



From Testing to Label:

Building supply chain trust and credibility

July 22, 2025

Thank you for joining us today!

Meet the Metrc team



Myra Chinn

Customer Success Manager, Operations & Technology

Agenda

- 1 Overview
- 2 Testing Facility <> Product labeling
- 3 Metrc Retail ID™
- 4 Common Metrc errors & tips

Background



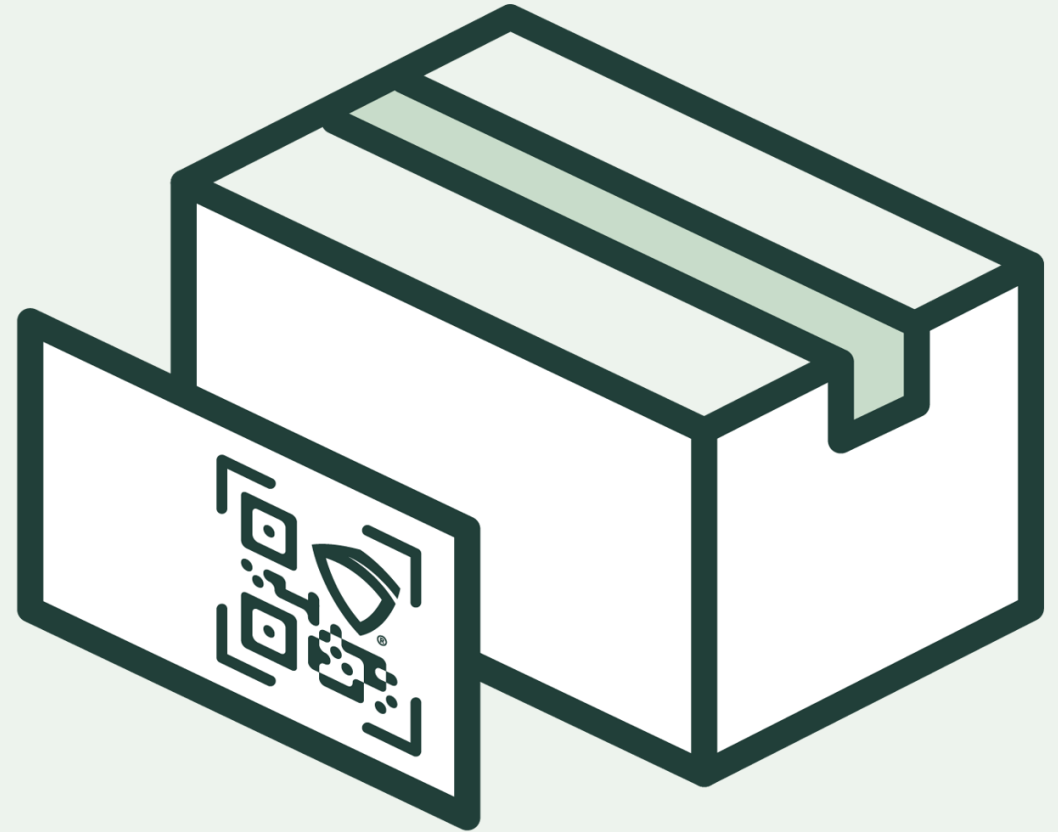
Brands, retailers, and state labeling requirements are evolving, and the industry must adapt efficiently.



Direct linkage to and more transparency of product information and COAs is increasing.



Strengthening consumer confidence, public health and safety, and compliance are critical to a successful industry.



Current situation

Access to standardized, comprehensive test results varies across jurisdictions and impacts consumer trust and transparency.



