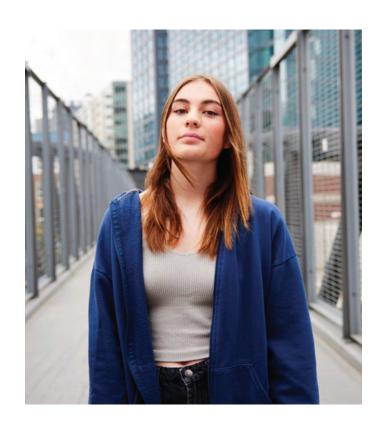


# 2025 Legislative Briefing December 4, 2025 Powered by the Colorado School of Public Health



### **Agenda**

- 1. Welcome
- 2. Overview of CO CERP and Work of Scientific Review Council
- 3. Tea on THC Campaign
  - a. Campaign Metrics
  - b. Website Metrics
  - c. Awareness → Engagement
  - d. Social Media
  - e. Influencers
- 4. Importance of Partnership







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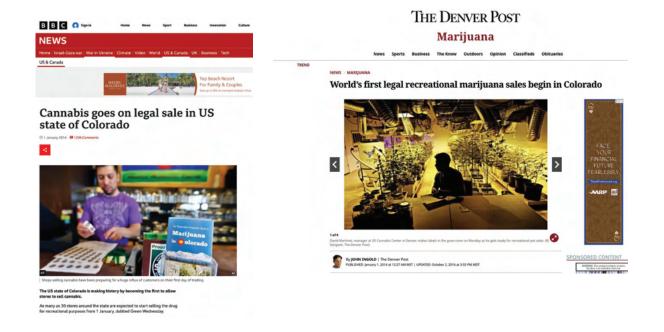
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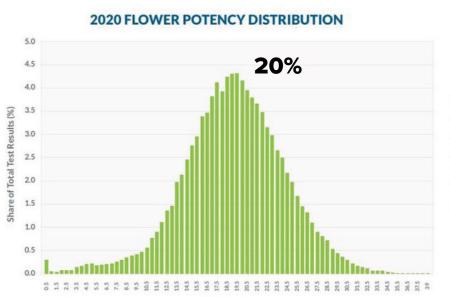
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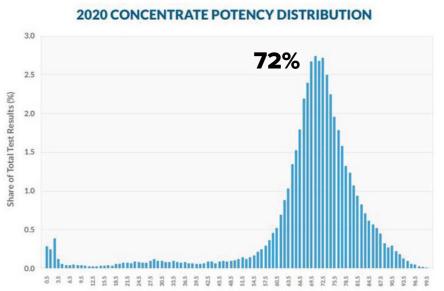
# Colorado: at the Forefront of Cannabis Research & Education





# Potency Distribution for Flower & Concentrates





#### The National Dialogue



Despite the rise in use, seeking treatment for cannabis use disorder has become less common



