

The Lucrative Business of Marijuana in Washington State



Nov. 21 & 22, 2019

WASHINGTON
ATHLETIC CLUB
Seattle, WA

ACCREDITATION

WA MCLE,
OR CLE, CA CLE
(see inside for details)

THE SEMINAR GROUP ~ RAISING THE BAR OF CONTINUING LEGAL AND PROFESSIONAL EDUCATION

Seminar Overview

Washington's legal marijuana industry has been active for more than five years and is rapidly maturing. The market has seen its ups and downs, with winners and losers becoming more apparent. In 2019, Washington lawmakers passed a number of cannabis-related bills that are redefining the legal landscape in Washington. The Washington State Liquor and Cannabis Board is fighting hard to maintain its grip in enforcing some of the most stringent regulations in the country. That hasn't stopped out of state and foreign companies from continuing to attempt to get a foothold in Washington.

This seminar aims to explore existing legal issues that are particular to the legal cannabis industry in Washington, while also providing insight into what the future might hold. In addition to hearing from legal practitioners in areas ranging from insurance to tax to land use and administrative appeals, audience members will also receive an update on the rapidly expanding areas of hemp and CBD as well as some boots on the ground analysis from a licensed retailer and from a licensed cultivator and processor. The speakers come from a wide variety of backgrounds but will all focus on practical advice over esoteric legalese.

Who Should Attend:

Accountants
Attorneys
Banker/Creditors
Financial Planners

9:00 Introduction and Overview

PST

Daniel Shortt, *Program Chair*
Harris Bricken

9:10 Federal & State Law and Regulatory Update

Updates on Federal & State Law; Regulation of pesticides and lab testing

Joshua Ashby
Lane Powell PC
Samuel D. Méndez
Lane Powell PC

10:15 Break

10:30 Taxes and the Treatment of Cannabis Income

Federal tax overview; What can and cannot be deducted for a cannabis business; Important tax cases and current developments; Choice of entity; Practical considerations for operating a cannabis business

James G. Hunt
Guske & Company, Inc.

11:15 Cannabis on Tribal Lands

Cannabis compacts; Updates on Washington tribal operations; LCB's relationships with tribes; National trends

Christine M. Masse
Miller Nash Graham & Dunn LLP

12:15 Lunch ~ Sponsored by:



12:45 Special Presentation: Current Issues in Cannabis Banking

Daniel Shortt
Harris Bricken

1:15 Break

1:30 Receivership and Bankruptcy

Receivership vs. bankruptcy; Overview of receivership process and state regulatory hurdles

Kevin P. Hanchett, Founder
Resource Transition Consultants LLC

1:50 The Do's and Don'ts of Advising Cannabis Clients

Discussion of practical advice that is fundamental to any attorney seeking to advise clients in the cannabis industry; License compliance, general operations, red flags, and other key practice pointers

Chris Larsen
Halverson Law PLLC

2:15 Canadian Cannabis

What does the legal framework look like in Canada? How did they get to where they are today? What lessons, trends and developments has Canada seen since it legalized the recreational use of cannabis on October 17, 2018?

Hunter Forman
Torkin Manes LLP; Toronto, ON, --

3:00 Break

3:15 Intellectual Property: Considerations in Cannabis

Trademarks and Trade Secrets (Federal and State); Litigation updates; Cross-border licensing agreements, issues and international considerations; CBD and hemp updates with the United States Patent and Trademark Office; Recent development to rules in Washington State for IP licensing; Future of intellectual property

Alison Malsbury
Harris Bricken; San Francisco, CA

4:00 The Ethical Considerations of Mental Health and Substance Abuse in the Legal Profession

Practicing law is hazardous to your health. Lawyers have the highest rates of alcohol and substance abuse of any profession. We also suffer from higher rates of mental illness and suicide than doctors, dentists and the general public. Yet when we entered law school, our rates of substance abuse and mental illness were lower than the general population. What if our jobs are making us sick? Shouldn't we do something about it as a profession?

