



# THE VOICE OF THE CANNABIS INDUSTRY

**Michael J. Correia**  
Director of Governmental Relations

**ADVOCACY. EDUCATION. COMMUNITY.**

# What is NCIA?



## National Cannabis Industry Association

Founded in 2010

900+ member businesses nationwide

300% growth since January 2014

Only cannabis business organization with full-time D.C. lobbying staff

**ADVOCACY. EDUCATION. COMMUNITY.**

# WHAT IS NCIA?



## Pot industry plants seeds on Capitol Hill

*National Cannabis Industry Association doubles lobbying spending*

WASHINGTON — The legal weed industry is trying to grow something else these days: political influence.

The National Cannabis Industry Association has spent \$60,000 lobbying Congress and federal regulators during the first nine months of this year — double its lobbying expenses for all of 2013.



**ADVOCACY. EDUCATION. COMMUNITY.**

# WHAT IS NCIA?



TIME

STATE GOVERNMENTS

## Why Legal Weed is Working in Colorado

Inside the debut of the world's first retail marijuana market

## Marijuana legalization in Colorado reflects a maturing industry

CBS THIS MORNING HealthWatch Note to Self Green Ro

CBS NEWS / May 2, 2014, 11:26 AM

## One-man marijuana lobby takes on Capitol Hill



## Congress hears a new cannabis pitch: It's just good business

BY HOLLY YEAGER

The delegation from the National Cannabis Industry Association made a point of dressing well for its day on Capitol Hill, sporting mostly dark suits, lots of ties and plenty of the group's signature lapel pins, which feature a sun rising over vibrant fields of marijuana.



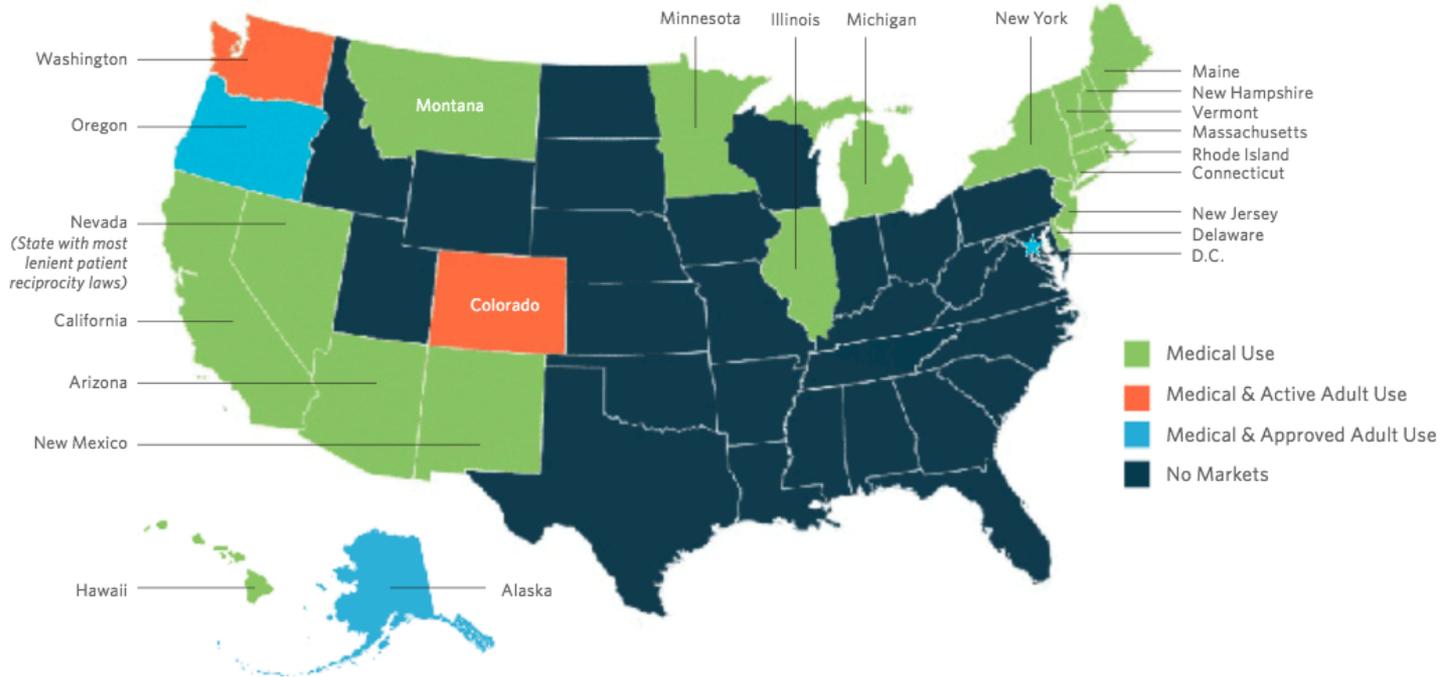
Marijuana industry being taken more seriously by D.C. power brokers, advocate says