**Denver Post Article New York Times article** 

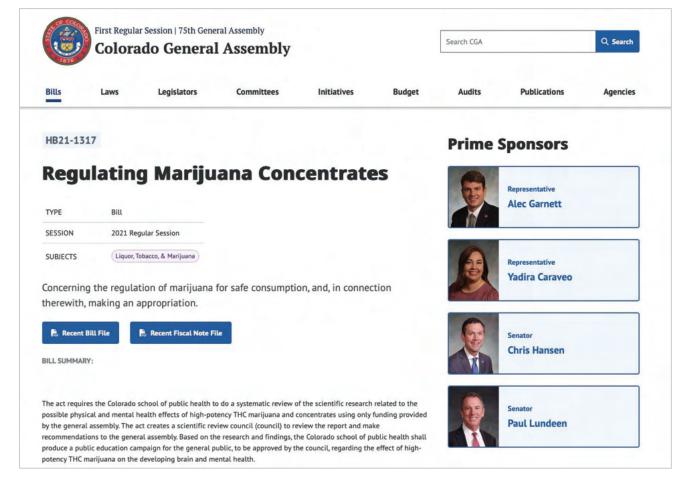


#### State Turns to ColoradoSPH for Guidance

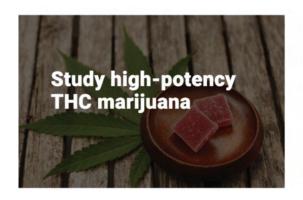




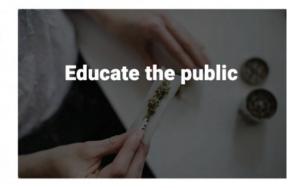
# **Legislative Action**



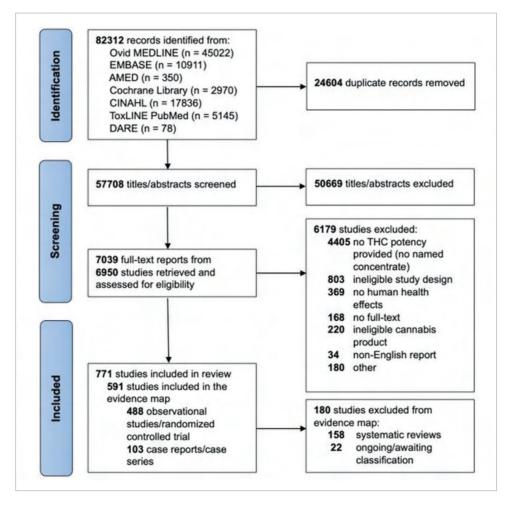
# Colorado Cannabis Education, Research, and Policy Project (CO CERP)



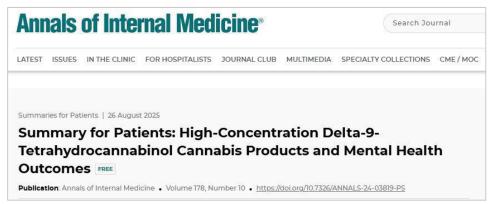




# Science Has Been Foundational from Day One



#### **Advance Scientific Research**











#### **Annals of Internal Medicine**



## High-Concentration Delta-9-Tetrahydrocannabinol Cannabis Products and Mental Health Outcomes

#### A Systematic Review

Thanitsara Rittiphairoj, MD, MPH; Louis Leslie, BA; Jean-Pierre Oberste, MPH; Tsz Wing Yim, MPH; Gregory Tung, MPH, PhD; Lisa Bero, PhD; Paula Riggs, MD; Kent Hutchison, PhD; Jonathan Samet, MD, MS; and Tianjing Li, MD, MHS, PhD

**Background:** Rapid changes in the legalized cannabis market have led to the predominance of high-concentration delta-9-tetrahydrocannabinol (THC) cannabis products.

**Purpose:** To systematically review associations of highconcentration THC cannabis products with mental health outcomes.

Data Sources: Ovid MEDLINE through May 2025; EMBASE, Allied and Complementary Medicine Database, Cochrane Library, Database of Abstracts of Reviews of Effects, CINAHL, and Toxicology Literature Online through August 2024.

designs (11%); more than 95% had moderate or high risk of bias. In studies not testing for therapeutic effects, high-concentration THC products showed consistent unfavorable associations with psychosis or schizophrenia (70%) and CUD (75%). No therapeutic studies reported favorable results for psychosis or schizophrenia. For anxiety and depression, 53% and 41% of nontherapeutic studies, respectively, reported unfavorable associations, especially among healthy populations. Among therapeutic studies, nearly half found benefits for anxiety (47%) and depression (48%), although some also found unfavorable associations (24% and 30%, respectively).

#### **Conclusion:**

High-concentration THC products are associated with unfavorable mental health outcomes, particularly for psychosis or schizophrenia and CUD. There was some low-quality evidence, inconsistent by population, for therapeutic benefits for anxiety and depression.

#### **Primary Funding Source:**



Colorado General Assembly, House Bill 21-1317.

### **Inform Public Policy**

**Policy Approaches** to High Concentration Cannabis and THC Concentrates MARCH 27, 2024

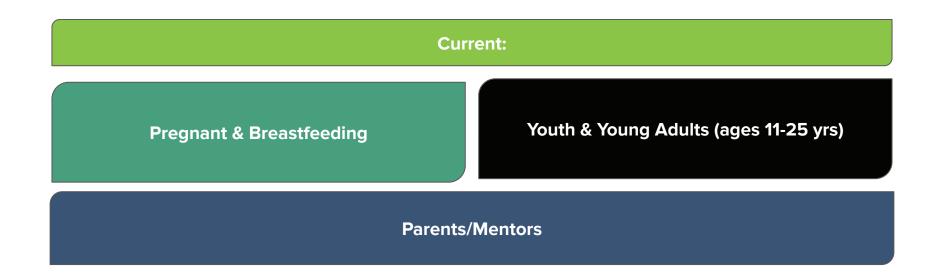
- Age restrictions
- Concentration-Based
   Taxation
- Marketing and Advertising
   Restrictions
- Warning Labels
- Public Education



