not obscure any labeling information required by [WAC 314-55-105](#).
 - **Regulatory Trade-off** - Is adding a single sticker to the outer packaging of cannabis product inventory that will be provided as samples more or less burdensome than creating individual sample units that are not representative of products and that are required to have a separate SKU as currently required?



Employee Samples

- (1)(a) ~~Vendor~~ **Trade** samples may only be given to and used by licensees or employees of licensees who have product ordering authority or employees who provide input on product to licensees or employees of licensees who have purchasing authority to inform purchasing decisions as detailed in a written business policy.
- **New proposed language:** *"Trade samples may only be given to and used by licensees or employees of licensees as detailed in a written business policy."*



Washington State Liquor and Cannabis Board

Sample limits – Useable Cannabis and Pre-rolls (*End product*)

- **14g per harvest**, as defined in [WAC 314-55-010](#):
 - A producer may provide each processor licensee 14g per harvest.
 - A processor may receive 14g per harvest from each producer licensee.
 - A processor may provide each retailer 14g per harvest.
 - A retailer may receive 14g per harvest from each processor licensee.
- Employee Sample Limit - **1g per harvest**
- [WAC 314-55-010\(14\)](#) "**Harvest**" means the cannabis plant material derived from plants of the same strain that were cultivated at the same licensed location and gathered at the same time.
- [WAC 314-55-010\(11\)](#) "**End product**" means a cannabis product that requires no further processing prior to retail sale.
- [WAC 314-55-010\(wv\)](#) "**Useable cannabis**" means dried cannabis flowers. The term 33 "useable cannabis" does not include either cannabis-infused products 34 or cannabis concentrates.



Washington State Liquor and Cannabis Board

Sample limits – Cannabis for Extraction (*Intermediate product*)

- **Flower** - 5 lb. per harvest, as defined in [WAC 314-55-010](#).
 - A producer may provide each processor 5 lbs. of cannabis flower per harvest.
 - A processor may receive 5 lbs. of cannabis flower per harvest from each producer licensee.
- **Trim/shake** – 10 lbs. per harvest.
 - A producer may provide each processor 10 lbs. of cannabis trim/shake per harvest.
 - A processor may receive 10 lbs. of cannabis trim/shake per harvest from each producer licensee.
- **Fresh frozen** – 20 lbs. per harvest.
 - A producer may provide each processor 20 lbs. of fresh frozen per harvest.
 - A processor may receive 20 lbs. per harvest of fresh frozen cannabis per harvest from each producer licensee.
- [WAC 314-55-010\(14\)](#) "**Harvest**" means the cannabis plant material derived from plants of the same strain that were cultivated at the same licensed location and gathered at the same time.
- [WAC 314-55-010 \(16\)](#) "**Intermediate product**" means cannabis flower lots or other material lots that have been converted by a cannabis processor to a cannabis mix lot, cannabis concentrate or cannabis-infused product that must be or are intended to be converted further to an end product.



Washington State Liquor and Cannabis Board

Sample Limits – Cannabis Concentrates (*End product*)

- **7g per batch**, as defined in [WAC 314-55-102\(4\)\(c\)\(ii\)](#).
 - A retailer may receive 7g of cannabis concentrate (e.g., distillate or rosin) per batch from each processor licensee.
 - A processor may provide each retailer licensee 3.5g of cannabis concentrate per batch.
 - Employee sample limit – **1g per batch**
- **7 units per batch** – No unit may exceed 1g.
 - A retailer may receive 7 units of cannabis concentrate (e.g., vape cartridge or syringe) per batch from each processor.
 - A processor may provide each retailer 7 units per batch of cannabis concentrate.
 - Employee sample limit – **1 unit per batch**
- [WAC 314-55-102\(4\)\(c\)\(ii\)](#) For the purposes of this section, a **batch** is defined as a single run through the extraction or infusion process;
- [WAC 314-55-010\(11\)](#) "**End product**" means a cannabis product that requires no further processing prior to retail sale.
- [RCW 69.50.101 \(e\)\[\(5\)\]](#) "**Cannabis concentrates**" means products consisting wholly or in part of the resin extracted from any part of the plant Cannabis and having a THC concentration greater than ten percent.



