



Lara Kaminsky is the Co-Founder & Executive Director of The Cannabis Alliance, a non-profit dedicated to the advancement of a sustainable, vital and ethical cannabis industry. Prior to becoming Executive Director, Lara was the Program Director for The Coalition for Cannabis Standards & Ethics, a non-profit organization developed in 2010 with a focus on cannabis education and industry standards.



Shauna Mindt is the owner of Always Greener Downtown, Redmond's first cannabis retail store. With her partner Jenny Carbon they were responsible for working with the City of Redmond to create Redmond's marijuana zoning. Shauna's background includes corporate events and non-profit fundraising, government affairs and business association work, and 20+ years of coaching youth and teens in competitive tap dance.



Danielle Rosellison is an owner and CEO of Trail Blazin' Productions. Licensed in 2014, Trail Blazin' cultivates award winning, pesticide free, sustainably grown, legal cannabis. Out of 1400 producer/processors, Trail Blazin' is the only company (along with Fairwinds) that produces medically compliant product. She is a board member for The Cannabis Alliance, and an Ambassador to the Bellingham Chamber of Commerce.

WE ARE UNIQUE

We are the only organization in Washington state that represents the entire cannabis industry. We have the largest number of cannabis industry licensees, ancillary businesses, and industry and consumer stakeholders. The individuals and businesses that comprise our membership are the heart of this industry and organization. Our members guide our mission and enable The Cannabis Alliance to achieve our goals through monthly membership dues and donations.



We are the **largest** industry association in WA State with almost 300 cannabis businesses as members and we are growing every day.



We represent the **broadest** cross section of the industry; by geography and by business type.



We are **inclusive**. We work with other groups, organizations, and local & state agencies to find solutions that work for most.



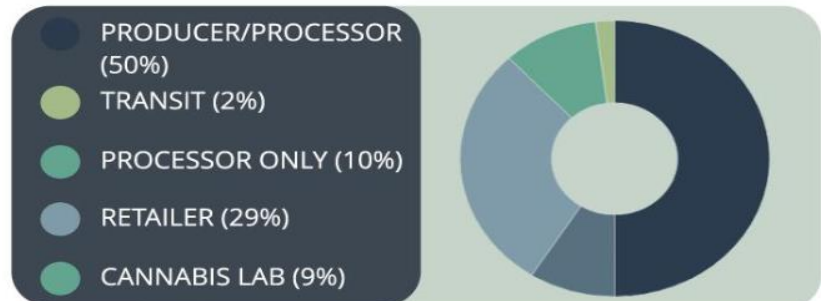
We believe in **sustainable** strategies that take into account people and the planet, as well as profits.

OUR MEMBERS REPRESENT THE FULL SPECTRUM OF THE INDUSTRY



- LICENSEES (48%)
- ANCILLARY BUSINESSES (39%)
- PATIENTS/INDIVIDUALS (9%)
- INDUSTRY GROUPS (4%)