Brand sends product sample to testing facility



Testing facility tests sample



COA and test results reported into Metrc

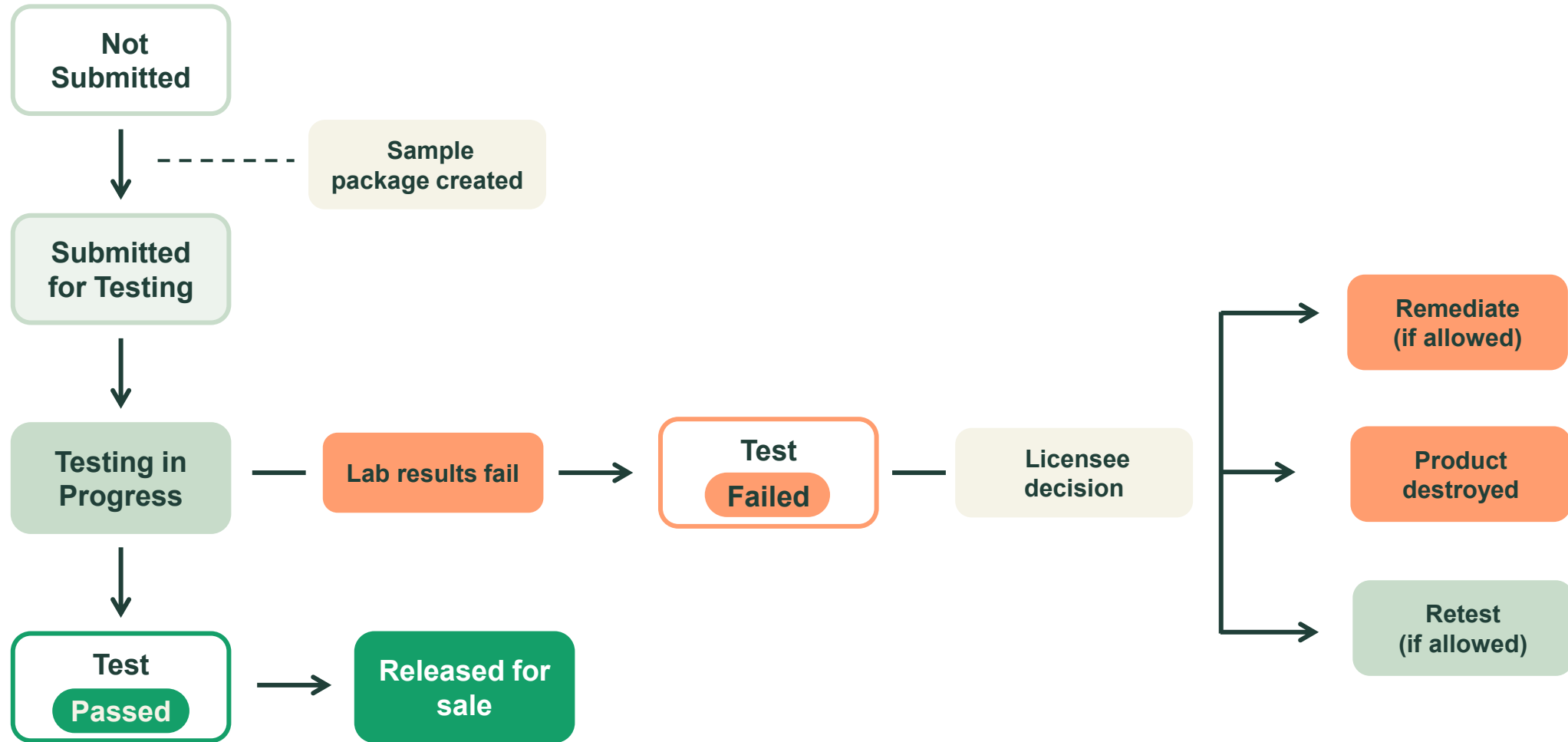


Brand generates product labels, packages units, and transfers for end sale



Consumer gains product info and test results through retailer

Testing Status of “Passed” vs. “Failed”



Opportunities for the supply chain

Standardizing cannabis testing across the U.S. is important for public health, consumer safety, regulatory consistency, and industry credibility.

Challenges

Variations in testing requirements across states create issues with standardization and consistency making it difficult for Brands to develop a uniform experience.

Additionally, testing facilities frequently do not provide the complete array of lab test types unless required, nor are COAs uploaded when it's not mandated.

This creates a gap that can undermine the perceived value of the product and the testing that was done.



Opportunities

- **Full panel testing** – go above and beyond just requirements
- **Upload COAs** – every time, even if not mandated
- **Verify and validate** – take a few extra minutes to avoid future issues

Standardization gives testing facilities more legitimacy in the eyes of regulators, consumers, and business partners.

Benefits of testing standardization

Brings clarity, consistency, credibility, and commercial opportunity while strengthening compliance.



Reduced ambiguity

Lowers risk of compliance issues and shifting standards



Operational efficiency

Streamlines training, workflows, and equipment needs



Increased credibility

Builds trust based on scientific quality rather than regional inconsistencies



Operational efficiency

Streamlines training, workflows, and equipment needs



Consumer trust

Comprehensive testing ensures they know what they're purchasing is safe to consume



Fair competition

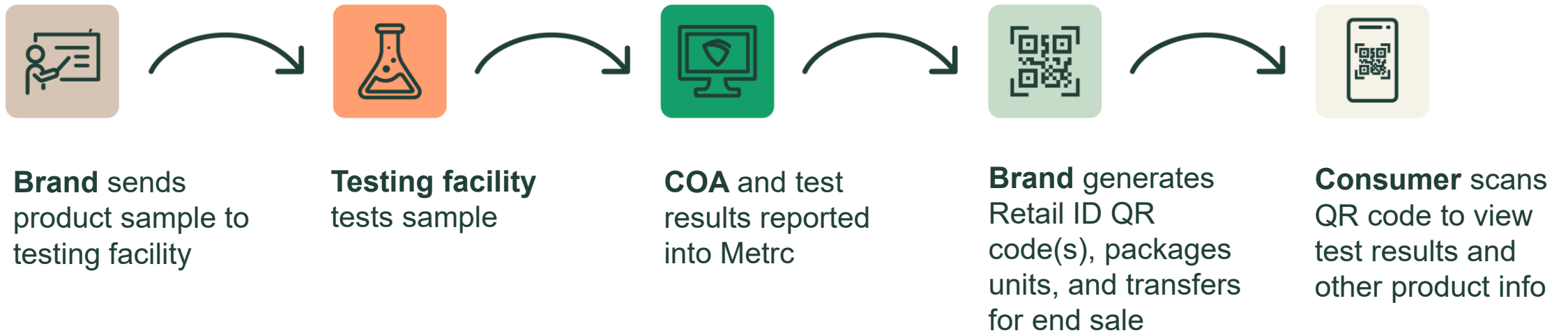
Standardization levels the playing field and expands business opportunities

Lab test to label

Metrc Retail ID™ – Built for the frontlines of cannabis commerce

From test results to label with Metrc Retail ID

While the workflow seems easy, there are missing pieces that are key to making the supply chain work seamlessly.