ADVOCACY. EDUCATION. COMMUNITY.

# STATE OF THE INDUSTRY



## STATES WITH MEDICAL AND ADULT USE LAWS

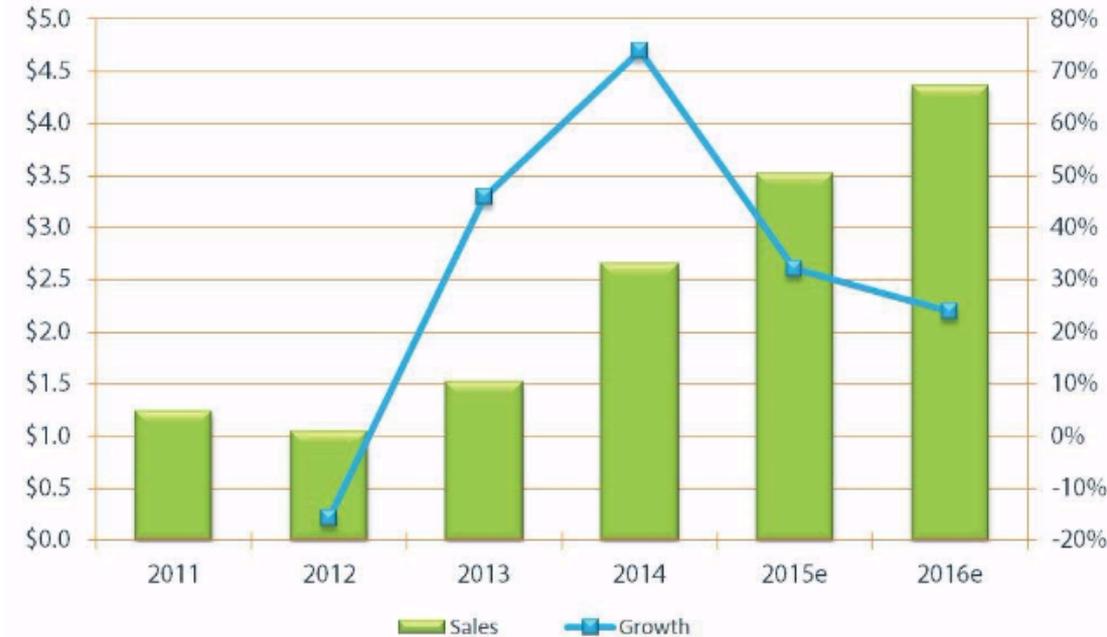


ADVOCACY. EDUCATION. COMMUNITY.

# STATE OF THE INDUSTRY



## U.S. CANNABIS SALES & GROWTH, 2011-2016E



Source: ArcView Market Research (\$bil, consumer and wholesale sales).

**ADVOCACY. EDUCATION. COMMUNITY.**

# Schedule I of Control Substances Act



(A) The drug or other substance has a high potential for abuse.

(B) The drug or other substance has no currently accepted medical use in treatment in the United States.

(C) There is a lack of accepted safety for use of the drug or other substance under medical supervision.

# Cole Memo, August 2013



- Preventing the distribution of marijuana to minors;
- Preventing revenue from the sale of marijuana from going to criminal enterprises, gangs, and cartels;
- Preventing the diversion of marijuana from states where it is legal under state law in some form to other states;
- Preventing state-authorized marijuana activity from being used as a cover or pretext for the trafficking of other illegal drugs or other illegal activity; Preventing violence and the use of firearms in the cultivation and distribution of marijuana;
- Preventing drugged driving and the exacerbation of other adverse public health consequences associated with marijuana use;
- Preventing the growing of marijuana on public lands and the attendant public safety and environmental dangers posed by marijuana production on public lands; and
- Preventing marijuana possession or use on federal property.