Washington State Liquor and Cannabis Board

Sample Limits – Cannabis Concentrates for further processing (*Intermediate product*)

- g per batch as defined in [WAC 314-55-102\(4\)\(c\)\(ii\)](#).
- **New allowance** – Processor to processor sampling to negotiate a sale or establish a new business relationship.
 - Besides cannabis concentrates, what are some other product categories (e.g., cannabis-infused products) that processors should be able to provide to other processors as samples?
 - What is the minimum of samples that would be required for each category of cannabis product for sampling to be effective?
- [WAC 314-55-010 \(16\)](#) "**Intermediate product**" means cannabis flower lots or other material lots that have been converted by a cannabis processor to a cannabis mix lot, cannabis concentrate or cannabis-infused product that must be or are intended to be converted further to an end product.
- [WAC 314-55-102\(4\)\(c\)\(ii\)](#) For the purposes of this section, a **batch** is defined as a single run through the extraction or infusion process;
- [RCW 69.50.101 \(e\)\[\(5\)\]](#) "**Cannabis concentrates**" means products consisting wholly or in part of the resin extracted from any part of the plant Cannabis and having a THC concentration greater than ten percent.



Washington State Liquor and Cannabis Board

Sample Limits – Solid and Liquid Edibles (*End product*)

- **7 units per batch**, as defined in [WAC 314-55-010](#).
- [WAC 314-55-010\(2\)](#) "**Batch**" means a quantity of cannabis-infused product containing material from one or more lots of cannabis.
- [WAC 314-55-010\(11\)](#) "**End product**" means a cannabis product that requires no further processing prior to retail sale.
- [RCW 60.50.101\(k\)](#) "**Cannabis-infused products**" means products that contain cannabis or cannabis extracts, are intended for human use, are derived from cannabis as defined in subsection (d) of this section and have a THC concentration no greater than ten percent. The term "cannabis-infused products" does not include either useable cannabis or cannabis concentrates.
- [RCW 69.50.101\(zz\)](#) "**Unit**" means an individual consumable item within a package of one or more consumable items in solid, liquid, gas, or any form intended for human consumption.
 - New definition of "unit" effective July 24, 2023, pursuant to Engrossed Second Substitute Senate Bill (E2SSB) 5367 concerning the regulation of products containing THC ([chapter 365, Laws of 2023](#)).



Washington State Liquor and Cannabis Board

Sample Limits – Topicals

(End product)

- oz. per batch or units per batch of cannabis-infused product intended for topical application.
- [WAC 314-55-010\(2\)](#) "**Batch**" means a quantity of cannabis-infused product containing material from one or more lots of cannabis.
- [WAC 314-55-010\(11\)](#) "**End product**" means a cannabis product that requires no further processing prior to retail sale.
- [RCW 60.50.101\(k\)](#) "**Cannabis-infused products**" means products that contain cannabis or cannabis extracts, are intended for human use, are derived from cannabis as defined in subsection (d) of this section and have a THC concentration no greater than ten percent. The term "cannabis-infused products" does not include either useable cannabis or cannabis concentrates.



Washington State Liquor and Cannabis Board

Sample limits – Aggregate Amounts (per licensee)

Instead of limiting the number of allowable samples per new product (i.e., harvest or batch, as applicable), should samples be limited based on an aggregate amount that may be received from a producer or processor within a specified time (e.g., calendar month or quarterly)?