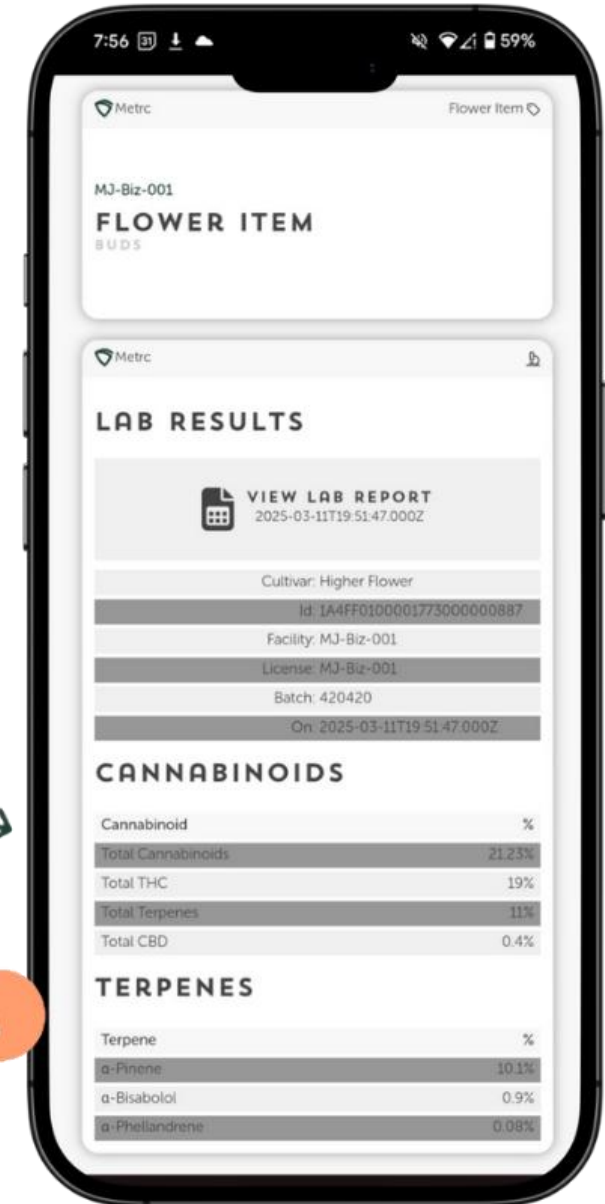


Better label. Bigger impact.

Unit serialization that educates consumers, builds trust, and boosts efficiency.



to see this



Smarter and faster labels

Retail ID lets your clients generate unit-level, uniquely serialized QR codes for product labels, right from Metrc.

What is Metrc Retail ID?

A QR code that links each individual unit to verified test results, COA, compliance data, and product information—*all in one scan*.

Retailers use the same codes for intake and checkout.

Flower Item
Prod&Pkgd By: Michigan Cannabis Co.
License #: MJ-Biz-001
Metrc ID: 1A4FF01000017730000000887
Tested by on: 03/11/2025
Date of Harvest: 03/17/2025
THC: 19% CBD: 0%
Actual values may vary +/- 10%



Scan me

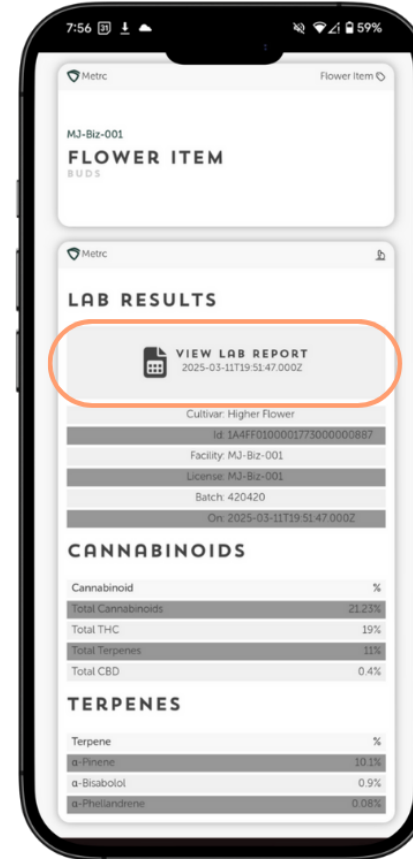
Educating patients and consumers

Retail ID provides instant access to test results

- ✓ Instantly access lab results, THC %, terpenes, and batch details
- ✓ Builds trust through verified, mobile-friendly data
- ✓ Reduces time spent answering product questions

Being able to scan and see strain, test results, and know what you're getting — that's what today's consumer wants.