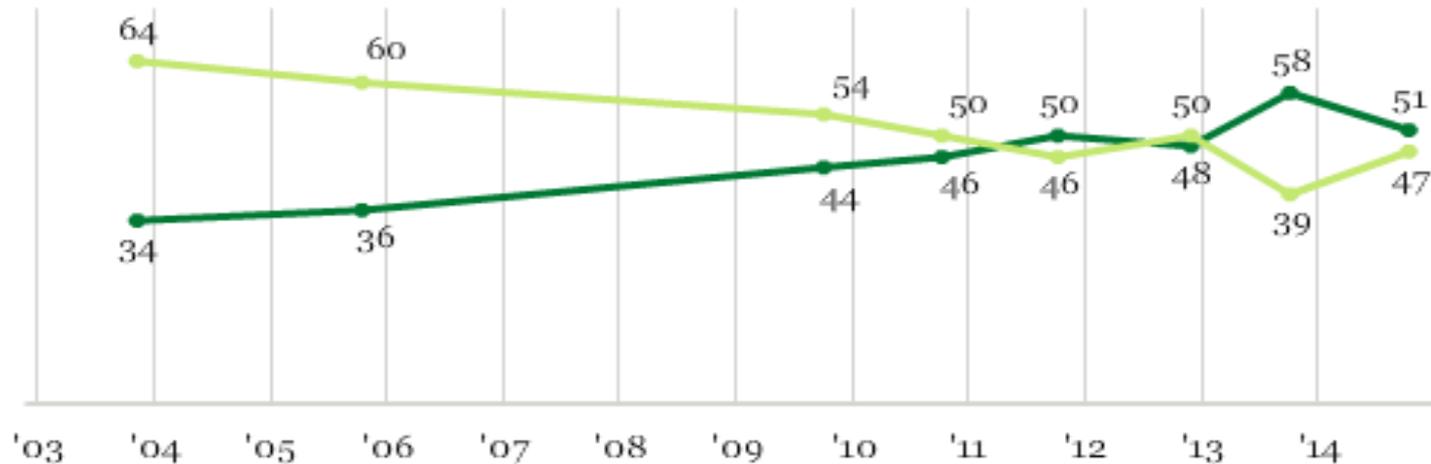
# Gallup poll on public opinion



## Americans' Support for Legalizing the Use of Marijuana -- Recent Trend

Do you think the use of marijuana should be made legal, or not?

