October 9, 2015

3000 Pacific Ave SE, Olympia, WA 98504

To Whom It May Concern:

The Washington State Liquor and Cannabis Board (WSLCB) is currently working on a major effort to align the medical and recreational marijuana markets in Washington State. Using a priority system established by the Cannabis Patient Protection Act, the Board will be adding additional retail licenses. More information is needed from the medical marijuana market to determine how many stores will be required. To inform our decision-making, we have contracted BOTEC Analysis Corporation to estimate county-level sales in Washington’s medical marijuana market. BOTEC is a highly-trusted partner to the Liquor and Cannabis Board, having consulted for us previously during the implementation of I-502 in 2013.

To carry out this project, BOTEC will conduct an anonymous survey of medical marijuana businesses. The survey will make inquiries that include store size, operating hours, and sales revenue. BOTEC will use the results of the survey for the sole purpose of creating an econometric model; it will not be used to personally identify any individual businesses. Further, the data will be used only by select BOTEC researchers, who will dispose of it after the model has been created. At no point will BOTEC provide the Liquor and Cannabis Board with the data collected—only the econometric model—nor will we have any viable means by which we could infer store-level sales from the model with any precision.

If you have questions or concerns about the survey, please contact BOTEC Project Manager Nate Mladenovic at 206-255-6087 or nate@botecanalysis.com.

Sincerely,

Rebecca Smith
Licensing and Regulation Director
Washington State Liquor & Cannabis Board
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