Ashley, Grip Cannabis



COA Download

Certificate of Analysis (COA)

Retail ID Demo
Product Name: Higher Flower / MJ Flower
Batch Number: 420420
UID: ABCDEF01234567000013213
License Number: MJ-Biz-001
Testing Lab: Great Lakes Analytics
1234 Lakeview Blvd, Greenfield, MI 48017
License #: MI-TEST-2025

Cannabinoid Profile

| Compound | Result (%) |
|------------------------|------------|
| Total THC | 19.00% |
| Δ9-THC | 17.40% |
| THCA | 1.60% |
| CBD | 0.00% |
| CBDa | 0.12% |
| CBN | <0.05% |
| Actual values may vary | +/- 10% |

Terpene Profile

| Terpene | Result (%) |
|----------------|------------|
| Total Terpenes | 0.74% |
| α-Pinene | 5.20% |
| α-Myrcene | 2.00% |
| α-Bisabolol | 0.74% |

Heavy Metals

| Metal | Result (ppm) | Pass/Fail |
|---------|--------------|-----------|
| Arsenic | <0.010 ppm | Pass |
| Lead | <0.005 ppm | Pass |
| Cadmium | <0.002 ppm | Pass |
| Mercury | <0.002 ppm | Pass |

Mycotoxins & Residual Solvents

| Test | Result |
|------------------------|--------------|
| Alkoxins & Ochratoxins | Not Detected |
| Residual Solvents | Not Detected |

Test Date: 03/11/2025

Date of Harvest: 03/17/2025

Technician Signature:

Alexis M. Taylor

What does standardization look like?

- COAs added to every test sample including any and all lab test batches.
- Test Results entered through standardized panels
 - Universally, every market requires CBD and THC; but to get to standardization and parity across markets it is recommended to start adding the following standardized panels as seen below to enhance transparency.

Cannabinoid Panel

- CBC
- CBCA
- CBD
- CBDA
- CBG
- CBGA
- CBN
- THC
- THCA
- THCV
- THCVA
- Total CBD (% , mg/g, mg/package, & mg/serving)
- Total THC (% , mg/g, mg/package, & mg/serving)
- Total Cannabinoids

Terpene Panel

- Alpha-Bisabolol
- Alpha-Humulene
- Alpha-Pinene
- Alpha-Terpinene
- Beta-Caryophyllene
- Beta-Myrcene
- Beta-Pinene
- Caryophyllene Oxide
- Eucalyptol
- Limonene
- Linalool
- Nerolidol
- Total Terpenes

Your data, their sale

Today's consumers expect more than compliance—they expect transparency.

Accurate test submissions:

Avoid common errors like missing COAs, incorrect sample/package IDs, and omitting non-mandatory data, all of which can harm trust.

Make your test results consumer-friendly:

Support brands. Elevate the standard. Accelerate the supply chain.

Going beyond minimum testing

(e.g., terpenes, heavy metals) can make testing facilities more competitive and support brand differentiation.

Align with brand partners, use API integrations where possible, and follow best practices to enhance transparency and reliability.

Metric Retail ID helps testing facilities become key players in building trust in legal cannabis. By enabling brands to share verified, detailed testing data with just a scan, you're helping create a supply chain that's faster, smarter, and more accountable.

Metrc Retail ID

Finished good product labeling functionality through Metrc Retail ID is available in Metrc. This solution creates a single source for compliance information as item-level unique identification data is pulled directly from the Metrc system.



- Metrc Retail ID module



- Check our What's New in Metrc! > Retail ID Made Easy: Quick Start Guide

Metrc best practices

Testing facilities – Common errors and tips for success

Lab Test Batches & Manifests

Viewing Lab Test Batches

What Lab Test Batch did your client select and is it correct?

| | | | | |
|--------------------------|--------------------------|---------------|------------------------|---------|
| ABCDEF012345670000014251 | ABCDEF012345670000014250 | Package Vault | Bob's Brownies 30mg | Edibles |
|--------------------------|--------------------------|---------------|------------------------|---------|

Source Harvests

Reg'd Lab Test Batches

Lab Test Batches

Lab Results

History

Source Packages

Lab Test Batch

Infused Edible

1

Page 1 of 1

20 rows per page

Viewing Lab Test Batches

How to view required Lab Test Batches from a Transfer Manifest.

Below each package shows what Lab Test Batch was selected by your client.

| 1. Package Shipped | Production Batch No. | Item Name | Quantity |
|--|---------------------------------|--|-----------|
| ABCDEF012345670000012411 Lab Test: SubmittedForTesting Contains Retail IDs: No | | C0000003002: Grape Ape Bulk (Bud/Flower Bulk) | Shp: 10 g |
| Item Details | Strain: Grape Ape | | |
| Source Harvest | 20250421-TEST-Harvest1 | | |
| Source Package(s) | ABCDEF012345670000012410 | | |
| Req'd Lab Test Batches | Raw Plant Material - Final Form | | |

Reasons for 'Package Locked for testing' status

The most common issues in the testing section of Metrc.

1 Incorrect Lab Test Batch(es) chosen

4 Extra Test Sample made in error

2 Pulling from incorrect Source Package

5 Repackaging a Test Sample

3 Test Sample incorrectly created

6 Testing Facility enters incorrect Lab Test Batch

Test sampling errors

Most common reasons a package is locked during testing.

1

Verify the Source Package

- Ensure that you pull from the correct source package so that you do not lock unintended packages.

