



2014 BOARD OF DIRECTORS ELECTION

Voter Guide

About the Board of Directors

NCIA's board of directors is the executive body that establishes the organization's broad objectives and strategic direction. As such, the board has authority over NCIA's bylaws, mission statement, strategic plan, and budget, and provides oversight to ensure the organization adheres to these.

Board members are also responsible for acting as NCIA's ambassadors by helping to build membership and raise funds to support the organizational mission.

Who Qualifies to Run for a Board Position?

To qualify for board election, a candidate must be the owner or employee of a current dues-paying Sustaining Member business and must be nominated by at least one other NCIA member business (of any level).

No more than half of the board members may reside in any given state, and at least four states shall be represented on the board at any given time.

Explanation of NCIA Board Election Process

In order to ensure NCIA always works for the interests of its members, we employ a democratic process for selecting the board of directors. Following a change to NCIA bylaws earlier this year, all NCIA member businesses, regardless of membership level, are now eligible to vote in the board election.

Votes will be weighted according to membership level. The votes of Basic Members will be weighted at face value; Sponsoring Members' votes will carry twice the weight of Basic Member votes; and Sustaining Members' votes will carry five times the weight of Basic Member votes.

Elected board members serve two-year terms and elections are staggered, occurring annually.

There are currently 20 elected board members seated on NCIA's board, in addition to the executive director. Of the 20 elected positions, eleven seats are up for election in 2014.

The newly elected members will join the board at its next meeting in July 2014.

Explanation of Voting Process

NCIA's 2014 election is being conducted electronically, utilizing a secure online voting form. Qualified voters (one representative of each current member business) may select up to eleven of the twenty-four certified nominees.

The online voting form is only accessible by securely logging into the NCIA website via a member-business account. Each member-business account may only complete the ballot once. The votes will be tabulated and weighted according to the membership level of the member business associated with the account.

Attempts to submit a ballot with more than eleven candidates selected will result in an error message and a request to edit selections. Submissions with fewer than eleven candidates selected are acceptable; however, please note that voters will NOT be able to cast votes for additional candidates at any later time.

Voting opens on April 30 and closes at midnight ET on May 16. Voting will be confidential except to NCIA staff certifying the vote and one randomly selected board member who is not running for reelection.

2014 Candidates

Cody Bass - Tahoe Wellness Collective - California

Jan Carlos Byl - MedCanna Consulting - Washington, D.C.

Jan Cole (Incumbent) - The Farm - Colorado

Tim Cullen - Organa Labs - Colorado

John Davis (Incumbent) - Northwest Patient Resource Center - Washington

Troy Dayton (Incumbent) - The ArcView Group - California

Jordan Dietrich - Dietrich Union - Colorado

Kevin Fisher - Rocky Mountain Remedies - Colorado

Etienne Fontan (Incumbent) - Berkeley Patients Group - California

Gabe Greenstein (Incumbent) - TetraLabs - Washington

Chelsea Hopkins - The Greener Side - Oregon

Dr. Lakisha Jenkins - California Cannabis Industry Association - California

Michael Julian - HempMeds PX - California

Aaron Justis - Buds & Roses Collective - California

Hon. Dr. Steven M. Katz - Budding Enterprise Fund - New York

Kristopher Krane - 4Front Advisors - Arizona

Jaime Lewis (Incumbent) - Good Chemistry - Colorado

Lance Ott - Guardian Data Systems - Washington

Erich Pearson (Incumbent) - SPARC - California

Luke Ramirez - Walking Raven Retail and Medical Marijuana Center - Colorado

Michael Roberts - MPS International - California

Ean Seeb (Incumbent) - Denver Relief - Colorado

Steven Siegel - BioTrackTHC - Florida

Scott Van Rixel (Incumbent) - Bhang Chocolate - Nevada



Cody Bass

Tahoe Wellness Collective

South Lake Tahoe, California
Industry Sector: Medical Cannabis Providers

Member since November 2012

Candidate Bio:

Cody Bass has lived a life of loving and learning about cannabis which inspired him to represent cannabis as a positive part of society. He has been involved in every angle of the cannabis industry since his teens when he began growing cannabis in the hills of Mendocino. In 2009 he ventured out of Mendocino and into the metropolis, opening multiple dispensaries in Northern California. Cody was appointed to the commission which was responsible for writing the medical cannabis ordinance for the City of South Lake Tahoe, which was adopted by the city council. That ordinance allowed Tahoe Wellness Cooperative to be city-licensed. Cody founded Tahoe Wellness Cooperative in 2009 and continues to serve as the Executive Director. He has successfully developed Tahoe Wellness Cooperative into a vertically integrated cooperative model that provides a broad range of services to the entire community. Cody has been growing cannabis for fifteen years using organic methods and was awarded second place in the 2013 Amsterdam Cannabis Cup.