OUR MEMBERS REPRESENT EVERY LICENSE TYPE





TOP ISSUES

1. Taxation

Category: Investment, Research and Development

1. Traceability

Category: Enforcement, Type of Product, Infrastructure

1. Safe Consumption

Category: Research and Development, Enforcement, Type of Product

1. Medical Access

Category: Type of Product, Research and Development, Infrastructure

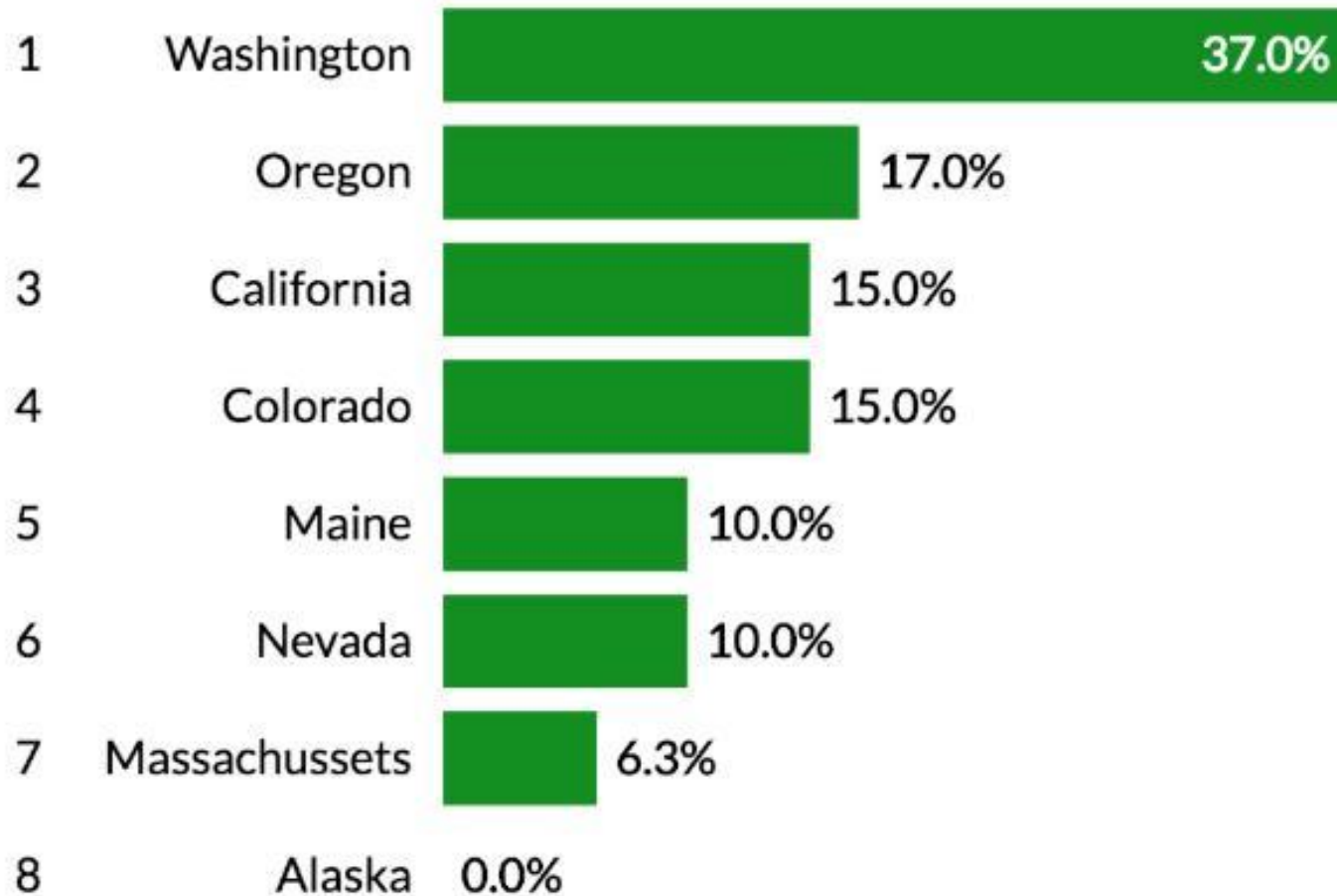
1. Research / Best Practices

Category: Infrastructure, Type of Product, Research and Development



Excise Tax on Marijuana Purchase by State

Consumer facing tax January 2019



TAXATION

Industry Taxation/Access to Banking

- IRS 280E, coupled with WA state having the highest excise tax, is crippling to small businesses and prevents Washington from being competitively positioned for the National and Global Marketplace
- No typical business write-offs
- Banks will not lend traditionally
 - No business lines of credit
 - No SBA loans
 - Usury rates



"No, I didn't tell joke. I just asked since I own a marijuana company, can I write off expenses like other businesses."