2

Correct Use of Production Batches

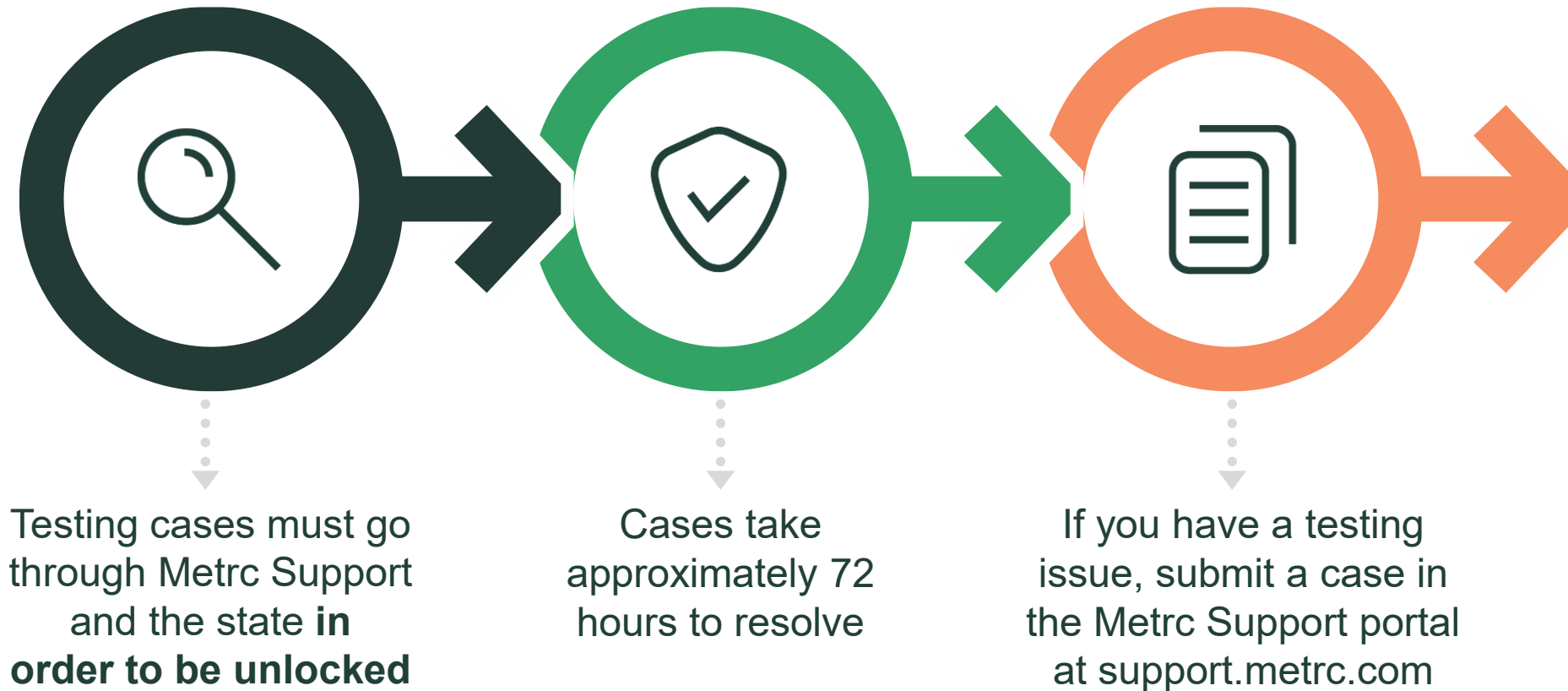
- Any time a product is changing physical or chemical form.
- Any time a product is being added to (i.e., infusions).
- Severs previous test results.

3

Verifying Test Sample Data

- The test sample(s) should have the same item(s) as the source package.
- Ensure the correct Test Types are selected during submission.


‘Package Locked for testing’ Support tips



Validate & verify

Validation is critical to prevent product from being locked up.

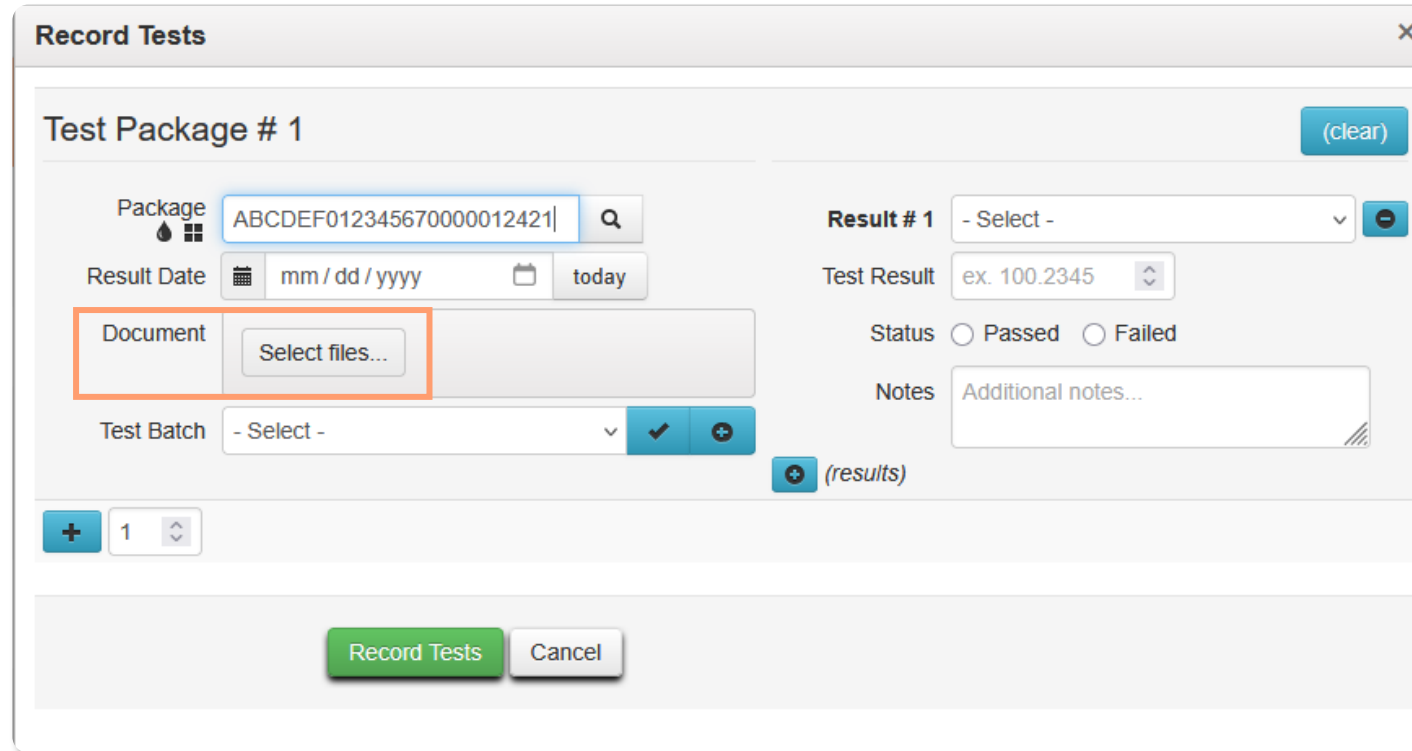
Validating for less than 1 minute can
save 72+ hours of your client's product
being Locked for Testing

