

Small Business Development in the Cannabis Sector



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The Kimberley Experience

- Medical Dispensaries
 - Why we were approached
 - Council motivation for approval
 - Our experience after 4 years
- The landscape - FUD
- Approach to regulation





Local Government support?

- Treat cannabis business the same as other businesses
- Keep public consultation straightforward
- Be deliberate about licensing
 - The market will determine who wins



Production and Processing Facilities

- Cultivation and processing is where the money is for the municipality!
- ****Taxes come from NEW commercial buildings****



Regional Collaboration Strategies



Cannabis tourism

– similar to the winery or micro-brewery models

Need for advocacy



- Business model issues
 - *The private sector should be set up to succeed!*
- Designated consumption sites
 - *General smoking bylaws may be stressed*
- Government created competitors
- Expanding product supply from micro growers
- Broader array of edible products for retail need for the seniors