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CROO Seed-to-Sale Newsletter – Implementation Summary

For latest updates on the state's conversion to Metrc seed-to-sale

SUCCESS:

- ✓ **Over 400 licensed locations onboarded into Metrc.**
- ✓ **100%** → 21 cultivation centers, 27 craft growers, and 18 infusers are active in Metrc.
- ✓ **100%** → 207 adult use and 55 medical dispensaries recorded sales in Metrc.
- ✓ **100%** → 47 transporters have moved product with Metrc manifests and transfers.

TRACKING SINCE JULY 1, 2025:

- ✓ **Wholesale** → 528,072 plants, 2,620 harvests, 342,177 packages converted and created.
- ✓ **Transfers** → +17,000 manifests and transfers, over 12 million items moved.
- ✓ **Retail** → 66,896 medical patients served and 901 caregivers.

STATE MIGRATION SINCE JULY 1, 2025:

- ✓ **Agencies** → 5 agencies trained and onboarded into Metrc.
- ✓ **Inspectors** → 3 agencies' inspectors trained with RFID readers.
- ✓ **Licensees** → +7,500 Industry Users credentialed in Metrc.
- ✓ **Historic data** → +1 terabyte of data from BioTrack transferred and added to Metrc.

METRC RFID TAGS:

- ✓ **Transition** → +3 million Metrc Radio Frequency ID (RFID) Tags ordered by June 30:
 - 1.7 million State-paid plant and 1.3 million State-paid package tags.
 - State-paid tags cost \$892,000 during implementation.
 - ~300,000 plant and package tags bought directly by the cannabis industry.

Transition by the Numbers

- ⇒ 14 Metrc bulletins issued with practical guidance for industry.
- ⇒ 4 townhalls hosted by the State to answer all questions from frontline staff, testing labs' teams, and industry leadership.
- ⇒ 5 webinars hosted by Metrc with demos and lots of Q&A.
- ⇒ 6 roadshows for the industry in Carbondale, Springfield, and Chicago, with 366 individuals from across the State getting trained on the new system and data migration techniques.
- ⇒ Over 5 interagency weekly meetings since the first week of January (125 meetings) to manage integration, implementation, and workflows and processes, review/resolve issues. There were also large-scale acceptance testing efforts and in-person training for teams across 5 State agencies.



Implementation Recap

The new seed-to-sale system implementation was a team effort. From the State of Illinois and across the cannabis industry, the team came together to implement this large-scale, IT change. The team overcame the challenge of initial uncertainty through consistent communication and partnerships across the cannabis industry. We worked to solidify the timeline, implement plans and processes, and progress to finalize the whole transition. In the end, we heard positive feedback on the transition and hopefully the Metrc system proves a beneficial and efficient reporting tool for all of Illinois' cannabis industry.

From the State perspective, a huge amount of credit goes to the project managers: Theo Pappas from the State of Illinois and Chad Heater, Brent Doherty, and Dani LaFredo from Metrc. Our project managers kept track of all the tasks and workstreams that led us to complete the project on time and within budget. At one point, we had 7 major workstreams with 200 project tasks assigned to over 50 project resources—people scattered across all five key regulating agencies. Two licensing systems, the medical patient registry, and product registrations all needed to be integrated into Metrc, plus all the industries' data, lab and inventory management systems, and point of sale systems. The team completed all these tasks, by their deadlines, and concluded the project by hitting or beating the target dates.

As the project progressed from contract execution at the end of December 2024, through planning and three phases of rollout across the cannabis industry, hundreds of people worked on implementing the system change. State users—from investigators and lab staff to IT, legal, and auditors—reviewed scores of materials to ensure Metrc's system aligned and supported Illinois' reporting requirements. On the industry side, cannabis employees did tremendous work tagging over a million items and entering the data into the new system. The overall rollout had three phases and started with the testing labs and transporters. These businesses are the critical piece, without which the whole track-and-trace system would not work. The final phase ended with dispensaries.

On April 1, independent testing laboratories and transporters began their work of credentialing into the system. Four independent labs and 55 transporters started logging in, getting credentialed, taking training, and working in Metrc. As the labs and transporters got set up, Phase II started on April 18 with the 21 cultivation centers, 26 craft growers, and 18 infusers beginning the same work. The staff of these producers then began shifting their entire inventory into Metrc, ultimately retagging and entering data on hundreds of thousands of plants, intermediate products, and final products. The massive data migration effort used 1.3 million RFID tags from April 15 through June 1.

On June 2, the final step officially began that impacted cannabis consumers: adult use and medical dispensaries activated their Metrc accounts, integrated into the system, and started reporting. By the end of the first day of dispensary implementation, dispensaries recorded over \$500,000 in sales on June 2. That included 15 of the 38 licenses recording sales that were originally issued to social equity applicants. The transition continued over the next days and weeks while dispensaries—and other license types—converted inventory and added Metrc tags to track and trace products in the new system.

By June 27, all licenses were in the system and working, four days ahead of schedule. This work could not have occurred without the strong partnerships and support from licensees, their point-of-sale systems, and the many people supporting the cannabis industry.

The Cannabis Regulation Oversight Office, and the core seed-to-sale implementation team, thanks everyone for their hard work during making this transition a success. Sincerely, thank you.



Upcoming Efforts

- ⇒ Improve accessibility in Metrc website and application.
- ⇒ Support anomaly detection and suspicious activity identification.
- ⇒ Continue work on improving experience for medical and opioid patients.
- ⇒ Improve workflows for transfers and package waste.
- ⇒ Decommission and deactivate Illinois' BioTrack instance.
- ⇒ Roll out new features for consumers, medical patients, and industry users.

Resources:

- [State Cannabis Homepage](#)
 - [CROO's Seed-to-Sale Page](#)
 - [IDOA's cannabis website \(Seed-to-Sale Page\)](#)
 - [IDFPR's cannabis website](#)
 - [RFID Ordering Process](#)
 - [Packaging and Labeling FAQs](#)
 - [Seed-to-Sale FAQs](#)
 - [Medical Cannabis Limits, Explained](#)
- [Metrc's Illinois Partner Page](#)
 - [Metrc Bulletin Database for Illinois](#)
 - [Metrc's Illinois FAQs](#)
 - [Metrc's Validated Integrators](#)
 - [Metrc Learn](#)
 - [Welcome to Metrc-Illinois Packet](#)
 - [Metrc Support](#)