### **Long-Term Objectives**



### **Priority Populations**



#### **Translating the Science**



Research first summarized from scoping review, additional relevant research, and clinical recommendations



Compiled materials were then reviewed, modified, and approved by the SRC



Toolkits provided to internal partners

# Community Partnerships Have Supported the Campaign at Every Stage



During the initial <u>formation</u> of materials and as we continue to develop new materials



As we implement the campaign materials



As we evaluate the materials



Iterative process-repeats

### What Do We Mean by "Communities"?



FOCUS & WORK GROUPS ACROSS REGIONS IN COLORADO



STAKEHOLDER ORGANIZATIONS



LEVERAGED INTERNAL COSPH EXPERTISE



COMMUNITY-BASED EVENTS



MARKET RESEARCH

### **Expertise Integrated across the ColoradoSPH**

#### CU Anschutz, CSU, and UNC have each contributed

- Provider education
- Community and national events
- Informing the public, such as through workshops
- Development of new content

\*\*\*Partnerships feed into the work of Initium and our Tea on THC campaign

# Examples: Motivational Interviewing (MI): Navigating Difficult Conversations About Cannabis

Curriculum to educate parents and loved ones about cannabis:

- Illustrates parenting styles consistent with approach
- Demonstrates applications with family and loved ones
- Identifies when to talk to a professional
   \*\*\*Materials integrated into the Tea on THC campaign



### **Continuing Education for Providers**

Objective: Educate providers on the effects of cannabis use across the lifespan Audience: Providers include behavioral health, nurses, PAs, & MD/DO's Approach: Live and online education, information integrated into Tea on THC website



### **Community Outreach**

- Events throughout Colorado and in Oregon and Washington, DC
- Attend events focused on health and wellness
- 2000+ in person contacts, increased our visibility in multiple audiences

\*\*Working together with CSPH partners and Initium









#### **Examples of where we show up in communities**















Sturm College of Law UNIVERSITY OF DENVER

### **Educated Through the Arts**















#### **Art Exhibition Press & Media**







#### **Program Evaluation**

- Make data-driven decisions
- Revise campaign materials quickly
- Change how we communicate based on how audiences respond to messaging
- Measure behavior health changes

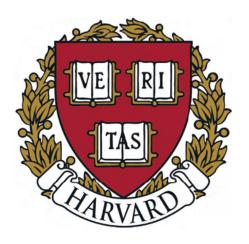


#### **National Conferences**













### **Program Evaluation Academic Deliverables**





# In summary, the education campaign has led to strong statewide and national interest

#### Colorado

- Multiple Colorado organizations
- Fremont County
- 6 7 School districts

#### **Nationally**

- New York
- RhodeIsland
- Hawaii
- Wisconsin

#### **Public Health Organizations**

- American Public Health Association (APHA)
- Association of Schools and Programs of Public Health (ASPPH)
- Colorado Public Health Association (CPHA)











THE MON THC GET THE FACTS

Is marijuana becoming your best friend?

GET THE FACTS. teaonthc.org



#### **Podcast Series**



Brandon Lloyd, MBA
Brandon Lloyd
discusses his NFL
career and journey to
overcome
high-concentration
cannabis addiction,
highlighting
challenges, coping
strategies, and a
healthier life.



Dr. Annie Collier
Annie Collier, PhD,
MS, Associate
Professor,
ColoradoSPH, blends
art and science in
cannabis education,
promoting positive
coping mechanisms
and meaningful
community
conversations.



Dr. Gregory Tung
Greg Tung, PhD, MS,
Associate Professor,
ColoradoSPH,
highlights the
challenges of
high-concentration
cannabis research
and stresses cautious
policies to protect
youth and pregnant
women.



Tya Anthony
Tya Anthony, artist
and curator, explores
how art bridges
science and
community to spark
dialogue on the
impact of
high-concentration
cannabis.



