



THE INDICA BUZZ



January 2023

HAPPY NEW YEAR!

Let's face it, 2022 was not a great year. We need to stop, take a deep breath, and re-focus as we head into 2023.

- ✦ Sales should stabilize with steady growth
- ✦ Investors are looking for companies that can improve EBITDA and cash flows and have a robust risk management plan in place – make sure you address this in your pitch books!
- ✦ Consumers still want high THC content, but BRAND focus will be key. Work on perfecting what your brand does best.
- ✦ Brands will focus on newer, minor cannabinoids and terpenes to increase competitive advantage
- ✦ Concentrates, vape pens and edibles are gaining ground on flower/pre-rolls due to restrictions on public consumption
- ✦ CBD & THC-infused beverages are gaining more attention
- ✦ Industrial uses for hemp continue to gain traction
- ✦ Retail may be shifting toward a quality consumer packaged goods (CPG) experience
- ✦ Look for efficiency gains and focus on best practices (re-evaluate your SOP's)
- ✦ Market consolidation and M&A's will continue
- ✦ Industry-specific technology will continue to emerge – but will any actually work?
- ✦ Environmental Social Governance (ESG) required disclosures are coming soon – time to start planning!



Legalization Movement:

- ✦ RI and NY kicked off recreational sales in December 2022
- ✦ CT adult-use sales begin in January 2023.
- ✦ MO recreational sales are expected to start in February 2023
- ✦ OK will vote on legalization in March 2023
- ✦ MN may legalize adult-use by May 2023
- ✦ HI may legalize recreational use in 2023
- ✦ MD adult-use sales should start in 2nd half of 2023
- ✦ PA is considering legalizing recreational use in 2023
- ✦ VA recreational sales should start in January 2024
- ✦ FL may add adult-use to the 2024 ballot
- ✦ OH is considering a bill to legalize adult-use







Keep an eye on the following legislation this year:

- ✦ SAFE Banking Act
- ✦ MORE Act
- ✦ Cannabis Administration and Opportunity Act
- ✦ 2018 Farm Bill
- ✦ FDA regulations on CBD sales
- ✦ DC to offer transitional licenses to “gifters”



Accounting done right to help you sleep at night.

UPCOMING EVENTS & DATES

01/11/23	VA Cannabis Control Meeting	 Online	https://cca.virginia.gov/news_events/cannabis-control-authority-board-directors-meeting-january-2023
01/18/23	VA Hemp Coalition Lobby Day	 Richmond, VA	https://www.vahemp.org/lobbyday
01/16/23	Holiday - Martin Luther King Jr. Day		
01/20/23	NORML-VA Cannabis Conference & Lobby Day	 Richmond, VA	https://conference-vanorml.nationbuilder.com
01/25/23	MITA: AZ Cannabis Business Networking Event	Phoenix, AZ	https://mita-az.org/january-25-arizona-cannabis-networking-event
01/25/23	NCIA: MO Industry Social	St. Louis, MO	https://thecannabisindustry.org/event/missouri-industry-social-2
01/31/23	NCIA: North CA Industry Social	San Francisco, CA	https://thecannabisindustry.org/event/northern-california-industry-social-2
02/02/23	Cannadelic Miami	Miami, FL	https://cannadelic.miami
02/04/23	Hawaii Cannabis Expo	Honolulu, HI	https://www.808hawaiicannabisexpo.com/
02/05/23	Cannabizva: Lobby Day	 TBD	https://www.cannabizva.org/event-details-registration/cannabizva-lobby-day-1
02/07/23	NCIA: South CA Industry Social	Los Angeles, CA	https://thecannabisindustry.org/event/southern-california-industry-social-2
02/08/23	Champs: East Coast	Las Vegas, NV	https://champstradeshows.com
02/12/23	Cannabizva: Adult-Use Symposium	 TBD	https://www.cannabizva.org/event-details-registration/adult-use-cannabis-symposium-hosted-by-cannabizva
02/14/23	Cannatech Expo	Ft. Lauderdale, FL	https://www.cannatechexpo.com
02/15/23	NCIA: CO Cannabis Caucus	Denver, CO	https://thecannabisindustry.org/event/colorado-cannabis-caucus
02/16/23	National Cannabis Summit	Chicago, IL	https://www.bisnow.com/events/chicago/cannabis/national-cannabis-summit-in-chicago-7833
02/20/23	Holiday - Presidents' Day		
02/24/23	CannaCon: South Biloxi	Biloxi, MS	https://cannacon.org/south/cannacon-mississippi-2023
02/25/23	Cannapreneurs Summit	 Washington, DC	https://marchforequity.com

 = See you there!

Dear INDICA:

What are the 5 Biggest Mistakes Cannabis CEOs make that can put them out of business?

Sincerely, CEO

Dear CEO:

The 5 Biggest Mistakes Cannabis CEOs can make are:

1. Not paying enough attention to compliance
2. Poor organization
3. Not understanding the need for robust accounting
4. Not paying enough attention to market conditions
5. Not planning for worst-case scenarios.

Read the DOPE CFO blog [here](#).



Stayed Dope!

Next Month: Cannabis Economics: The reality of price compression



What We Offer:

- ✦ Rock Solid Accounting
- ✦ Improved Cash Flow
- ✦ World Class Reporting
- ✦ Lower Taxes
- ✦ Value Enhancing Ideas
- ✦ Peace of Mind
- ✦ We are your One-Stop CFO/CPA, payroll, tax, bookkeeping, & more solution offering a complete White Glove, World Class, service from A to Z.