

Re: Cannabis Benchmarks Contact Us Submission

From: Support NewLeaf (support@cannabisbenchmarks.com)

To: [REDACTED]. [REDACTED]@yahoo.com

Date: Friday, January 16, 2026 at 10:27 AM EST

Hello [REDACTED],

We did not provide any data directly to the state of Michigan nor were we contacted by them requesting any information to assist them in their efforts.

We do work with county and state regulators, often to assist with better understanding the wholesale price of different products within their jurisdiction, but Michigan authorities acted alone in whatever you are referring to.

I'm not sure how a singular piece of data could justify setting an entire state's wholesale cannabis tax structure, especially considering it was a simple calculation taking their reported retail price and using an average price from our library of hundreds of weekly price assessments to see what we estimate the current retail markup in Michigan was at that time.

So no, the Treasury never contacted us.

Regarding the blog post you reference, yes, it is intended to be a reliable source of information. But we wouldn't recommend using that blog post to set an entire state's tax program.

Regards,

Cannabis Benchmarks Support

On Mon, Jan 12, 2026 at 4:56 PM CB Website <support@cannabisbenchmarks.com> wrote:

Name

[REDACTED]

Email

[REDACTED]. [REDACTED]@yahoo.com

Phone

[REDACTED]

Message

When FOIA'd for the source of an assumed 50% wholesale to retail markup used to calculate "average wholesale prices" of marijuana for a 24% wholesale tax, the Michigan Treasury provided a link to the 2023 cannabis benchmark report that showed a 55% markup for flower. They used this to justify an assumed 50% markup for all marijuana products even though the report is 2 years old, only for flower, and the conclusion on the report is that retail markups will surely change drastically both seasonally and in time.

I would like to know if the Treasury obtained any further information, or if the report was ever intended to be used as a reliable source for all product types as a basis for wholesale taxation
