

## **Intro**

As a budtender, you wear many hats. In this lesson, you will put on your math hat and learn the arithmetic of marijuana!

What do we mean by that? The arithmetic of marijuana means being able to convert between ounces and grams, add different products expressed in grams or ounces, and always ascertain that the total amount does not exceed the purchase limitations for medical and recreational products. In an industry where every aspect of our work is heavily regulated and monitored, we depend on your ability to know and enforce these laws of arithmetic so you never oversell.

So what's the big deal with overselling? If you accidentally exceed the daily purchase limits for a customer or patient, this opens up the door for the illegal resale of marijuana, underage consumption, or overconsumption. The possibility of contributing to such dangerous and illegal activity means you and LivWell could be at great risk of being fined, prosecuted, or terminated.

To prevent such a dismal outcome for the both of us, in this lesson we will teach you: how to apply the daily purchase limit on medical versus recreational products; how to add marijuana based on equivalencies amongst different groups of products; and how to subtract marijuana from the purchase limit to ensure that you never exceed the daily allowance.

It is paramount that you are comfortable performing these calculations amongst different groups of products, and even between medical and recreational products. You should memorize the limits and equivalencies we present to you and practice adding up different products until it becomes second nature. The more you practice now, the less likely you are to oversell to a customer.

## **Cannabis Limits**

The first number you have to memorize is 1. You are not allowed to sell over 1 ounce, or 28 grams, of recreational marijuana to a single customer in one day.

The medical marijuana limit is twice that of the recreational--you are only allowed to sell up to 2 ounces or 56 grams to a single patient per day. This does not include Extended Plant Count patients who are permitted to purchase up to 16 ounces.

### **Daily Purchase Limits based on Product: Recreational**

So how can a customer reach this limit? Well, they can buy a full ounce of flower, or they can mix and match different products that add up to 1 ounce all together. However, since products have different potencies, they amount to different amounts of a customer's total daily allowance.

As we already mentioned, the customer's total daily allowance is based on the flower: 1 ounce or 28 grams of flower will meet the daily purchase limit. But what if your customer wants a bit of flower and a bit of something else? Well, we have pre-weighed flowers which come in  $\frac{1}{8}$ ,  $\frac{1}{2}$ , or 1 oz containers, as well as hand weigh shelf flowers which you will need to weigh and price in grams. Memorize these equations:  $\frac{1}{2}$  oz=14 grams,  $\frac{1}{8}$  ounce=3.5 grams.

In non-flower products, we only measure THC (not CBD or other cannabinoids) as far as what affects the customer's overall limit. There are 5 other categories of products which you may need to add up:

1. Concentrate: Each gram of concentrate, such as wax, shatter, live resin, or syringes, equals 3.5 grams of the daily 28g limit. So, a customer could either buy 8g of concentrate, or only buy one gram of concentrate and have 24.5g of their daily allowance left over. LivWell also sells products like Kaviar Kones which are flower joints infused with concentrates. By Colorado law, we count these as concentrates and so a 1g Kaviar Kones joint would also equal 3.5g of the total daily limit of 28g.
2. Vapes: The daily limit on vapes is 8000mg. Vapes are technically considered concentrates and have the same daily limit of 8g but are measured in mg instead of grams so we add on 3 zeros. Vapes come in a variety of options ranging from 250mg to 1,000mg. 500mg is the most common option.
3. Edibles: The daily limit on edibles is 800mg. The state recommended dosage is 10mg per edible. Our single serving items like cookies are 10mg. The most common edible is going to be 100mg that would provide 10 servings.
4. Transdermals: The daily limit on transdermals is 800mg. Transdermals are topicals that allow medicated product to penetrate the skin. They include patches, compounds, bath bombs, etc.
5. Topicals: There is no purchase limit on topicals on the recreational side. Topicals are medicated lotions, lip balms, bath soak, etc. that are not considered transdermals.

### **Medical Daily Purchase Limit 56 grams or 2oz equivalent**

Once you've got the recreational limits and equivalencies memorized, learning the medical limits and equivalencies will pose no challenge. There are 4 differences between medical and recreational sales. First, the daily limit is increased to 2 ounces, or 56 grams, which may be expressed as 56,000mg in some products. Second, unlike in recreational sales, the topicals will count towards the daily purchase limit. Finally, and good news for you, there are no equivalencies associated with the different medical marijuana products. So, one gram of product would be the same across all categories and you would not need to do any further calculations. For example, a gram of flower would equal the same amount in concentrates, vapes, edibles, transdermals, or topicals.

### **Combined Medical and Recreational Sales**

Now that you know the limits and equivalencies of both medical and recreational sales, it's time to take it to the next level and combine the two! At times, a patient with a medical registry card may complete a purchase on the medical side of the budroom and then wander over to the recreational side to keep shopping. If a patient with a medical registry card wants to shop on the recreational side of a budroom, you must inform your manager. It will then be your responsibility to calculate the total allowance of the patient and to communicate with them what that might be.

Use these equivalencies to calculate their remaining allowance.

If, on the medical side of the budroom, the patient has already purchased:

- 2 ounces→ They have met their limit. Patient cannot purchase any more on the recreational side, unless they want topicals which do not count towards the limit.
- 1 ½ ounces of flower→ Patient can buy another 400 mg of edibles, 4 grams of concentrate, or 14 grams of flower on the REC side.
- 1 ounce→ Patient can purchase an additional 1 ounce, or the REC equivalent, on the REC side.
- 1 gram of concentrate→ Patient can purchase an additional 7 grams of concentrate, 700 mg edibles, or 24.5 grams of flower on the REC side.
- 500 mg of edibles→ Patient can purchase 300 mg of edible, 3 grams of concentrate, or 10.5 grams of flower on the REC side.

If you are checking out an EPC patient who has already purchased 15 ounces on the medical side, they are allowed to purchase the remaining 1 ounce of their 16 ounce limit on the recreational side.

### **Checking-out**

If you got all that, you're ready to check the customer out! A few remaining rules as you carry out the transaction:

- First, you must scan each item individually and place it next to the terminal until all products have been scanned.
- Second, you should read the final sale back to the customer after you've scanned the items to ascertain that they are not paying for any more or less than what they ordered. This step is also important to protect yourself from overselling. If you do accidentally oversell, you may be held liable.
- Third, if a customer is purchasing a product to gift to someone else, the amount purchased will still count towards the daily limit of the customer purchasing it.
- Fourth, if you become aware that the customer or patient has already bought cannabis products that day, even if at another store, you will need to count those towards their limit and then calculate their remaining allowance. For example, if a customer in a recreational store mentions that they've already bought 0.5oz at another store, you are only permitted to sell them the remaining 0.5oz of their total daily limit of 1oz.

- Be aware that a customer or patient may split his/her daily purchase allowance into several visits and come in twice per day to buy half their allowance each time.
- Finally, and most helpfully, to protect employees from overselling, our point-of-sale system will automatically keep track of shoppers' limit and will not allow a sale to happen if the limit is exceeded. However, the P.O.S. only has the information of shoppers who bought products in that budroom, and will not calculate combined recreational and medical sales. So, it's important that you memorize both recreational and medical equivalencies.

## **Conclusion**

These may seem like a lot of numbers and rules to memorize now, however, your diligence in learning them all now will not only demonstrate your passion to succeed, it will also make your job easier and allow you to interact more freely with colleagues and customers instead of worrying about whether you're being a compliant budtender.