- Dried cannabis **flower** (*End product*) - **28g (1oz.) per month or 4oz. per quarter** from each licensee.
- Dried cannabis **trim/shake** (*Intermediate product*) – **2oz. per month or 8oz. per quarter** from each licensee.
- **Fresh frozen** cannabis (*Intermediate product*) – **5lbs. per month or 20lbs. per quarter** from each licensee.
- Cannabis **concentrates** (*End product*) – **14g or 14 (1g)units per month or 56g or 56 (1g units) per quarter** from each licensee.
- Cannabis **concentrates** (*Intermediate product*) – **_____g per month or _____g per quarter** from each licensee.
- Cannabis-infused products (**Solid or Liquid Edibles** – *End product*) – **14 units per month or 56 units per quarter** from each licensee.
- Cannabis-infused products (**Topicals** – *End product*) – **_____oz. or _____units per month** from each licensee.



Washington State Liquor and Cannabis Board

Sample Limits – Aggregate Amounts

(per specified time frame – month or quarter)

A licensee may receive the following aggregate amounts of trade samples per month or per quarter from all licensees:

- Dried cannabis **flower** (*End product*) – **2lbs. per month or 8lbs. per quarter.**
- Dried cannabis **trim/shake** (*Intermediate product*) – **4lbs. per month or 16oz. per quarter.**
- **Fresh frozen** cannabis (*Intermediate product*) – **20lbs. per month or 80lbs. per quarter.**
- Cannabis **concentrates** (*End product*) – **2oz. (56g) or 56 (1g)units per month or 224g or 224 (1g units) per quarter.**
- Cannabis **concentrates** (*Intermediate product*) – **_____g per month or _____g per quarter** from each licensee.
- Cannabis-infused products (**Solid or Liquid Edibles** – *End product*) – **56 units per month or 224 units per quarter.**
- Cannabis-infused products (**Topicals** – *End product*) – **_____oz. or _____units per month.**



Regulatory Trade-offs

As a trade-off for additional flexibility, allowances, and increased sample limits, what are some new requirements that may be considered?

- **Record-keeping** may include:
 - Invoice, manifest, and other accounting documents that provide adequate traceability for samples provided to and received by licensees and employees of licensees;
 - Employee training documents;
 - Sample feedback forms;
 - Written business policy; and
 - Quarterly reports.
- **Quarterly report** provided to LCB that may include:
 - (a) All of the samples provided to other licensees and employees or licensees that includes identification of licensee by business name and license number; (b) identification of employees of licensees to which samples are provided; (c) product brand; (d) unique identifier assigned to sample (SKU or batch number); (e) date samples were provided; (f) quantity of samples provided (net weight or number of sample units); and (g) reason for sample (negotiate a sale, establish a new business relationship, or educate employees/targeted marketing).



Employee Samples

- Trade samples may be provided to employees for educational purposes or targeted advertising (i.e., to promote sales of product).
- Cannabis and cannabis products provided to employees as trade samples must be properly recorded in the track and trace system. The transaction shall be recorded as a package adjustment when provided to the employee. The adjustment note must include the name or licensee-assigned employee number of the employee and the date and time the cannabis and cannabis products were provided to the employee.
- Cannabis and cannabis products provided to employees as trade samples shall not be sold, given away, or otherwise transferred by the employee to any person.
- Transportation of trade samples must be conducted in accordance with rules.



Washington State Liquor and Cannabis Board

Regulatory Trade-offs Continued ...

- **Training for employees** that may include:
 - Characteristics of the cannabis products (cultivar, effects, flavor, smell, etc.);
 - Methods of/directions for handling, storing, and presenting cannabis products to customers at retail outlet;
 - Information about the cannabis product (how it is grown/produced and ingredients) that may be helpful in determining whether a licensee or customer should purchase the product; and
 - Potential health and safety risks, including:
 - (a) Risks associated with excessive consumption; (b) delayed onset of edibles and differences in potency of smokable or inhalable cannabis products versus ingestible products (e.g., 11-hydroxy THC is stronger/more potent than THC); (c) risks associated with mixing prescription medicines or alcohol; and (d) dangers associated with driving or operating heavy machinery while intoxicated.
 - Criminal penalties associated with diversion of samples to a licensee, employee, or other person for which the sample was not intended.
- What are some other training topics to consider?
- Training for employee sampling may be included as part of any training employees receive during onboarding.
- Training records:
 - Trainer and trainee must include name of licensees and employees that provided and received training, date training is provided, and signature attesting all required topics were covered; and that the trainee understands all information provided by the training and understands responsibilities associated with sampling activities.
 - Training curriculum (topics covered in training)



Regulatory Trade-offs Continued ...