■ % Yes, legal    ■ % No, not legal



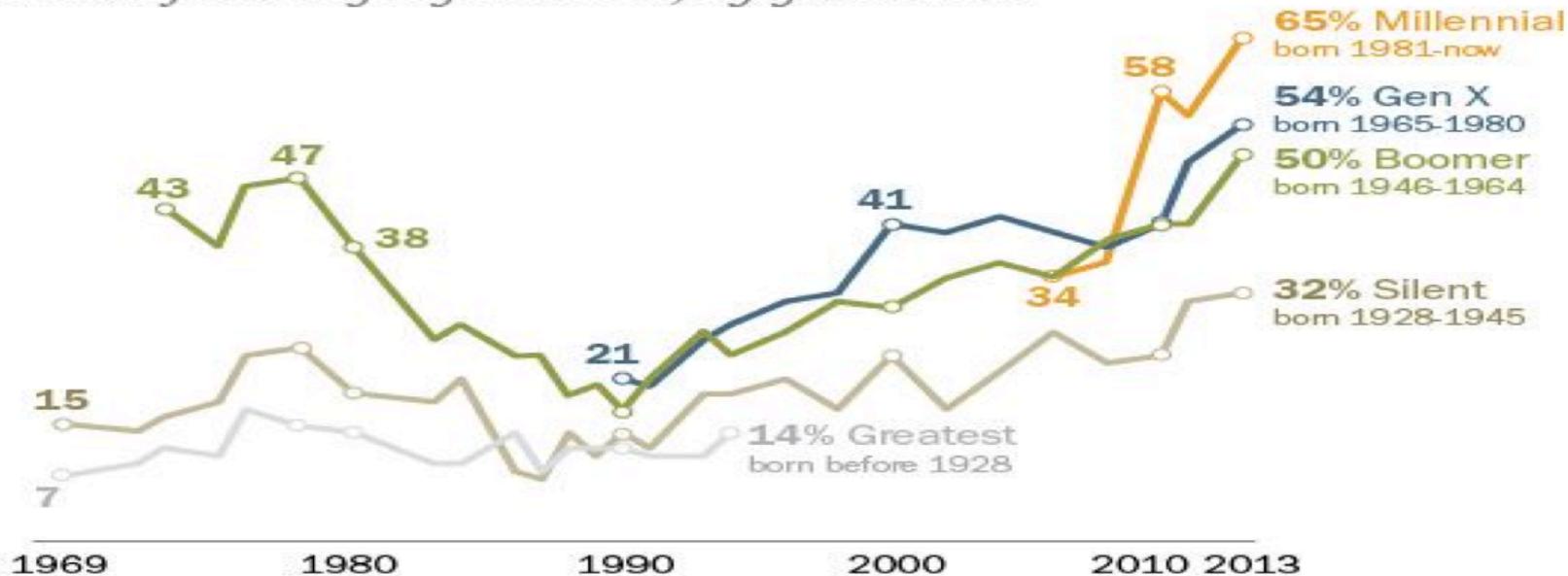
GALLUP®

ADVOCACY. EDUCATION. COMMUNITY.

# Pew Research Poll



*Percent favoring legalization, by generation*



*Generational lines shown when significant sample is available.*

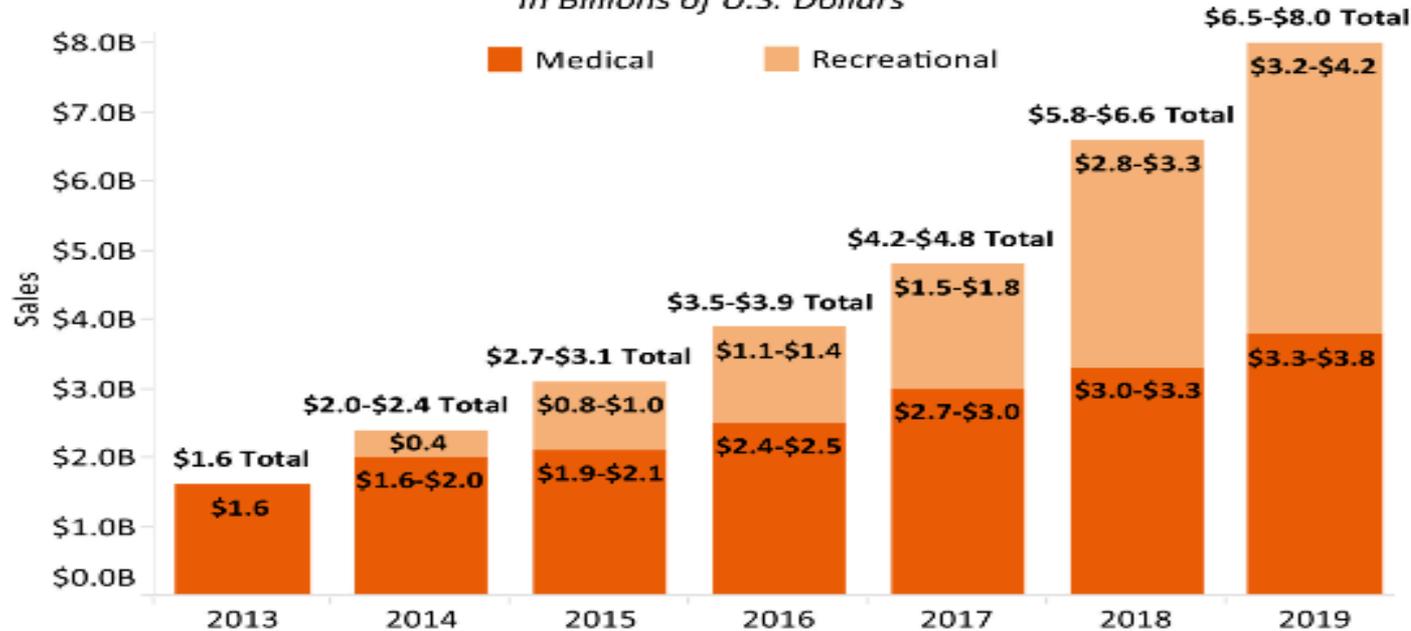
**ADVOCACY. EDUCATION. COMMUNITY.**

# All cash business



## U.S. Marijuana Sales Estimates 2013 – 2019

*In Billions of U.S. Dollars*



© 2015 Marijuana Business Factbook, a division of Anne Holland Ventures Inc.

