

PENNSYLVANIA CANNABIS COALITION



PCC

# MEMBERSHIP MEETING

2021 First Quarter Meeting



# FIRST QUARTER VIRTUAL MEMBERSHIP MEETING AGENDA

- CALL TO ORDER
- OLD BUSINESS
- NEW BUSINESS
- OTHER BUSINESS
- ADJOURNMENT



# 2021 EXECUTIVE COMMITTEE

**Chair - Jamie Ware, Holistic Industries - Vice President, Compliance & Government Relations**

**Vice Chair - Jeremy Unruh, PharmaCann - Senior Vice President, Public and Regulatory Affairs**

**Secretary - Sara Payne, Jushi Inc. - In-House Corporate Counsel**

**Treasurer - John Sullivan, Cresco Labs - Executive Vice President**

**At-Large - Rebekkah Ranallo, Maitri Medicinals / Maitri Genetics - Director of External Relations**



# PCC PAC

## FUNDRAISING CAMPAIGN

- Materials were mailed, we have begun to receive contributions
- Individuals & LLCs can make direct contributions
- No corporate contributions
- We can accept contributions from other PACs
- Online contribution link coming soon

## SPECIFIC QUESTIONS

- Call Meredith
- Adam Bonin, Political Law Compliance

## Suggested Initial Contributions

- GPs: \$5,000
- Dispensaries: \$2,500
- Labs: \$1,000
- CRs: \$3,500
- Affiliate Members: \$1,000



# **AFFILIATE MEMBERSHIP PROGRAM**

- **Program Launched January 2021**
- **Several affiliate members joining us today**
- **Send us your vendors!**
- **Big Goals for 2021 Require Resources and partnerships**

# LEGISLATIVE UPDATE

STATE REPRESENTATIVE JAKE WHEATLEY, JR., PA 19

REPRESENTING PARTS OF ALLEGHENY COUNTY  
PROFESSIONAL LICENSURE COMMITTEE, DEMOCRATIC CHAIR





# PCC LOBBYING TEAM



Nello Giorgetti  
Dentons



Dave Thomas  
The DT Firm



Patty Mackavage  
Duane Morris

# Modernizing Act 16

- Representative Schemel's Bill:
  - Recommendations from the MMAB's two year report
    - Changing the definition of caregiver and allowing caregivers to care for more than five patients
    - Allowing for background checks to be submitted electronically for caregivers and employees
    - Allowing Patients a 90 Day Supply
    - Allowing curbside delivery
    - Sunset Clause
  - Does not include
    - Giving DOH the ability to issue new permits
- PCC Supports this bill and is working on the following amendments
  - Adequate Supply for Patients
    - Increase Patient Supply by allowing for product remediation
    - Allow patients and certifiers a wider variety of medical marijuana choices for the treatment of allowable conditions
    - Allow Hemp-derived Ingredients to be added to medical marijuana to increase the supply of high-cbd products
  - Patient Access
    - Increase accessibility by allowing dispensaries to relocate to where patients are
    - Allow MMOs to use Application-Programming Interface
  - Social Equity
    - Allow individuals with misdemeanor drug -related convictions to be employed in the medical marijuana industry

