

Challenges and Opportunities with the Medical Marijuana Industry

San Bernardino City-County Conference March 31, 2016

Lessons Learned from the Oakland Experience

- Collaborating with the cannabis industry and other stakeholders
- What is the political will of the policymakers, administration, and the citizens of your community
- Land use policies and how it effects other businesses/ residents of your community
- City/County staffing demands and capacity to meet the needs of the emerging industry

Lessons Learned from the Oakland Experience (cont'd)

- Take baby steps to full implementation.
- Making sure that you have good actors in your city/county.
- Develop good regulatory and taxing policies.
- Economic development opportunities in a 6.4 billion dollar industry in 2016.

Recommendations

- Establish a Medical Marijuana Management Program
- Create an ordinance which is well thought out and creates good policies for the long term
- Develop regulatory fees which address all your staffing resources but also complies with Prop 26

Recommendations (cont'd)

- Develop taxing strategies which comply with Prop 218 that provide you flexibility and properly identifies the best options for your city/county
- Make sure that you have professional staff or consultants that understand Federal Guidelines, MMRSA requirements and the cannabis industry

Contact Information

David McPherson dmcpherson@hdlcompanies.com

Main Line 909.861.4335

Cell Phone 408-242-8046

Web www.hdlcompanies.com