Candidate Statement:

Our industry is reaching a point that we must be organized and represented as a unified industry with real guidance. National Cannabis Industry Association is what I see will ensure that for this great industry. I would bring a perspective to the board that is deep rooted with knowledge that comes from dedicating my life of thirty-three years to this plant. I have worked in every angle of this industry and understand the business just as much as the plant. Serving on the board I would bring a perspective that will help in shaping this great industry by sharing the knowledge I have gained for cannabis throughout my life. I have an extensive background in the cultivation of cannabis from large outdoors cultivation to small and large indoor operations. I have opened multiple dispensaries in different municipalities from the ground up. We as an industry are faced with setting standards around quality, integrity, and policy. I would have valuable insight to the board in developing those standards. The National Cannabis Industry Association is the voice for what I have dedicated my life to. I would be honored to give my time and energy to this great association by serving on the board.



Jan Carlos Byl

MedCanna Consulting

Washington, D.C.

Industry Sector: Professional Services

Member since December 2013

Candidate Bio:

I am the founder and Managing Member of MedCanna Consulting LLC. MedCanna specializes in design, build-out, and implementation of commercial cultivation facilities in areas permitting regulated medical cannabis programs. While at university in Quebec I worked with a group that would become one of the first licensed hemp cultivators in Canada in 1998.

I bring two decades of practical, hands-on cannabis cultivation and dispensary operations experience within The Netherlands, Switzerland, Spain, Colorado, Arizona, and Washington D.C., with specialization in environmentally conscious large-scale indoor cultivation operations. I also have considerable experience in seed production operations as well as cannabinoid extraction and concentrates production.

While living in Amsterdam from 1997 to 2005, I worked for the Greenhouse Seed Co Amsterdam. During this time I was exposed to and able to learn from some of the most respected and revered names in cannabis and seed production including Arjan Roskam, Neville Schoenmakers, Shantibaba, Soma, Tony Sagarmatha, and Adam Dunn, to name a few.

Within the past four years I have designed, shepherded through licensing, and implemented the first two legal cultivation facilities in the strictly regulated Washington, D.C., market, and I helped design and supervised the build-out of three dispensaries in Arizona. I have designed and engineered over 200,000 square feet of indoor cultivation facilities for MedCanna clients as well as drafting the cultivation portion of state licensing applications for clients in three states.

MedCanna’s client roster includes the likes of Harborside Health Center, Dixie Elixirs, and 4Front Advisors. MedCanna has clients in six states, Canada, Switzerland, and Spain.

Candidate Statement:

I am seeking a seat on the NCIA board because I want to strengthen the representation of cultivation-centric enterprises on the board. I would bring a strong commitment to electing of standards for cultivation and testing re: yields, quality, genetics, and labeling. My additional platforms would be construction standards, ecological standards in terms of “green” building, waste disposal, and energy consumption. I would push to see the industries’ cultivation services providers adopt a code of ethics and commitment to sustainable and ethical practices. I feel I would be a valuable asset to the board of NCIA as I have twenty-two years of experience with commercial cannabis, cannabis seed, hemp, and hemp seed production on a broad international level. I have a personal commitment to excellence and MedCanna is committed to providing the highest level of services to our clients in an ethical and socially and environmentally conscious way. I am passionate about the fact that those of us who have been a part of

bringing the current change in legality about continue to have a loud voice in the future legal landscape of our industry.



Jan Cole (Incumbent)

The Farm

Boulder, Colorado

Industry Sector: Medical and Adult-Use Cannabis Providers

Member since May 2011

Candidate Bio:

Jan Cole founded The Farm in Boulder, Colorado in 2009. Beginning with 3 dedicated employees, The Farm now employs 103 people in its retail outlets, grow locations and recently added commercial kitchen.

Jan seeks to provide the community with a brand that stands for high quality cannabis, great customer service and sound business practices. Her success and The Farm have been recognized this year in Rolling Stone and most recently on NPR. In addition to expanding the Farm brand to low dose edibles, The Farm has recently launched a comprehensive in house training program that she plans to make available to other cannabis businesses in 2015. Jan has supported the the National Cannabis Industry Association since its inception and currently serves on the Board of Directors.

Candidate Statement:

I am proud to have supported NCIA since its inception and to have served as an active member its Board of Directors. My goal is to continue to support our organization and offer what I can to the industry as we continue to grow. Thank you for considering my candidacy for re-election.



