

Virginia Medical Cannabis Program Overview & Opportunities

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About JM Pedini

- JM has over a decade of experience working professionally in cannabis policy
- Co-chair of the Legal & Regulatory Committee for the 2020 Governor's Marijuana Legalization Workgroup
- 2019, 2020 Virginia Medical Cannabis Work Groups, 2016 Regulatory Advisory Panel
- Over 1,000 media appearances as a subject matter expert





- NORML's mission is to move public opinion sufficiently to legalize the responsible use of marijuana by adults, and to serve as an advocate for consumers to assure they have access to high quality marijuana that is safe, convenient and affordable.



**There is no cannabis industry
without cannabis consumers.**

Program Overview

How did we get here?

- 2015 Affirmative defense
- 2016 Regulated program
- 2018 Conditions
- 2020 First dispensary sales
- 2021 Adult-use legalization

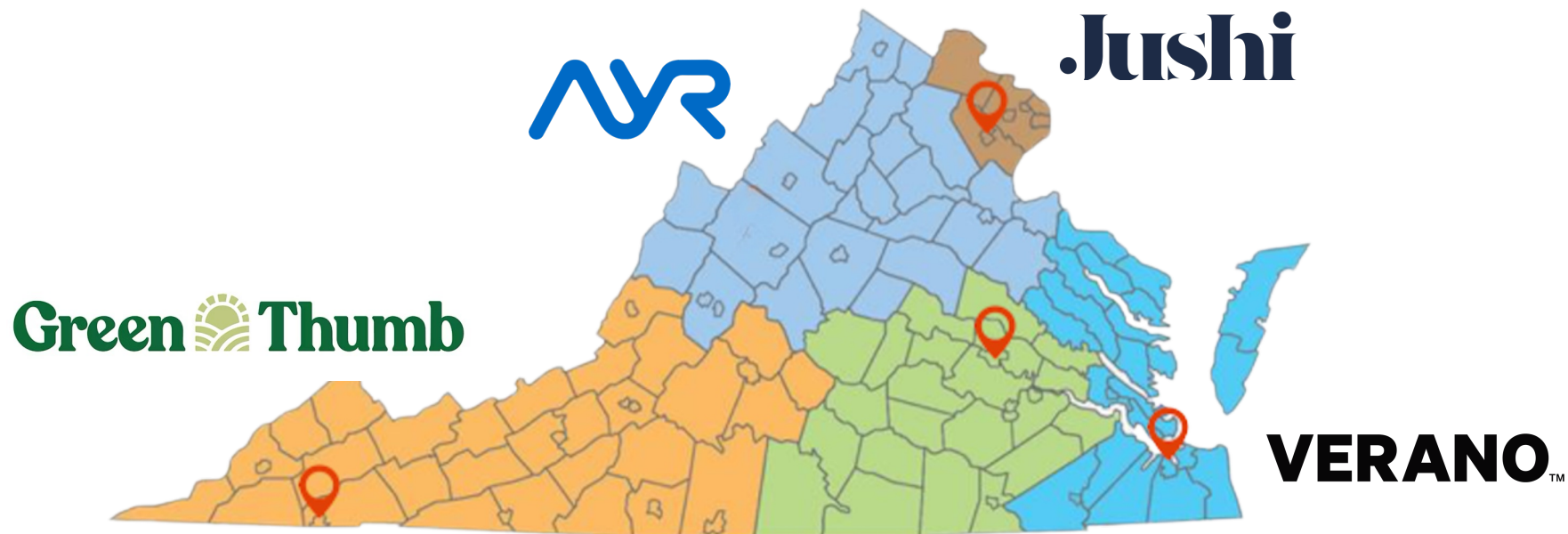


Pharmaceutical Processors

- 1 per Health Service Area (HSA)
- 3 awarded to Virginia applicants
- Vertically integrated
- Indoor cultivation
- Pharmacist on-site
- 4 fully operational
- HSA I litigation



Pharmaceutical Processors



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Cannabis Dispensing Facilities