Philip Buri
Buri Funston Mumford & Furlong PLLC

5:00 Adjourn

9:00 Introduction and Overview

PST

Daniel Shortt, *Program Chair*
Harris Bricken

9:05 Case Studies: Boots on the Ground in the Industry

PST

Industry issues and perspectives from actual I-502 licensees; Production, processing, and retail logistics and dynamics; Regulatory compliance priorities; Navigating the WSLCB as a licensee

Ian Eisenberg, *Owner*
Uncle Ike's Pot Shop
Oscar Velasco-Schmitz, *Director/Co-Founder*
Dockside Cannabis

10:00 Insurance in the Cannabis Industry

Discussion of insurance issues unique to cannabis businesses, including: Potential coverage issues that have arisen in this area; What endorsements insurers are using to expand and limit the unique risks in this industry

Lawrence Gottlieb
Betts Patterson & Mines PS

10:45 Break

11:00 Land Use and Administrative Appeals

Overview of land use and administrative appeal procedure; Discussion of unique legal issues facing marijuana licensees arising from enforcement of local land use codes and LCB rules

Ryan C. Espegard
Gordon Thomas Honeywell LLP

11:45 Cannabis Market Trends In the US and Canada

Providing insights into a fast moving and rapidly changing cannabis industry. Learn about our approach to tracking market trends, and get visibility into what is actually happening at the customer level in the cannabis space within both the US and Canada

Cy Scott, *Chief Executive Officer*
Headset, Inc.

12:30 Midday Break

1:45 Advising Ancillary Businesses

An exploration of limitations, risks, and regulatory concerns when representing clients who contract with licensed cannabis companies; Issues and considerations for real estate leasing, equipment leasing, intellectual property companies, and more

Danielle Hunt
Miller Nash Graham & Dunn LLP
Samuel D. Méndez
Lane Powell PC

2:30 Hemp Cultivation in Washington, Oregon & Colorado

Overview of current hemp programs in WA, OR, and CO; Passage of SB 5276 in Washington; Issues with the interstate shipment of hemp and hemp products; USDA update on hemp in interstate commerce

Stephanie Gambino
Dorsey & Whitney LLP

3:15 Break

3:30 Federal Hemp Update

Vetting suppliers of hemp derived CBD; FDA rules and regulations; Finished products; Consumer safety: Vaping issues

Daniel Shortt
Harris Bricken

4:15 Adjourn

Faculty - Marijuana



Daniel Shortt, Program Chair, is a business attorney with Harris Bricken who works extensively with entrepreneurs in the cannabis industry. He is an authority on legal issues relating to CBD and hemp laws. He also assists clients with their corporate formation, transactional, licensing, regulatory, and litigation needs.



Stephanie Gambino is an attorney in Dorsey Whitney LLP's Corporate Group. Her practice focuses on corporate and transactional matters. She supports clients with a variety of U.S. regulatory issues, including advising on issues relating to the cannabis and hemp industries.



Joshua Ashby is the Co-Chair of Lane Powell PC's Cannabis Team. He is currently the executive chair for the Washington State Bar Association's Cannabis Law Bar Section and has chaired the Annual NW Marijuana Law Conference since 2016.



Lawrence Gottlieb, managing shareholder at Betts Patterson & Mines PS, specializes in insurance coverage law. He works in the Pacific Northwest as an advisor, trial lawyer, and appellate advocate in the areas of first-party coverage, general liability coverage, professional liability coverage, and extra-contractual liability claims.



Philip Buri founded Buri Funston Mumford & Furlong PLLC, in Bellingham, Washington. He practices appellate and civil litigation. He has been lead counsel in over 145 appeals in the three divisions of the Court of Appeals, the Washington Supreme Court, and the Ninth Circuit.



Kevin P. Hanchett is the founder of Resource Transition Consultants LLC. His areas of expertise are receivership, debtor-creditor, commercial litigation, banking & financial disputes and real estate. He has been a frequent speaker at continuing legal education seminars on receiverships and on judgment collection.



Ian Eisenberg, Owner of Uncle Ike's Pot Shop, is a serial entrepreneur, whose ventures have included telecom, real estate and consumer products. He jumped into the Cannabis industry by opening Uncle Ike's Pot Shop in Seattle's CD neighborhood.



Danielle Hunt, partner with Miller Nash Graham & Dunn LLP, concentrates her practice in general business and regulatory compliance. She has comprehensive experience as a general business and transactional attorney with a focus on mergers and acquisitions, business formation, and corporate governance.