Tim Cullen

Organa Labs

Denver, Colorado

Industry Sector: Cannabis Infused Products

Member since May 2011

Candidate Bio:

Tim Cullen is an early pioneer in the Colorado cannabis industry as well as a founding member of NCIA. He is a co-owner of two retail stores that opened in 2009, Evergreen Apothecary and Colorado Harvest Company. These retail locations have become leaders in quality and customer service. They made history as two of the 12 retail operations licensed to sell the first recreationally legal cannabis in U.S. history. Tim is also a partner of the highly successful O.penVAPE pen as well as Organa Labs and Baked, the labs that produce the organically extracted CO2 oil for O.penVAPE pens. Tim has attended numerous NCIA events across the country as well as a speaking engagement in Chicago on behalf of NCIA. Tim is politically active and holds a board seat on the Marijuana Industry Group (MIG). This Colorado group has been formative in shaping the landscape of legal cannabis in Colorado. He has opened up his business to the Marijuana Enforcement Division (MED) and the Denver Police for trainings in his facilities as well as giving tours to government officials and community leaders.

Tim is a man of many hats. He is a husband and father, spent 10 years as a high school biology teacher, and holds a master's degree. He is active in his community, sitting on the board of the Levitt Pavilion community partnership program with the city of Denver, charged with increasing the use of public spaces through improvements and infrastructure. He is also long-time supporter of St. Jude's Children's Hospital, providing care to sick children free of charge. Tim believes in activism through education.

Candidate Statement:

Tim Cullen believes in NCIA. This belief has been supported with active membership since 2011. His work with the legislative process resulted in the first legalized cannabis sales in the United States. Tim understands the social and economic benefits of legal cannabis. This includes the individuals who are no longer being prosecuted for cannabis possession to the tax benefits being enjoyed by the State of Colorado and the City of Denver. He is an example of how the cannabis Industry can work with state and local officials to create an environment where both enjoy the benefits of carefully crafted legislation that establishes the legal framework for continued success of cannabis business. Colorado has provided a model to the country that Tim understands. His leadership on the NCIA board will serve as a platform to share the aspects of success as well as areas of concern that have come about as Colorado became the first state in the union to fully legalize adult use. Tim understands the important role that NCIA has played and will continue to support the principle of power in numbers by helping to recruit new members to the organization. Tim represents the professional business aspects of the cannabis industry by the supporting local and national efforts to expand the growth of the legal cannabis markets.



John Davis (Incumbent)

Northwest Patient Resource Center

Seattle, Washington

Industry Sector: Medical Cannabis Providers

Member since August 2011

Candidate Bio:

John Davis is an entrepreneur and drug policy activist in Seattle, Washington. After managing the oldest and longest running medical cannabis dispensary in the state, Compassion In Action, John founded Northwest Patient Resource Center where he currently serves as the organization's Chief Executive Officer.

John has worked on cannabis policy for over 20 years with the leaders of the policy reform movement. His first board position served was for Hemp Initiative Projects of Washington State in 1993 where he served as the organization's Treasurer. He started volunteering for Seattle Hempfest in 1994 and was elected to the production company's Board of Directors in 2001 where he currently serves as the Chairman of the Board. John works on the political strategy on behalf of the organization and works with Vivian McPeak on negotiations with the stakeholders and the Special Events Committee of the City of Seattle.

John is a founder of the Coalition for Cannabis Standards and Ethics (CCSE) and currently serves as the Executive Director of the industry group. He also chairs the CCSE Access Point Subcommittee. John is on the Board of Directors of the National Cannabis Industry Association (NCIA), the Cannabis Defense Coalition (CDC), and is on the Advisory Board for Blue Sage Microbes and Life Sense Technologies. He taught "The Business of Cannabis" at Care Wellness. John's current project is working with Jamen Shively and former Mexican President Vicente Fox in creating an international dialog about cannabis policy reform.

Candidate Statement:

John Davis is running for a board position for the NCIA and would appreciate your vote. John's Seattle-based organization is Northwest Patient Resource Center, which John founded and currently serves as the organization's Chief Executive Officer.

John has served as a board member of NCIA for two years and has a successful track record of attendance and participation in events ranging from board meetings to lobby days. Northwest Patient Resource Center is a founding member of the NCIA and Washington State's first member organization and is active in recruiting new members. John looks forward to working toward further successes for and with NCIA.