Dr. Jon Samet

Jon Samet, PhD, MS,
Associate Professor,
ColoradoSPH,
discusses cannabis
research challenges,
public health impacts,
and educating on
THC risks.

### **Short Films**



#### **Awards**





**Gold:** Integrated Marketing



Silver Winner in Poster and Brochure Design for Social Change



Silver Winner in Mix Media/Moving Image for Social Change



Bronze Winner in Branding for Social Change







Winner: Short-Form Video

Finalist: Integrated Content Marketing Campaign

Finalist: Public Health Campaign







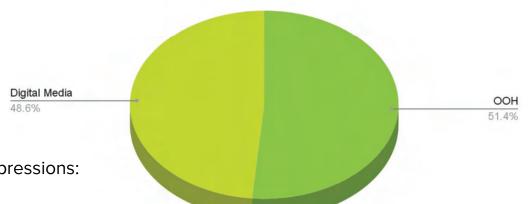
The Tea on THC

**Gold:** Social Awareness **Gold:** Documentary Series



# **Campaign Totals**

Total Campaign Impressions **53,854,157** 



OOH Impressions:

27,703,819

Digital Media Impressions:

26,150,338

#### **OOH Mediums**

- 1. Bus Tails
- 2. Bus Shelters
- 3. Kiosks
- 4. Billboards
- 5. Concrete Graphics

#### **Digital Mediums**

- 1. Meta
- 2. TikTok
- 3. Video/Youtube
- 4. Google Search
- 5. Google Display

# **Comparative Campaigns**







Metric	Tea on THC	Good to Know	Responsibility Grows Here
Campaign Funding	\$950,000	\$4,168,000	\$10,254,102
Reported Years	1 Year	1 Year	3 years
Campaign Year	FY 2024–25	FY 2016-17*	FY 2018-21
Total Impressions	36,656,512	33,100,000	18,224,902
Click-Through-Rate	3.85%	0.34%	1.73%
Digital Ad			
Impressions	11,553,333	11,300,000	11,000,000

<sup>\*</sup> Good to Know reporting 2016-2017 FY out of total 2014-2017FY.

https://mchb.tvisdata.hrsa.gov/Narratives/AnnualReport1/ee969843-c960-4eec-b182-0662d3733f13

Sources: Maffey, A., Neuwirth, J., Dunn, T., & Crawford, K. (2018). Retail marijuana education program 2017 annual report. Colorado Department of Public Health and Environment. https://spl.cde.state.co.us/artemis/heserials/he1910014internet/he19100142017internet.pdf
Amélie Company. (n.d.). Responsibility grows here. Amélie. https://www.ameliecompany.com/work/we-added-responsibility-to-marijuana-consumption

U.S. Department of Health and Human Services, Health Resources and Services Administration, Maternal and Child Health Bureau. (2021). State action plan - women/maternal health - annual report - Colorado - 2021.

HEALTH RISKS

OUTH

PREGNANT WOMEN



**GET THE FACTS** 

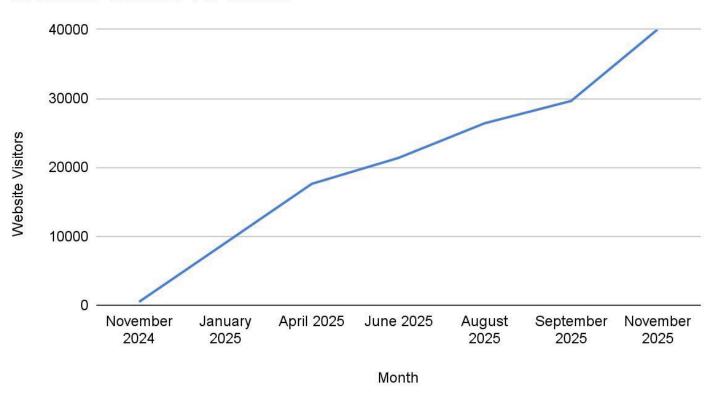
# Website Data

Do you know what highconcentration cannabis is doing?

LEARN MORE

Cannabis has been around a long time. But not like this. The large doses of THC (tetrahydrocannabinol) now readily available can impact the mind and body in ways human beings have never experienced before. If you're considering using high-concentration products like oil, shatter, dab, and edibles, get some facts first. Scientists are particularly concerned about risks to young, developing brains and pregnant and pursing people.