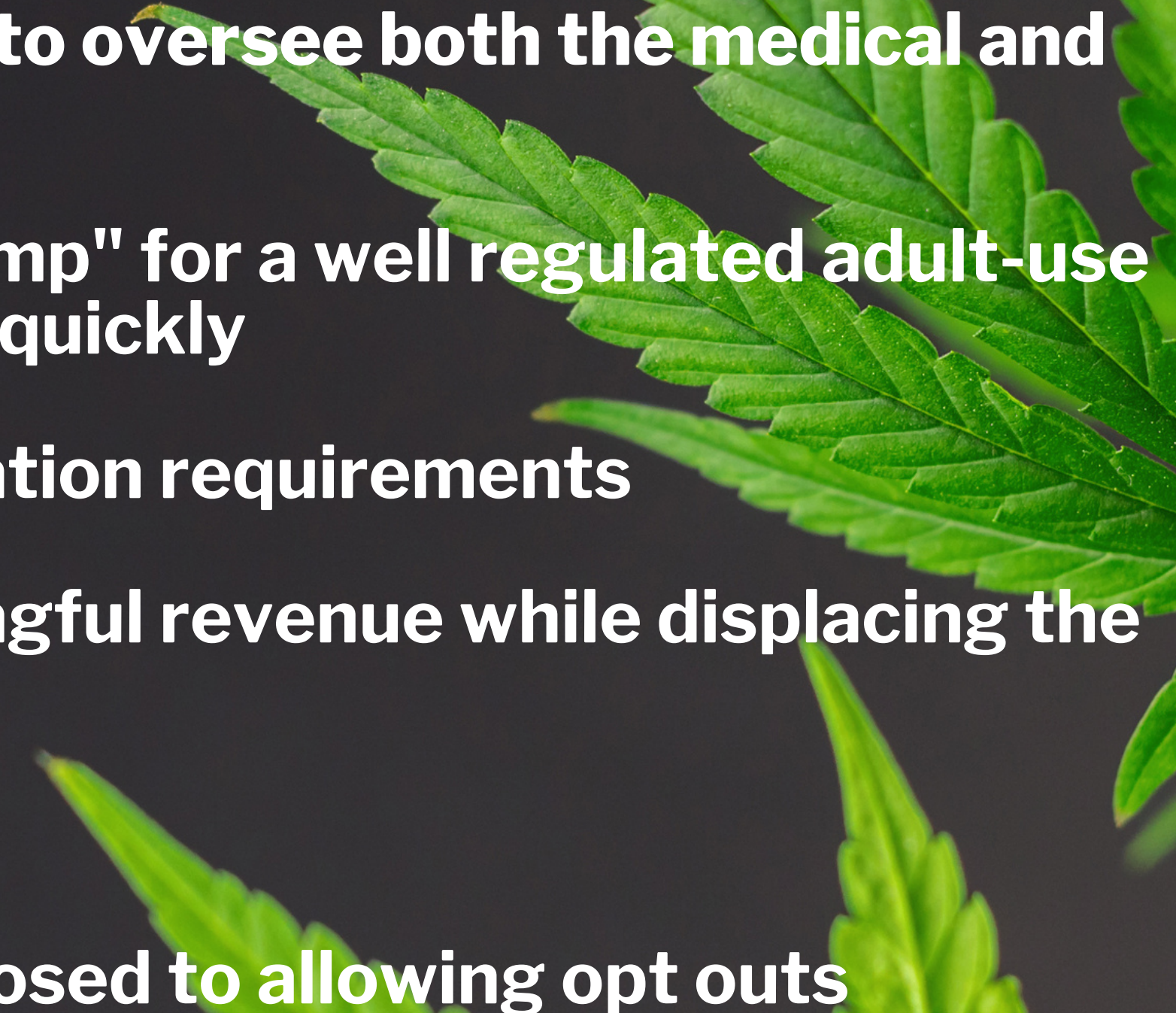


# DOH Proposed Final Program Regulations

- DOH sent proposed final regulations for the MMJ program to the Independent Regulatory Review Commission (IRRC)
- Proposed regulations will be published in the Pennsylvania Bulletin on March 6, 2021 triggering the 30-day comment period (Public Comment closes April 5, 2021)
- IRRC comments are due by May 5, 2021
- IRRC Criteria:
  - Statutory Authority & Legislative Intent
  - Economic or Fiscal Impact
  - Protection of the Public Health, Safety and Welfare
  - Feasibility, Clarity and Reasonableness
  - Impact on Small Businesses
- PCC will be coordinating comments on the proposed regulations through our lobbying team.
- We will not only address issues with proposed final regulations but will make an effort to address program related issues such as pesticides and the alignment of public & private companies as well as others through this process.
- One good comment about an issue is more valuable than 100 comments about the same issue



