

A background image of the Seattle skyline, featuring the Space Needle prominently in the center. The sky is overcast and grey.

Cannabis Licensing Models

OVERVIEW

LICENSING
STRUCTURES

BUSINESS
STRUCTURES

APPLICATION
DENIAL
TRENDS

Katherine Hoffman, PhD
Guam Virtual Cannabis Workshop
July 7, 2022

OVERVIEW

- Licensing structures
- Business structures
- Trends in application denials



- Brief background
- Transferability
- Social equity programs
- Local jurisdiction considerations



Core adult use
cannabis
licensing types
and privileges

Approaches to
vertical
integration

- Production
- Manufacturing
- Store or Retail
- Testing Facility
- Research
- Emerging



What is vertical integration? Why does it matter?

- Advantages
- Disadvantages
- Where required, permitted, prohibited





**MULTI-STATE
OPERATOR**

**SOLE
PROPRIETORSHIP**

Advantages

- Investment opportunities
- Ability to build brands across jurisdictions
- Unify best practices
- Cost distribution

Disadvantages

- Location
- Federal illegality





Advantages

- Control
- Flexibility

Disadvantages

- Liability
- Resources
- Lack of flexibility





- Technical non-compliance
- Premise location
- Arbitrary and capricious agency action
- Unlawful practice