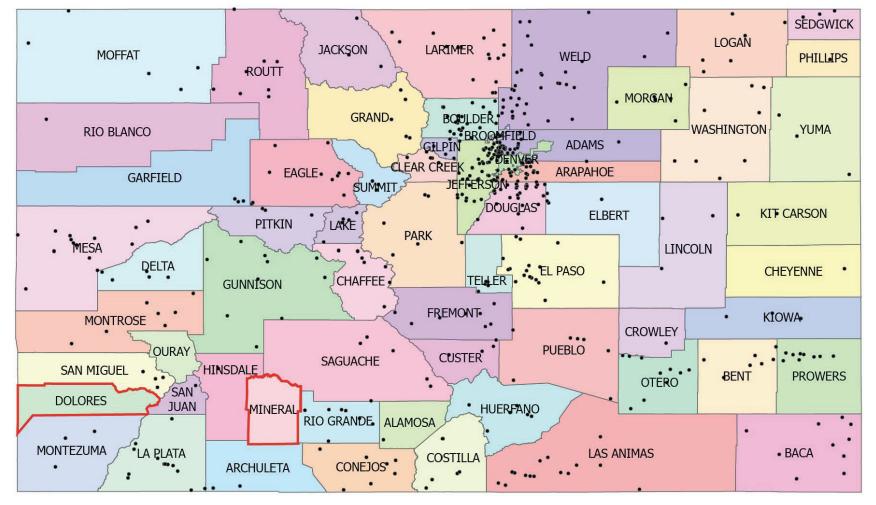
#### Website Visitors vs. Month



# **Comparative Website Visitors**

Campaign	<b>Monthly Website Visits</b>	Years Running
Truth Initiative	~266,000	26 years
The Tea on THC	40,539	1 year
D.A.R.E.	~38,000	42 years
YouCanWA	~8,490	4 years
Know This About Cannabis	~3,140	5 years
Wasted on Weed	~545	3 years

Source: Similarweb. Traffic & Engagement. Website Performance.



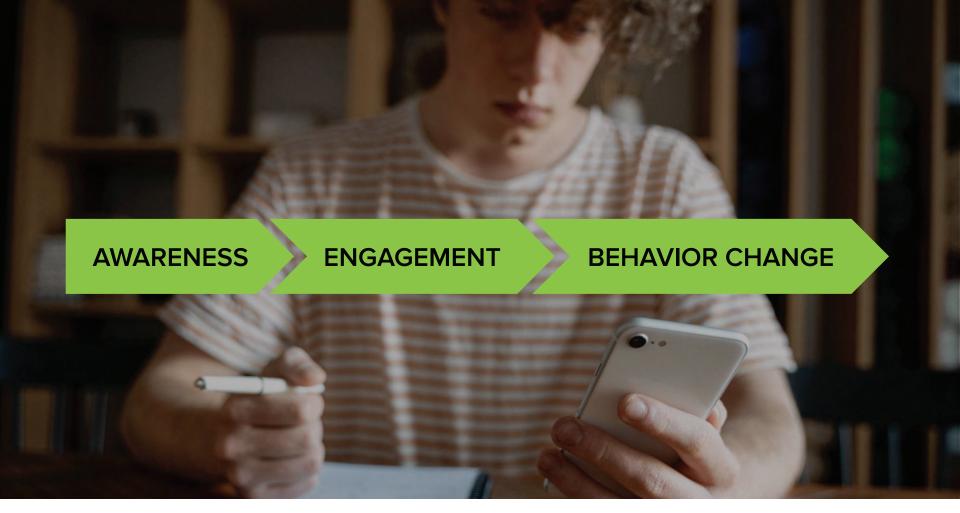
# **Top Visitor States**

Rank	State	Visitors
1	California	9,954
2	Texas	8,681
3	Florida	5,050
4	New York	4,684
5	Arizona	3,875
6	Illinois	3,451
7	Pennsylvania	3,186
8	Virginia	2,871
9	Ohio	2,849

# **Landing Page Visits - All Time**

Page	Views	<b>Event Count</b>
Parents & Mentors - Tea on THC	111,805	187,850
Pregnant Women - Tea on THC	55,882	91,071
Youth - Tea on THC	30,138	55,424
Dr. Tung - Tea on THC	23,974	49,144
Home - Tea on THC	23,405	36,687
Resources - Tea on THC	16,051	29,159
Johnny's Story - Tea on THC	11,337	14,565







# Using Social Media to Support Youth Cannabis Prevention



1 in 3 youth engage with cannabis promotions on social media; adolescents who engage with cannabis promotions have 5x higher odds of cannabis use (Trangenstein et al., 2019).