# PCC Priorities for Adult-Use

- **Creation of an independent regulatory body to oversee both the medical and adult-use programs**
  - **Current permit holders serving as the "on-ramp" for a well regulated adult-use market allowing revenue to be realized most quickly**
  - **Co-located dispensaries, no inventory separation requirements**
  - **An effective tax rates that generates meaningful revenue while displacing the illicit market**
  - **Diversity, Equity and Inclusion**
  - **Creating incentives for municipalities as opposed to allowing opt outs**
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# Federal Update

**Michael Bronstein**

**ATACH President, PCC Co-Founder  
Principal - Bronstein & Weaver**





# PUBLIC RELATIONS INITIATIVE

2021 AND BEYOND



CHUCK BEELER, MOWER



# MEMBERSHIP REOURCES

- NEW PASSWORD PROTECTED AREA OF PCANNA.ORG
- CLICK ON MEMBER RESOURCES
- PASSWORD: PCC 2021
- WHAT'S THERE?
  - WHITE PAPERS
  - POLLING
  - MEMBERSHIP MEETING RECORDINGS AND DECKS
  - PCC LETTERS, COMMENTS & TESTIMONY
  - DOH GUIDANCE
  - BILL TRACKING
  - PRESS RELEASES
  - PERMIT HOLDER DIRECTORY
  - PUBLIC RELATIONS RESOURCES
- WHAT'S MISSING?



## **MMAB MEETING RECAP**

- This week's meeting was canceled without any public notice
- PCC will request program updates and distribute if received

# 2020 Q4: Program Updates

- Market
  - PA Market at \$1.7 Billion
  - Represents 30% growth since August
  - \$680M GP to Dispensaries
  - Weekly Dispensary sales at \$21 million
    - Growing at a rate of 2% per week
- Operational Permits
  - 27 GPs (Includes operational CRs)
  - 97 Dispensaries - expect 100 by year end
- Chapter 20
  - Initial research published
  - Additional Studies approved
  -
- Patients
  - 460,000 registered in the program
  - 425,000 certified patients
  - 280,000 active patients any given week
  - 140,000 weekly visits up from 120,000 in August
  - Weekly purchases approaching 400,000 units up from 370,000 in August
- Physicians
  - 2,000 registered in the program
  - 1,500 completed training
  - Still a need for pediatric physicians
- Top Conditions
  - Pain
  - Anxiety
  - PTSD
- Remediation
  - request for remediation as a means to increase supply
  - DOH response - remediation not allowed by regulations
  - Working to release product that has failed/passed/passed
- Two-Year Report
  - HB 2945 included 5/6 recommendations
- Research Summit
  - December 8 & 10th Virtually
  - Only open to CRs
- Additional Qualifying Conditions
  - Insomnia - denied
  - Traumatic Brain Injury - tabled until Feb. 2021



# PARTNERSHIPS

## Internship Partnership with Pennsylvania Institute of Technology Associate Programs

- Cannabis Business
- Cannabis Health Therapies
- Cannabis Horticulture

## Curriculum Partnership with Harrisburg Area Community College Certificate Program

- Partnering to help with filling instruction gaps

*If you have an interest in enrolling employees or have opportunities to provide scholarships please contact Meredith*





# 2021 BUDGET

Budget reflects 2021 PCC Goals

- Necessary changes to Act 16
- Navigating IRRC process
- Continuing the conversation on Adult Use
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Topline PCC Expenses

- Employee Compensation - \$125,000
- Lobbying - \$225,000
- Public Relations - \$80,000
- Other expenses - \$60,000

- We need to increase our resources to increase our advocacy and outreach
- Evaluating a membership dues increase to bring PCC in line with other
- Bringing members' dues into alignment with their permits
- Recruiting more affiliate members
- Growing PC PAC will allow PCC to shift activities to the PAC as appropriate



# COMMITTEE MEETING SCHEDULE

Dispensary Committee: March 2nd @ 1pm via zoom

GP Committee: March 9th @ 1pm via zoom

Advocacy & Outreach: March 16th @1pm via zoom

Other meetings TBD



UPCOMING DATES

# ACT 16 FIFTH ANNIVERSARY

April 17, 2021

# SECOND QUARTER MEETING

May 20, 2021

# VIRTUAL LOBBYING DAY

TBD Spring 2021



**OTHER BUSINESS**

**PCC**

