

CohnReznick Cannabis Conference

CohnReznick Cannabis Conference Agenda January 10, 2019

Thursday, January 10, 2019

8:00 AM – 8:45 AM **Badge Pick Up & Breakfast**

8:45 AM – 9:00 AM **Welcome from CohnReznick**

Ira Weinstein, CohnReznick

9:00 AM – 9:35 AM **Fireside Chat: California Regulatory Environment**

As we draw near to the one year anniversary of California's newly legal cannabis market, there are many businesses and investors still trying to understand the lay of the land. This fireside chat will revolve around understanding the current state of the rapidly changing cannabis industry particularly in California and where it is headed. The challenges and opportunities that California businesses and investors are facing and what is being done to remediate those hurdles and grow existing opportunities at a state level.

Interviewer: Marc Wolf, CohnReznick

Interviewee: John Chiang, California State Treasurer

9:35 AM – 10:30 AM **Current Investment Landscape – What is Really Going On?**

Understanding the investing landscape for this nascent industry is complex and filled with exciting opportunities. This panel will highlight some of the compelling investment activities that are happening right now, what they are seeing in the future. They will unpack what you need to know as an investor, how you should prepare your company for sale or a sizeable investment as well as a state of the market of current M&A activity in the sector.

Moderator: Margaret Shanley, CohnReznick

Panelists: Vivien Azer, Cowen, Nic Easley, Multiverse Capital, Scott Greiper, Viridian, Peter Rosenberg, Merida Capital

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10:30 AM – 10:50 AM **Networking Break**

10:50 AM – 11:40 AM **Expanding Your Business: Organizational & Tax Structuring to Support Growth**

Growth is a business strategy for many cannabis companies today. Whether your organization is plant touching or non-plant touching, there are organizational and tax structuring challenges the sector faces. This panel of experts will share insights on the challenges today, what you need to do to prepare and how to successfully plan a roadmap for expansion and growth.

Moderator: Michael Harlow, CohnReznick

Panelists: Oren Bitan, Buchalter, **Art Brown**, MJardin, **Brad Markoff**, Thompson Coburn LLP

11:40 AM – 12:50 PM **Lunch**

12:50 PM – 1:45 PM **Alternative Banking Solutions**

Banking in the cannabis sector is complicated with limited choices. This all-star panel will be discussing current roadblocks, potential opportunities in the near future, existing partners and implementing non-traditional tactics with legacy institutions.

Moderator: Maier Rosenberg, CohnReznick

Panelists: Kevin Hart, Green Check, **Kendell Lang**, Financial Fusion, **Larry Lipman**, Expo, **Leonard Lyons**, Trichome Pay

1:45 PM – 2:40 PM **Innovation & Technology**

Innovation and technology are helping to drive the rapid growth of this nascent industry. This panel of innovators and technologists will discuss where innovation is happening in the sector, creating a frictionless customer experience, personalization, effective solutions today (data analytics, ERP Solutions, POS) and where innovation still need to take place.

Moderator: Paul Ricci, CohnReznick

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Panelists: Tom DiGiovanni, CannDESCENT, Evan Horowitz, WeedClub, Socrates Rosenfeld, Jane Technologies, Beau Whitney, New Frontier

2:40 PM – 3:00 PM

Networking Break

3:00 PM – 3:55 PM

Risk Management: Compliance, Insurance & Security

Effective risk management in this sector is key. Understanding what actions, cost and options are in the marketplace is paramount for cannabis businesses. These industry stakeholders will discuss current pitfalls and how to protect your company against them.

Moderator: Brandon Barksdale, CohnReznick

Panelists: Camille Dixon, California Department of Insurance, Amanda Ostrowitz, CannaRegs, Ryan Schonfeld, RAS Security Group, Greg Winter, Lockton Insurance

3:55 PM – 4:50 PM

Where is the industry headed?

The cannabis industry is constantly evolving. With regulations changing and a wide variety of opportunities on the horizon, this panel will discuss what they see as the most exciting disruptors and solutions to this everchanging industry!

Moderator: Ira Weinstein, CohnReznick

Panelists: Nishant Reddy, Satya Capital, Lindsay Robinson, California Cannabis Industry Association, Brian Sheng, The Arcview Group, and Dean Waters, Flowertown

4:50 PM – 5:25 PM

Keynote Speaker

Cheryl Shuman, Founder, Beverly Hills Cannabis Club

5:25 PM – 5:30 PM

Closing Remarks

Ira Weinstein, CohnReznick

5:30 PM – 7:00 PM

Networking Reception