John has been working on cannabis law reform for more than 20 years. John has worked on many initiatives since 1993 including I-692 (Washington Medical Marijuana) and I-75 (Seattle lowest police priority). John is a founding member of the Coalition for Cannabis Standards and Ethics (CCSE) and currently serves as the Executive Director. John has worked with many localities including the Seattle Mayor's office, state and federal lawmakers, and Congressional committees and subcommittees. John has written and influenced

laws since 1993. John was a member of President Vicente Fox's global summit on cannabis reform. John is a member of Governor Jay Inslee's Recreational MJ Guidance Workgroup. John continues to work with the Washington Liquor Control Board on adult-use cannabis implementation in Washington State. John is a current board member of the National Cannabis Industry Association, the Nevada Cannabis Industry Association, and Chairs the Board for Seattle Hempfest's production company. John has been featured in the Wall Street Journal, Washington Post, New York Daily News, Time Magazine, GQ, CNN, BBC, NPR, Al Jazeera (Worldwide, English, and America), TF1, ITN4, ABC, NBC, CBS, Seattle Times, LA Times, Las Vegas Spokesman Review, Weekly World Report, and many others.



Troy Dayton (Incumbent)

The ArcView Group

San Francisco, California

Industry Sector: Investment and Financial Services

Member since December 2010

Candidate Bio:

Troy Dayton co-founded The ArcView Group in 2010 with Harborside Health Center's Steve DeAngelo. ArcView is responsible for a number of business innovations in the industry, including The ArcView Investor Network (responsible for more than \$4 million in angel investments), ArcView Market Research (produces the State of Legal Marijuana Markets report), and Cannasure Insurance. Formerly he was the Marijuana Policy Project's top fundraiser and now serves on the board (with 75% of the votes in a 3-way race for the seat). Troy co-founded Students for Sensible Drug Policy (now on over 200 campuses), helped start Renewable Choice Energy (named #1 green power provider by EPA) and worked on the Flex Your Rights film BUSTED (seen by millions). His work gathering legalization support from religious leaders in 2006 made national headlines. Troy is regularly featured in the national media as an expert on the cannabis industry. Troy is a founding board member of the National Cannabis Industry Association. He is a graduate and former leadership team member at the Interchange Counseling Institute and blogs about Burning Man at Burner Love.

Candidate Statement:

I became a founding board member of the NCIA because I believe that the development of a responsible, politically engaged, and profitable legal cannabis industry will be the single biggest factor leading to a day when not a single adult is punished for this plant. Through my work at The ArcView Group I do everything I can to promote the NCIA by giving NCIA stage time to pitch our 180+ investors at every meeting, inviting NCIA Executive Director Aaron Smith to introduce any political figures that come to speak at our events, and by inviting NCIA staff onto our market research report webinars. We offer a significant discount to NCIA members for membership in the ArcView Investor Network and for purchase of the 2nd Edition of the State of the Legal Marijuana Markets report. We are also collaborating with NCIA on a jobs report. I also include NCIA's logo in my auto-signature and mention them often when talking to media. I focus my attention as a board member mainly on fundraising and member development efforts since that is a special way that I can help. I don't think I've ever missed a meeting or a phone call. I stand for not just building a new industry, but building a new kind of industry built on a social mission of health, wellness, responsibility, and freedom. We are part of one of the most incredible social, political, and economic stories of our time. With that comes great responsibility to make sure we write the history books in a way that continues to bring tremendous value to the world. I hope I can count on you for your vote.



Jordan Dietrich

Dietrich Union

Denver, Colorado

Industry Sector: Investment and Financial Services

Member since December 2013

Candidate Bio:

Jordan Dietrich grew up in Boulder, Colorado, and has a bachelor's degree in International Affairs from the University of Colorado Boulder. He speaks fluent German, and loves music and "HIKING." Jordan has lived and worked in Germany and in the German-speaking part of Switzerland. He is a disabled veteran of the U.S. Army who served in Operation Desert Storm from 1990 to 1991. Jordan has supported the marijuana legalization movement since the 1980s and has been a legalization activist in Denver since 2005.

Jordan first came into contact with the NCIA at NORML's 40th national conference in Denver in 2011. He then volunteered at a number of NCIA events, and last year joined the NCIA with his newly formed company Dietrich Union.

For well over a year now Jordan has been working on possible solutions for financial services (i.e. banking solutions) that could be provided to the cannabis industry within the existing sets of laws and regulations, both at the federal level and at the state level. Out of this work Dietrich Union was registered in 2013 as a financial services company in Denver.

The primary focus of Dietrich Union is to assist the cannabis industry with a variety of its loan needs, doing so at sustainable rates. As a state-regulated small lender, the Union can receive investments and then offer these to businesses that will work in the cannabis industry, whether for medical purposes, for adult-use purposes, for industrial hemp, or for ancillary functions to provide supportive work that does not directly involve cannabis.