Ryan C. Espgaard is a partner at Gordon Thomas Honeywell LLP, in their Seattle office. He has represented cannabis business interests since the passage of I-502. His practice includes frequent handling of cannabis related regulatory, land use, and business disputes.



James G. Hunt is an attorney with Guske & Company, Inc. He has extensive experience in advising individuals, non-profit organizations, closely held and public companies on federal and multi-state issues and compliance.



Hunter Forman is an attorney in Torkin Manes LLP's Cannabis and Business Law groups. His expertise in the cannabis sector includes acquisitions and dispositions, corporate governance, raising capital and debt, public listings, joint ventures, a wide range of commercial contracts and navigating the complex regulatory framework.



Chris Larsen, senior transaction attorney with Halverson Law PLLC, focuses his practice primarily on representing businesses in Washington's marijuana industry with their transactional, regulatory, and compliance needs. He has extensive experience negotiating transactions, drafting documents, and communicating the needs of his clients to the Washington State Liquor and Cannabis Board and other administrative agencies.



Alison Malsbury, attorney with Harris Bricken, focuses her practice on corporate and intellectual property transactions, as well as regulatory compliance in emerging industries including cannabis. She assists clients with brand strategy and intellectual property protection, contracts, entity structuring and formation, and cannabis regulatory compliance.



Christine M. Masse, partner with the law firm of Miller Nash Graham & Dunn LLP, is the leader of the government and regulatory affairs practice group and specializes in representing businesses in highly regulated industries with their transactional, regulatory, and public policy needs.



Samuel D. Méndez, attorney with Lane Powell PC, has dedicated his practice to serving clients in the cannabis and hemp industries since 2015. He counsels clients on regulatory compliance, corporate formation and governance, mergers and acquisitions, complex contract negotiations, intellectual property, leases and administrative appeals.



Cy Scott is Co-Founder and Chief Executive Officer with Headset, Inc., turning retail data into real-time cannabis market insights. Prior to founding Headset, he co-founded Leafly.



Oscar Velasco-Schmitz is the Director and Co-Founder of Dockside Cannabis. In 2011 he co-founded Dockside Co-Op, an award winning and nationally certified medical cannabis access point. Since the passage of initiative 502 in Washington State, he has co-launched multiple state licensed retail stores under the Dockside Cannabis brand.

Marijuana

Credits

WA MCLE

This course has been approved for 10.5 hours of law and legal credit and 1.0 hours of ethics CLE credit by the Washington MCLE board (Live Credits for In Person Attendance & Webcast). Self-Study credit will be available, specific credit amount to be determined.

The Seminar Group is an accredited sponsor with the Washington State Bar

OR CLE

This course has been approved by the Oregon State Bar for 11.0 general and 1.0 mental health/substance abuse CLE credits (Live Credits for In Person Attendance & Webcast).

CA CLE

The Seminar Group is a State Bar of California approved MCLE provider; therefore, this course is approved for 10.75 general and 1.0 ethics CLE credits (Live Credits for In Person Attendance & Webcast).

Location

Washington Athletic Club

1325 6th Avenue
Seattle, WA 98101

Phone: 206-622-7900

The seminar is located in the Noble Room. Please call the venue for directions/questions.

SLEEPING ROOMS

For reservations call 206-622-7900 and mention "The Seminar Group" for our discounted rate, subject to availability.

PARKING

Parking is available to the public. Discounts may be available for WAC members. Please contact the venue for more information.

Fees

Live Seminar:

Attorney	\$799.00
Government / Tribal / Non-Profit	\$649.00
Other Professionals	\$649.00
Student / Professor	\$499.00
Day One	\$531.25
Day Two	\$467.50

Live Webcast:

Attorney	\$799.00
Government / Tribal / Non-Profit	\$649.00
Other Professionals	\$649.00
Student / Professor	\$499.00
Day One	\$531.25
Day Two	\$467.50

Pre Order On Demand:

All Sessions	\$799.00
Single Session	\$99.00

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All Sessions	\$799.00
Single Session	\$99.00

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All Sessions	\$849.00
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Pre Order Materials Download:

All Sessions	\$229.00
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CANCELLATION POLICY: We will refund your tuition, less a \$50 cancellation charge, if we receive your cancellation by 11/15/19. No refunds will be given after this date. Please note that if you do not cancel by the deadline and/or do not attend, you are still responsible for payment.

Register at

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