| | | | |
|---|---|---|--------------------|
|  | | METRC® MARIJUANA TRANSPORTATION MANIFEST | |
| All sales transactions are to be completed prior to transportation of any MARIJUANA. The receiving entity may reject product delivered, but amount delivered must be limited to amount agreed upon in prior sales transaction. | | | |
| Manifest No. | 0000014903 | Date Created | 7/18/2025 11:09 AM |
| Originating Entity | MA Marijuana Microbusiness | For Agency Use Only | |
| Originating License Number | 404-X0001 | | |
| Address of Originating Entity | 207 East St Boston, MA 02138 | | |
| Phone No. of Originating Entity | 555-555-5584 | | |
| 1. Destination | MA Independent Testing Laboratory | Destination Phone No. | 555-555-5588 |
| Invoice Number | | | |
| Destination License Number | 405-X0001 | Date and Approx. Time of Departure | 7/18/2025 11:09 AM |
| Address of Destination | 209 East St Boston, MA 02138 | Date and Approx. Time of Arrival | 7/18/2025 11:09 AM |
| | | | |
| | | Date/Time Received | |
| Route to be Traveled | Notes: details for extenuating circumstances (e.g., road closure, flat tire, etc.) | | |
| demo | | | |
| 1. Outbound Transporter | MA Independent Testing Laboratory | No Layover Scheduled | |
| Transporter License Number | 405-X0001 | | |
| Address of Transporter | 209 East St Boston, MA 02138 | | |
| | | | |
| | | | |
| Contact Phone No. for Inquiries: 1234567890 | | | |
| Name of Person Transporting | John Doe | Employee ID of Driver | X00420 |
| State Driver's License No. | BR549 | Signature of Person Transporting | |
| Make, Model, License Plate No. | Chevy Kush Van LWEEED | Leg of Layover Trip | |
| 1. Package Shipped | Production Batch No. | Item Name | Quantity |
| 1A4FF0300000007000000020 Lab Test: SubmittedForTesting Contains Retail IDs: No | | M00000009101: Buds - Goodnight Kush (Buds) | Shp: 1 g |
| Item Details | Strain: Goodnight Kush | | |
| Source Harvest | Blue Dream - 1.16.19, Metrc Bliss 8/13/2019 | | |
| Source Package(s) | ABCDEF012345670000018491 | | |
| Source Production Batch | Batch: 2.25.2025_IP | | |
| Req'd Lab Test Batches | Raw Plant Material (For Extraction Only) | | |
| PRODUCT REJECTION (if only a portion of shipment is rejected, circle that portion above) | | | |
| Name of Person Receiving or Rejecting Product | | | |
| I confirm that the contents of this shipment match weight records entered above, and I agree to take custody of those portions of this shipment not circled above. Those portions circled were returned to the individual delivering this shipment. | | | |
| Signature | | Date | |
| Signature of individual taking receipt of rejected portion of this shipment | | | |

COAs and Test Results

Uploading the Certificate of Analysis (COA)

How to upload a COA when uploading test results simultaneously.



The screenshot shows a 'Record Tests' dialog box with the following fields and controls:

- Test Package # 1** (header)
- Package**: Text input field containing 'ABCDEF012345670000012421' with a search icon.
- Result Date**: Date picker showing 'mm / dd / yyyy' and a 'today' button.
- Document**: A section highlighted with an orange box, containing a 'Select files...' button.
- Test Batch**: Dropdown menu showing '- Select -' with a checkmark and a plus button.
- Result # 1**: Dropdown menu showing '- Select -' with a minus button.
- Test Result**: Text input field showing 'ex. 100.2345' with a dropdown arrow.
- Status**: Radio buttons for 'Passed' and 'Failed'.
- Notes**: Text area with placeholder 'Additional notes...'.
- Buttons**: 'Record Tests' (green) and 'Cancel' (grey) at the bottom.

