



# NEVADA'S MARIJUANA ROOTS (BI)

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## **NV Licenses, July 2018**

- Cultivation (120)
- Testing (10)
- Production facility (83)
- Distribution (34)
- Dispensary (64)

## **December 2018**

- 132 retail stores, 66 with medical

# Types of Taxes

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**Sales & Use (Varies by County) • 7.6% - 8.265%**

**Wholesale Excise (15% on Cultivators)**

**Retail Excise\* (10% on Dispensaries)**

**Commerce (Varies by License Type: 0% up to \$4M)**

**MBT (1.475% on Payroll over \$50,000 per quarter)**

**License Fees (Varies by Jurisdiction) •**

**~3% of cultivator, production, & dispensary revenue**

# Economic Snapshot

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- \$987.9M Economic Output FY 2018
- \$529 Taxable Sales
- \$69.8M Collected in Excise Tax
- \$42.97M Sales and Use FY2018
- \$17M statewide gross rev fees

# JOBS

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6,000 employed by licensees

8,300 including indirect and induced

# Banking

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- Valley West
- BDRs
- Treasurer's proposal
- Congressional Act

# CORNERSTONES OF NEVADA'S STRICT REGULATIONS

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- Vetting of owners and employees, transfers of licenses
- Inventory control
- Security
  - Cameras monitoring all activity in every room
  - Alarm systems
  - Security personnel with specific training
  - Security audits, etc.
  - Single entry, access controls
- Testing
- Recordkeeping
- Strict access and entry rules
- Packaging and labeling rules
- Audits and inspections

# ILLEGAL MARKET



HENDERSON DRUG BUST NETS

**\$300K**

OF MARIJUANA PRODUCTS

“A vehicle stopped on May 15 led police to the home in the 800 block of Sheerwater Avenue, near St. Rose and Maryland parkways, police said.”

# POLICE CONFISCATED

- \$2,229 cash
- Marijuana THC Edibles (745 packages/52 lbs.)
- Concentrated Marijuana Wax (28 lbs.)
- THC Vaporizer Cartridges (163 lbs.)
- Marijuana (1.6 lbs.)
- Concentrated Marijuana THC Syringes (282 packages)



# BILLBOARDS

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**LTH MMJ**

Transportation Services

Concentrate • Sativa • Indica  
Prerolls • Edibles • Sav

WE SERVICE ALL LOCAL MMJ DISPENSARIES AND CULTIVATION CENTERS

702 472 3272 • [legaltraphouse.com](http://legaltraphouse.com)

LTH (THE) BLUMMS

THE COSMOPOLITAN

# LTH WEBSITE

## BESTSELLERS



COWBOY CARTRIDGE



ADD TO CART



SPACE JAM GUMMY RINGS



ADD TO CART



L T H PLATINUM MOON ROCKS (OG S



ADD TO CART



EXCLUSIVE BUBBLE GUM OG

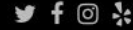


ADD TO CART



# ONLINE DELIVERY ADS

APOTHECARIUM DELIVERY ☎ 702-843-8494



We are a private members-only service for the delivery of medical cannabis.

Only local Nevada residents can become private members by providing validated medical eligibility. You will have access to order online from any affiliated dispensary and your order will be delivered by our "Green Goddesses" in our signature green vehicles 24/7-365 days a year.

We hope to see you soon.

*SERVICES OUR GREEN GODDESSES PROVIDE:*

MEDICAL CANNABIS DELIVERY

**SIGN UP NOW TO RECEIVE A  
VIP PASS + FREE SHIRT ON  
OPENING DAY!**

Your Name (required)

Your Email (required)

Your Phone (required)

What is your preferred cannabis strain?  
(required)

# ONLINE DELIVERY ADS



CALL 702-843-8494



## *ABOUT APOTHECARIUM DELIVERY*

Apothecarium Delivery is a medical supply company based in Las Vegas, Nevada, building standards and raising the bar in our industry. Our service is marked with outstanding customer care. We hope you become a member and enjoy all our club has to offer.



# POPUKS (JG)

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imperial\_edibleslv



**SPECIAL GUEST HOST**  
**@MEDICATEDMARLEY**  
AND LIKE ALWAYS WE HAVE  
**CONTESTS, GIVEAWAYS, RAFFLES, LIVE DJ**  
First 10 People free edible First 20 People free preroll  
**PLUS ALL OUR GREAT VENDORS**

**FREE ENTRY**

**SHATTER NACHOS**

**MUSE**

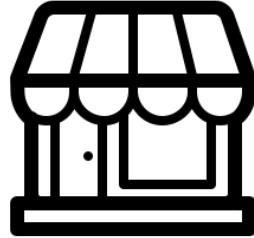
**THE CUP**

**Puff**

**12+**

# ONLINE DELIVERY

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Need to establish clear lines between **licensed brick and mortar retail stores that deliver** and **unlicensed online delivery.**

# ILLEGAL MARKET | GAPS IN ENFORCEMENT

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- Not always easy to know whose jurisdiction
- Grey area when establishment says they “have contract” to deliver
- Law and code enforcement doesn’t review contracts
- Taxation does not regulate unlicensed operations
- Rules are new so law enforcement catching up
- Difficult to find owners of illegal delivery companies

# ILLEGAL MARKET | PROBLEMS

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## Problems stemming from illegal market (not legal):

- Not tested
- Not checking identification, selling to minors
- Marketing to minors (cartoons)
- No limits on THC or child-resistant packaging
- Not paying taxes
- Violence



# INDUSTRY EDUCATION

## REMEMBER TO ADVISE PATIENTS:

WHEN CONSUMING EDIBLES...

**SLOW**

**START LOW  
GO SLOW**

KEEP MARIJUANA STORED OR LOCKED UP WHERE IT CANNOT BE ACCESSED BY CHILDREN

TRANSPORT  
ACROSS STATE  
LINES IS ILLEGAL



The Nevada Dispensary Association's Dispensary Agent Training launched in 2017. The training became the first comprehensive class for agents, a tool for agents in Nevada seeking to improve and supplement their working knowledge of the regulations and rules in place for agents in Nevada. The training includes the following lessons:

- OVERVIEW OF THE EARLY START PROGRAM
- REGULATIONS ON RETAIL (RECREATIONAL) SALES
- STATE & FEDERAL LAWS
- RESPONDING TO EMERGENCY SITUATIONS
- SECURITY PROTOCOLS
- ACCESS & ENTRY
- PATIENT SALES & CONSUMER EDUCATION
- TRACKING, LABELING & PACKAGING METHODS
- HYGIENE

## LIVE AND ONLINE TRAININGS

### ONLINE COURSES

- Packaging & Labeling
- Marketing & Advertising
- Entry, Access & Obtaining an Agent Card
- Security Requirements
- Security Training for Employees
- Customer Service & Product Knowledge

### LIVE COURSES

- Inventory Control | Amanda Connor, Esq.
- Common Deficiencies | Department of Taxation
- CBD Sales | Department of Taxation
- Cannabis Trainers | Maureen McNamara
- Packaging and Labeling | Riana Durrett, Esq.