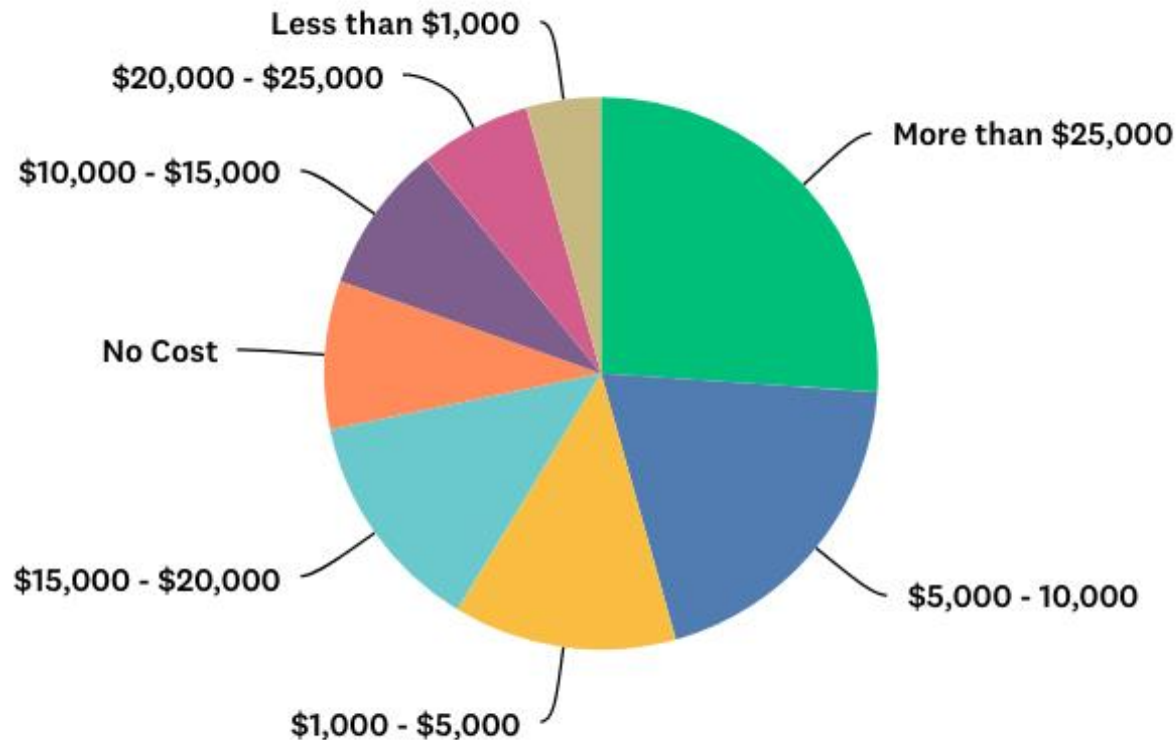
TAXATION SOLUTIONS

- Legislature appropriate moneys in the dedicated marijuana account to provide loans for cannabis businesses.
 - Also a good opportunity for social equity grants and loans.
- Allow producers and processors to sell products with < .3% THC to the open market
 - This will also cut down on waste, increasing sustainability
- Allow retailers to sell non-cannabis items
 - They'll be able to write off non-cannabis items, advertising, office work, etc like a "normal" business



TRACEABILITY

Question was: Please estimate what the [July 2019] switch to LEAF 1.37.5 cost your business (indicate gross revenue). Please include all perceived cost including employee pay, lost revenue in sales, etc.





TRACEABILITY SOLUTIONS

- Audit Based System (like DFI)
 - The industry should not be reliant on a government agency to be able to conduct business as normal





SAFE CONSUMPTION

- Testing of Pesticides and Heavy Metals
 - Washington State is the only state that does not require pesticide testing on adult use products
- Consumer safety
 - Where can consumers get accurate information?
- Ability to consume safely and legally



SAFE CONSUMPTION SOLUTIONS

- Implement mandatory pesticide testing of end products
- Require “**NOT TESTED FOR PESTICIDES**” on products that do not have pesticide tests
- Use the current WSDA contract to pesticide test the largest volume concentrate companies
- Fund more health research and education
- Consider establishing safe consumption sites

MEDICAL ACCESS / PATIENTS

- Lack of medical products on the shelves
 - Lack of pesticide and heavy metal tested products
- Extreme cost increase after SB 5052
 - Patients pay 37% excise tax
- Unreliable information at point of sale
- Not HIPPA compliant
- Poor consultation environment



*The DOH logo for medical,
pesticide tested product.*



MEDICAL ACCESS SOLUTIONS

- Remove excise tax for qualified patients
- Provide incentive for:
 - retailers to carry medical product
 - producer/processors to grow medical product
- Allow qualified patients to purchase more than current limit
- Effectively train budtenders/consultants
 - EDUCATION
- Medical professional provides card; not the retailer.



RESEARCH / BEST PRACTICES

- Cannabis is undeniably the most under-researched commodity in the United States, with a great need for science based research and education
- Lack of access to shared, trusted, and verified resources and information on safe growing methods
- Lack of cannabis-related education and training including health and safety information for producers



CANNABIS COMMISSION SOLUTION

- Support the establishment of the Cannabis Commission through the legislature
- Research plant development and safe cultivation techniques
- Washington should lead the way in cannabis research
- Owned by all farmers, benefitting large **and small** businesses
- Provides much needed education and resources for cannabis farmers
- Establishes best practices
- Encourages plant diversity for further research





ADDITIONAL TOPICS

- Reducing Waste (plant and packaging)
- Social Equity
- Craft Cannabis
- Vertical integration
- Delivery
- Direct Sales

The Cannabis Alliance is well versed in the dynamic complexity of this developing industry. Our large and broad member base ensures we are able to be responsive to all six areas you identified and beyond.



QUESTIONS?

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