Upload the COA

Uploading a COA after test results have been uploaded/imported.

Packages

ActiveOn HoldInactiveLab SamplesIn TransitTransferred

New PackagesSubmit for TestingTest StatusRecord TestsNew TransferChange LocationsChange ItemsChange Req'd LTBSAdjustChange NotesFinishReport AdulterationChange External Id

TagExternal IDSrc. H'sSrc. Pkg'sSrc. P'sLocationSublocationItemCategoryItem StrainUnit QtyQuantityP.B. NoSrc. P.B.LT StatusA.H.DateRev'dLT.E

ABCDEF012345670000014201MLimoncello18DECABCDEF01234567000001420018DEC2024 THCTincturePackage VaultVery MedicinalTHC TinctureTinctures1 eaTHC Tincture18DEC24 VATestPassedNo12/16/202412/16/2024

Source HarvestsReq'd Lab Test BatchesLab Test BatchesLab ResultsHistorySource Packages

Test DateOverallTest NameTest PassedResultNotesReleased DateSample PackageItemCategory

12/16/2024Passed2 Propanol (ppm) TincturesPassed012/16/2024 04:15 pm

12/16/2024PassedAbamectin (ppm) TincturesPassed012/16/2024 04:15 pm

Upload

metrc

27

Viewing Recorded Lab Test Batches

What Lab Test Batch was recorded.

| Tag | External ID | Src. H's | Src. Pkg's | Src. Pj's | Location | Sublocation | Item | Category | Item Strain | Unit Qty. | Quantity | P.B. No. | Src. P.B. | LT Status | A.H. |
|----------------------------|-------------|-------------------------------|--------------------------|-----------|---------------|-------------|------------|-----------------|-------------|-----------|----------|----------|-----------|------------|------|
| Q ABCDEF012345670000012421 | | 2025-01-10-Harvest Location-M | ABCDEF012345670000012420 | | Package Vault | | Buds - Flo | Bud/Flower Bulk | Flo | | 1 g | | | TestPassed | No |

Source Harvests

Req'd Lab Test Batches

Lab Test Batches

Lab Results

History

Source Packages

| Batch Name | Test Types Performed | Test Types Required | Status |
|---------------------------------|----------------------|---------------------|-------------|
| Raw Plant Material - Final Form | 97 | 98 | Passed (97) |

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Page

1

of 1

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20 rows per page

Viewing Recorded Lab Results

Recorded Test Results Individually & the COA

| Tag | External ID | Src. H's | Src. Pkg's | Src. P's | Location | Sublocation | Item | Category | Item Strain | Unit Qty | Quantity | P.B. No. | Src. P.B. | LT Status | A.H. | Date | Rcv'd | L.T.E. | |
|--|-------------|---|--------------------------|----------|---------------|------------------------|----------------|-----------------|-------------|----------|----------|----------|-----------|------------|------|------------|------------|--------|---|
| Q ABCDEF012345670000012421 | | 2025-01-10- Harvest Location-M | ABCDEF012345670000012420 | | Package Vault | | Buds - Flo | Bud/Flower Bulk | Flo | | 1 g | | | TestPassed | No | 07/01/2025 | 07/01/2025 | | X |
| Source Harvests Rec'd Lab Test Batches Lab Test Batches Lab Results History Source Packages | | | | | | | | | | | | | | | | | | | |
| Test Date | Overall | Test Name | Test Passed | Result | Notes | Released Date | Sample Package | Item | Category | | | | | | | | | | |
| ▶ 07/01/2025 | Passed | Abamectin (ppm) Raw Plant Material - Final Form | Passed | 0 | | 07/01/2025 02:22 pm | | | | | | | | | | | | | |
| ▶ 07/01/2025 | Passed | Acephate (ppm) Raw Plant Material - Final Form | Passed | 0 | | 07/01/2025 02:22 pm | | | | | | | | | | | | | |
| ▶ 07/01/2025 | Passed | Acequinocyl (ppm) Raw Plant Material - Final Form | Passed | 0 | | 07/01/2025 02:22 pm | | | | | | | | | | | | | |

Source Packages

Viewing Source Package Information

This configuration is available now!

Packages

ActiveOn HoldInactiveLab SamplesIn TransitTransferred

New PackagesSubmit for TestingTest StatusRecord TestsNew TransferChange LocationsChange ItemsChange Req'd LTBSAdjustChange NotesFinishEdit Shelf LifeChange External Id

| Tag | Src. H's | Src. Pkg's | Src. Pj's | Location | Sublocation | Item | Category | Item Strain | Quantity | P.B. No. | LT Status | A.H. | A.R. | Date | Rcv'd | Exp. |
|--------------------------|----------------------|--------------------------|-----------|----------|-------------|---------------|-------------------|-------------|----------|----------|------------|------|------|------------|------------|------|
| 1A4FF0300000016000000304 | Ambush 05/20/2025 | 1A4FF0300000016000000288 | | Vault | | Buds - Ambush | Bud/Flower (Bulk) | Ambush | 2.96 g | | TestPassed | No | No | 06/10/2025 | 06/10/2025 | |