- 5 per Health Service Area
- 23 currently operating
- Potential 30 total

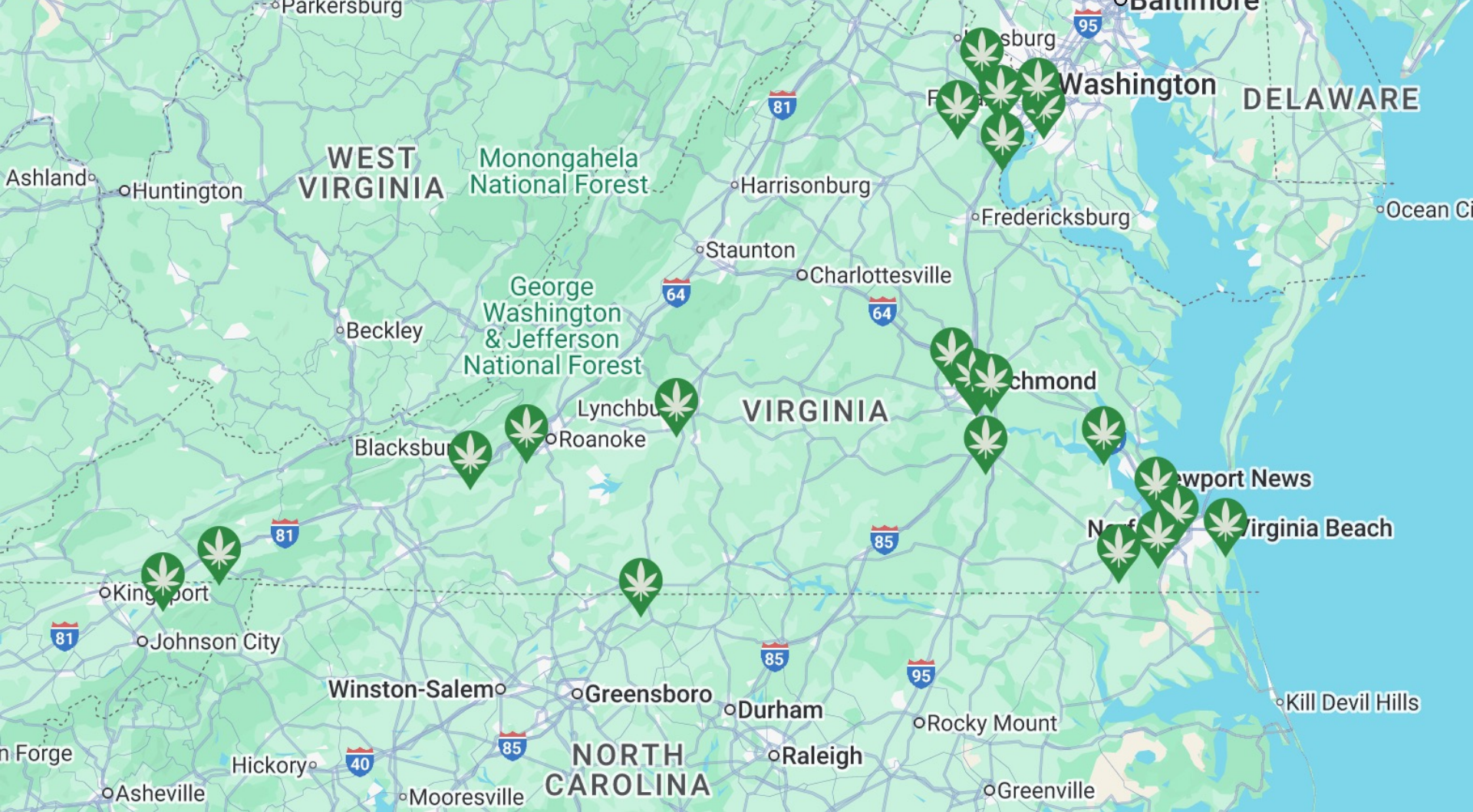


Medical Cannabis Products

- Regulated by Virginia Cannabis Control Authority (CCA)
- Strict consumer safety standards
- Third-party analytical testing
- METRC seed-to-sale
- Prescription Monitoring Program (PMP)
- Patient records protected by HIPAA



Patient Access



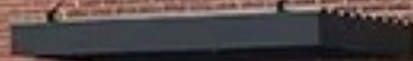


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Opportunities

Program Expansion

- HSA I build-out
- Additional retail licenses



Medical Cannabis Operations Bill

- Annual legislation
- 2025 HB 1989 veto left Code with gaps



Delivery Agents

- Program began with third-party agents
- Delivery agents must be properly defined in Code



Delivery Locations

- Medicine follows patient
- HB 1989 defined permissible locations
- Regulations promulgated in September restricted delivery to only a patient's residence
- Litigation will invalidate regulations