Normalization of cannabis use by cannabis businesses, who are using social media as a primary form of marketing, is affecting youth acceptability (Jenkins, et al., 2020). Adherence to state-based regulations for required content warnings is infrequent (Moreno et al., 2022)

There are **no age restrictions** on social media content that portray cannabis use on popular platforms such as TikTok, much of which is depicted positively (i.e., entertaining, humorous, socially/culturally acceptable; (Rutherford et al., 2022).

There is a significant increase in social media discussions on cannabis use and emerging cannabis forms (e.g., dabs, edibles, concentrates), specifically among first-time users and those seeking information or advice (Meacham et al., 2018).



#### **All Paid Channels Total Data**

	Platform	Impressions	CTR	CTR Benchmark	% Above Benchmark
f	Meta	20,853,119	4.13%	0.50%	+706%
4	TikTok	2,761,511	0.64%	0.27%	+93%
A	Display	1,936,467	7.90%	0.90%	+819%
A	Search	177,229	7.76%	3.78%	+103%

Across all platforms, our CTR consistently outperforms industry benchmarks - in some cases by **600–800%**, demonstrating exceptionally strong relevance and audience fit across channels.

#### **Meta Ads: Audience**





Our Meta ads are effectively reaching across all audiences.



Young Adults (18–24): Strong engagement and high impression share.

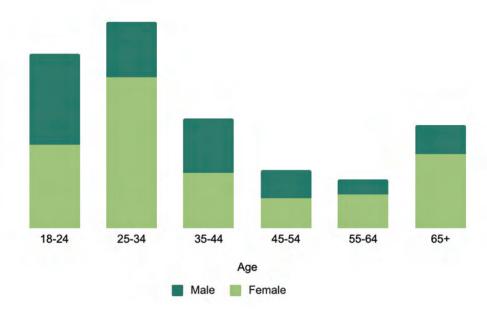




Pregnant Women (25–34): Highest concentration of impressions, showing accurate delivery.



Older Adults (45+): Additional reach across broader adult audiences.



Impressions by Age and Gender

# **Top Performers: Impressions**











Impressions: 414K CTR: 0.59% CTR Benchmark: .50%



Impressions: 220K CTR: 0.63% CTR Benchmark: .50%



CTR: 0.79% CTR Benchmark: .50%



Impressions: 148K CTR: 1.05%

CTR Benchmark: .50%

## **Top Performers: CTR**



Impressions: 10.27K CTR: 9.48% CTR Benchmark: .50%







Impressions: 18K CTR: 5.52% CTR Benchmark: .50%



CTR: 4.69% CTR Benchmark: .50%



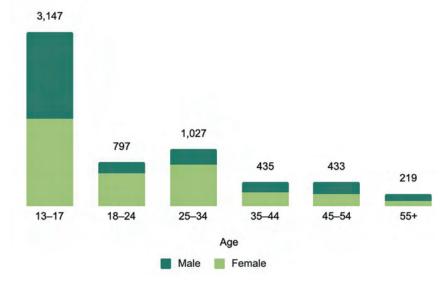


Impressions: 66.3K CTR: 4.11% CTR Benchmark: .50%

#### **TikTok Ads: Audience**



- Teens drive the majority of website clicks, showing strong interest and message relevance.
- Balanced gender split, with slightly higher engagement from females (58%).
- TikTok remains our most effective channel for reaching youth with prevention messaging.