Source HarvestsReq'd Lab Test BatchesLab Test BatchesLab ResultsHistorySource Packages

| Tag | Package Type | Source Harvest Names | Source Package Tag | Item | Category | Creation Quantity | Creation Unit Of Measure | Creation Lab Testing Stat |
|--------------------------|--------------|----------------------|--------------------------|---------------|-------------------|-------------------|--------------------------|---------------------------|
| 1A4FF0300000016000000304 | Product | Ambush 05/20/2025 | 1A4FF0300000016000000288 | Buds - Ambush | Bud/Flower (Bulk) | 2267 | Grams | NotSubmitted |

Page 1 of 120 rows per pageViewing 1 - 1 (

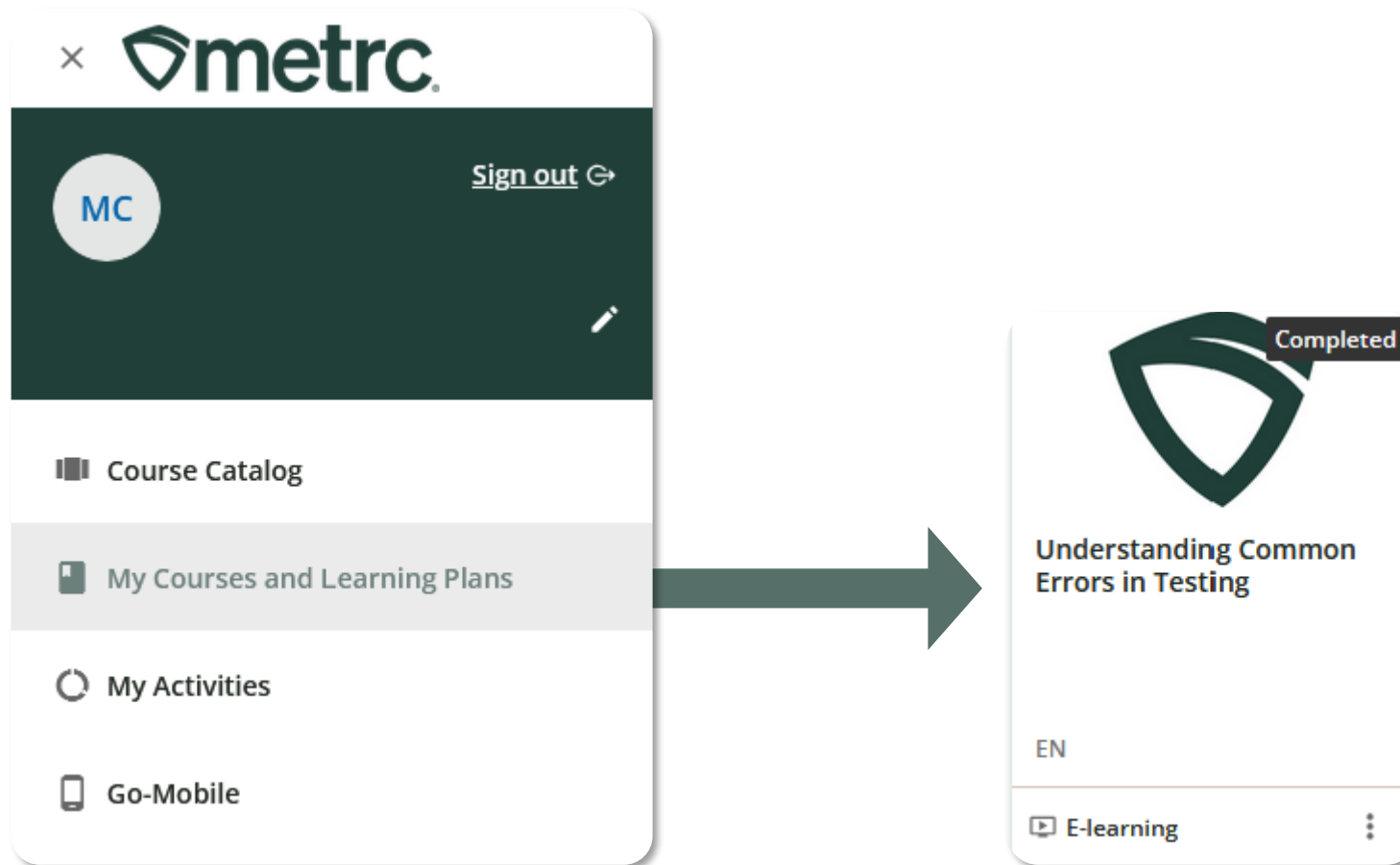
View Source Packaging Information from Manifest

Source Quantity When Sampled is on Manifest for each Package

| 4. Package Shipped | Production Batch No. | Item Name | Quantity |
|--|--------------------------|-----------------------|------------|
| 1/ Lab Test: SubmittedForTesting Contains Retail IDs: No | | | Shp: 4.5 g |
| Item Details | | | |
| Source Harvest | | | |
| Source Package(s) | 1A4070300001069000020304 | Quantity When Sampled | 2061.2 g |

Metrc Learn Updates

New modules and upcoming updates.



Thank you!

If you have additional questions, reach out to Metrc Support



Phone: 877-566-6506



**Live chat or via the Support Portal
at support.metrc.com**