- **Written business policy** for sampling may include:
 - Policies and procedures for providing samples to other licensees and employees of licensees;
 - Policies and procedures for licensees and employees of licensees receiving samples; and
 - Policies and procedures related to employee training that may be required for employees to participate in trade sampling activities.
- Per [WAC 314-55-096\(1\)\(a\)](#), licensees should already have a written business policy that details licensees and employees of licensees who have product ordering authority or employees who provide input on product to licensees or employees of licensees who have purchasing authority to inform purchasing decisions.



Transitioning to a new framework

- What happens to existing sample units when the new framework goes into effect? (i.e., 'give-away' period)
- How long should the 'give-away' period last?



Additional Requirements

- Samples cannot be consumed on the licensed premises of a producer, processor, or retail outlet.
- Samples cannot be provided to consumers.
- Should samples of seeds, immature plants, or flowering plants that are being cultivated be allowed or prohibited?
 - If allowed, cannabis derived from seeds, clones, or propagated material from trade samples may not be sold, given away, or distributed to another licensee or employee of another licensee.
- Samples not consumed must be destroyed and documented as waste in accordance with the rules.



Additional Requirements Continued ...

- Samples cannot be provided for any payment or consideration in contravention of sales and excise tax requirements.
- Samples cannot be provided as employee compensation or as a sales incentive.
- What else?



Alcohol Samples

- [WAC 314-64-08001 Procedures for providing spirit samples to authorized retail licensees and their employees for the purpose of product promotion.](#)
 - 1 sample (750 ml) may be provided to each licensee.
 - Samples may only be provided on products that have not been purchased by the retail licensee within 12 months from the distiller or their agent or existing products with a change in alcohol proof or formula may be sampled.
 - Invoice required for each sample provided to another licensee.
 - Samples must be traceable as inventory.



Alcohol Samples

- [WAC 314-64-080 Procedures](#). Procedures for furnishing samples of beer and wine for the purpose of negotiating a sale.
 - Samples may only be provided in original packaging or containers as produced by the manufacturer or bottler.
 - Samples may be provided to retailer who has not previously purchased the brand and type or vintage year from the supplier furnishing the sample.
 - 72-ounce samples of any brand and type of beer.
 - One liter of any brand and type of wine.
 - Sample containers, cartons, and shipping documents must be identified as “**Samples for licensees.**”



Alcohol Samples

- [WAC 314-64-090 Accounting.](#)
 - Complete records of the disposition of samples must be maintained at the place of business.
 - Records must show (a) the name and address of the licensee from whom the samples were furnished; (b) the brand name and type; (c) quantities furnished to each licensee; and (d) date samples were provided.
 - Records must be maintained for two years and must be available during business hours for inspection and copying by members of the board or their accredited representatives.



Alcohol Samples

- [RCW 66.28.040 Giving away of liquor prohibited—Exceptions.](#)
 - Samples may be provided for negotiating a sale or for instructional purposes.
- [RCW 66.28.150 Breweries, microbreweries, wineries, distilleries, distributors, certificate of approval holders, and agents authorized to conduct courses of instruction on beer and wine.](#)
 - Instruction or education may be provided to licensees and their employees about beer, wine, or spiritous liquor, including, but not limited to the history, nature, values, and characteristics of the alcohol, the use of wine list, and the methods of presenting, serving, storing and handling alcohol, and what wines go well with different types of food.



Washington State Liquor and Cannabis Board

Thank You!