Clicks by Age and Gender

# **Top Performers**



**Total Impressions:** 2,761,511

Total Avg CTR: 0.64% Benchmark: 0.27%

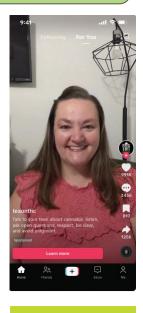












Coping Strategies Impressions: 1M CTR: 0.55%

Benchmark: 0.27%

Nae Noelle Impressions: 411K CTR: 0.49% Benchmark: 0.27% Saylor Impressions: 260K CTR: 0.70% Benchmark: 0.27% Best Friend Impressions: 291K CTR: 0.77% Benchmark: 0.27% CIP Impressions: 286K CTR: 1.33% Benchmark: 0.27% Laura Funk Impressions: 60K CTR: 0.76% Benchmark: 0.27%

### Google Search

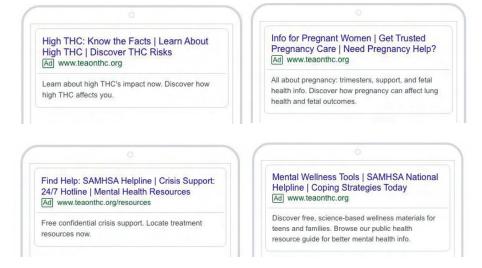


# **Total Impressions:** 177,229

Total Avg CTR: 7.76% Benchmark: 3.78%

**Clicks:** 13,643

Keyword	Impressions	CTR
Colorado Crisis Services	85,390	11.88%
Emotional Support	17,687	5.38%
Coping Strategies Resources	17,253	7.29%
Crisis Hotline	14,762	5.19%
Wellness Resource Guide	1,193	10.63%
Youth Health Education	893	12.09%



Current search campaigns reaching Coloradans

## **Google Display**

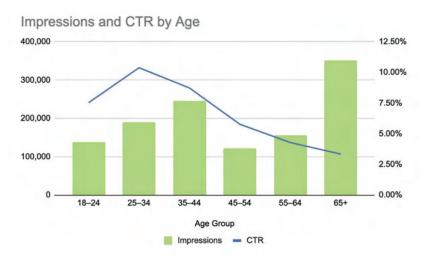


**Total Impressions:** 1,936,467

Total Avg CTR: 7.90%
Benchmark: 0.90%

**Clicks:** 98,605

- Massively outperforming benchmarks.
- Strongest engagement comes from 25-44 year olds.
- Reach driven by 65+ age bracket.





Impressions: 239K CTR: 7.23% Benchmark: .90%



Impressions: 176K CTR: 1.59% Benchmark: .90%



Impressions: 127K CTR: 8.42% Benchmark: .90%



# Influencers | Brandon Lloyd

Influencer: Brandon Lloyd

Audience: YouthImpressions: 2.5M+

Mediums:

- Press/media
- Podcast
- o Film
- Social Media
- SpeakingEngagements

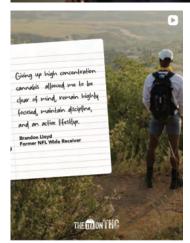
















#### Influencers | Laura Funk

• Influencer: Laura Funk

Audience: Parents/Mentors

• Impressions: 125,118

• Content Interactions: 27,920

CTR: 4.37% (.50% Benchmark)

Content:

Video #1:
 Motivational
 Interviewing Tips for
 Parents

 Video #2: Back to School Routines





#### Influencers | Elizabeth Howe

Influencer: Elizabeth HoweAudience: Pregnant Women

• Impressions: 146,217

Content Interactions: 10,881CTR: 11.31% (.50% Benchmark)

Content:

 Video #1: Tips for Breastfeeding & Stress and Cannabis/Pregnancy Fact







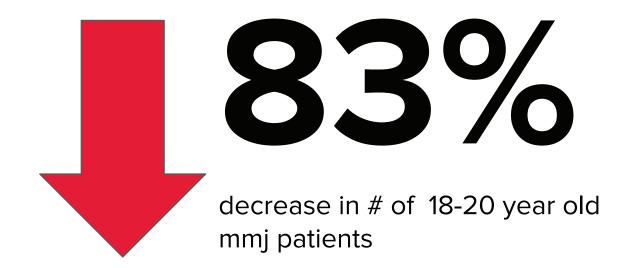
We are an ally We are a resource We are hand-raisers We are advocates We are solution-drivers We are relentless We are a Voice

#### **Power in Numbers!**





# Outcome: Common sense protections for young medical marijuana patients



cdphe.colorado.gov/medical-marijuana-registry-data



<u>onechancetogrowup.org</u> henny@onechancetogrowup.org diane@onechancetogrowup.org



Safeguarding kids from today's dangerous and deceptive THC products through community education and groundbreaking policy.