Marijuana  
Business **Daily**

ADVOCACY. EDUCATION. COMMUNITY.

# Section 280E of the tax code

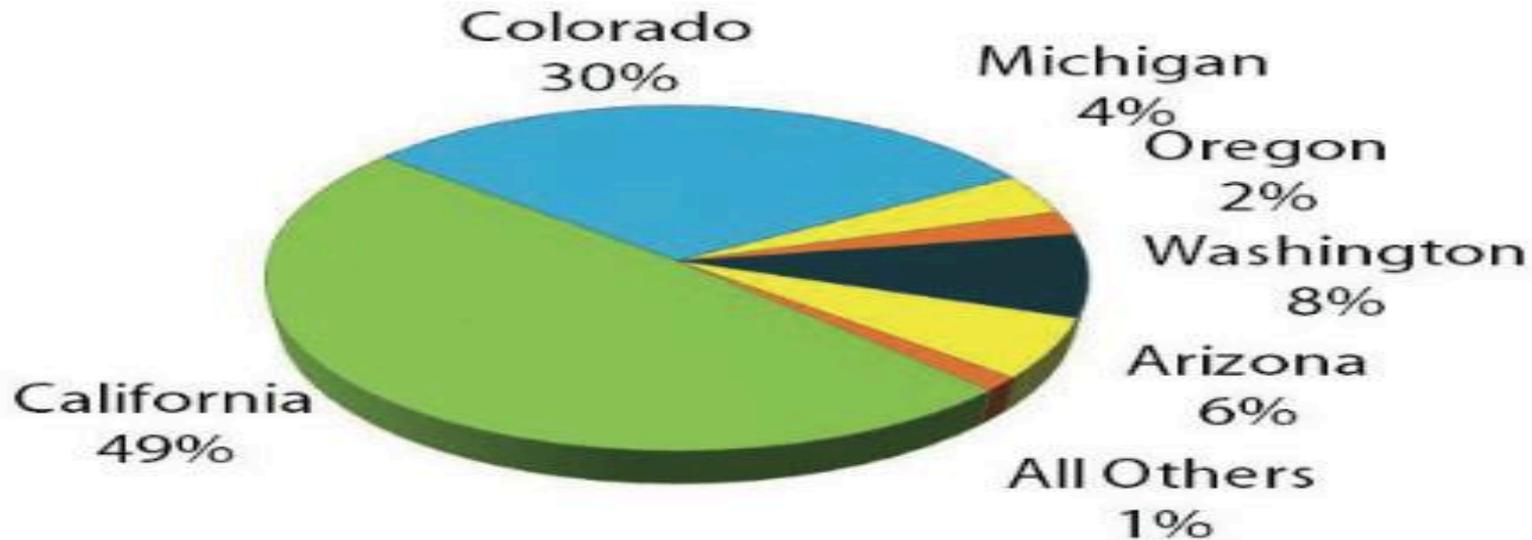


*“No deduction or credit shall be allowed for any amount paid or incurred during the taxable year in carrying on any trade or business if such trade or business (or the activities which comprise such trade or business) consists of trafficking in controlled substances (within the meaning of schedule I and II of the Controlled Substances Act) which is prohibited by Federal law or the law of any State in which such trade or business is conducted.”*

# 2014 state sales



**\$2.7** BILLION U.S. CANNABIS SALES BY STATE IN 2014



*Source: ArcView Market Research (consumer and wholesale sales)*

**ADVOCACY. EDUCATION. COMMUNITY.**

# Upcoming NCIA events



#CannaBizSummit

NCIA presents the 3rd Annual:

**NCIA Members  
save \$150!**

Early Registration  
before December 18<sup>th</sup>!

# CANNABIS BUSINESS SUMMIT® & EXPO

Where Commerce  
Meets a Revolution

June 20-22, 2016  
Oakland Marriott City Center • Oakland CA



**ADVOCACY. EDUCATION. COMMUNITY.**

# Contact



## Contact

Michael J. Correia

Director of Government Relations

(202) 538-9865

[michael@thecannabisindustry.org](mailto:michael@thecannabisindustry.org)

ADVOCACY. EDUCATION. COMMUNITY.