As such, Dietrich Union is also well placed to provide cannabis and cannabis-related businesses financial consulting services, to aid them in cash accounting, and to assist them with cash security.

At this time Dietrich Union is seeking investors to help get its operations up and running.

Candidate Statement:

For me the National Cannabis Industry Association is an important part of the movement to legalize the growth, possession, and use of the cannabis plant. I want to live in a world where adults can make the choice for themselves of whether or not to interact with this natural product, be it for personal consumption of the flower in a manner similar to medicinal herbs or alcoholic beverages, or be it for industrial purposes such as sustainable fuels, or fiber for production of useful items such as rope, clothing, paper, and building materials.

My many years of personal experience in the marijuana legalization movement led me to support the cannabis industry as it developed. For a couple of years now I have been involved with the NCIA at some level, and last year my new company to provide financial services, Dietrich Union, became an NCIA member. Over this time I have seen the NCIA expand and evolve, and from here I want to help this organization to be more successful. The way that I define success for the NCIA is how well it serves its member businesses and the consumers who willingly support them with their dollars exchanged through investments and purchases.

As Bill Clinton famously stated in 1992, "It's the economy, stupid." At this point I believe the cannabis industry is the best way forward in the effort to legalize cannabis in the United States. If cannabis is legalized in the U.S., then I am certain that a number of other countries throughout the world will also legalize it.

I am running for the NCIA Board of Directors because as a committed fighter for personal liberties and for the success of our efforts I want to help the NCIA to succeed, at the same time as I want to help it to remain true to its roots in the marijuana and hemp legalization movements. Please consider voting for me for the NCIA Board of Directors so that I may bring it my commitment to furthering the contribution that the NCIA makes to this new industry.



Kevin Fisher

Rocky Mountain Remedies

Steamboat Springs, Colorado

Industry Sector: Medical and Adult-Use Cannabis Providers

Member since May 2013

Candidate Bio:

In Steamboat Springs, Colorado, where I have resided for fourteen years, I currently own and operate Rocky Mountain Remedies (RMR). Licenses held by this organization include Type 3 medical and adult-use marijuana centers, medical and adult-use infused products manufacturing facilities, and numerous dually licensed cultivation facilities.

In Massachusetts, I serve as the Executive Director and Chief Operating Officer of New England Treatment Access (NETA), a non-profit corporation and provisional licensee for the dispensation of medical marijuana in the towns of Northampton and Brookline.

On the government and policy end of cannabis, I serve as board chair of the Marijuana Industry Group, a non-profit trade association based in Denver, Colorado, and am a sustaining member of the NCIA.

When I find the rare hour in which I am not talking about, provisioning, or cultivating cannabis, I can be found enjoying the great Colorado outdoors in my kayak, or twisting the throttle on a dirt bike or snowmobile.

Candidate Statement:

As we are all aware, there has been a significant phase-shift in the public's opinion of both medicinal and recreational cannabis. New states are adopting marijuana programs at a very swift pace. For NCIA to enjoy long-term success, it will require the stewardship and insight that can only be provided by individuals who possess multi-modal and multi-jurisdictional expertise.

To this end, through my current industry ventures, I have developed relationships and have garnered experience that would serve to benefit both the NCIA and its individual members. I have had a direct and active role in the design and construction of cannabis-specific facilities and have developed, grown, processed, distributed, and ultimately provisioned cannabis and myriad cannabis-infused products.

As Board Chair of the Marijuana Industry Group, I spent countless hours crafting industry positions that have been translated into rules and regulations that often serve as the template for new legislation in states beyond Colorado. I have been seated on a number of governor-appointed workgroups in Colorado which have addressed many of the issues associated with the legalization of adult-use cannabis including: testing protocols, lab standards, child-proof packaging, marketing and advertising, and potency limits (which we effectively quashed).

NCIA's efforts at the federal level have always focused on issues, such as banking, that affect us all no

matter our geography. I contend that this mission not be changed. However, I do believe that as marijuana commerce matures, expands, and evolves, federal oversight will become a reality and, in turn, if we are to thrive, it will necessitate a broader, active industry voice in legislative and policy development. It would be my duty as a board member of NCIA to grow our member and donor bases to provide the funds needed to keep our foot in the door and then to help provide the political and operational insight to ensure that reasonable regulations be promulgated and an environment conducive to our collective success is nurtured.

Thank you for your consideration.



Étienne Fontan (Incumbent)

Berkeley Patients Group

Berkeley, California

Industry Sector: Medical Cannabis Providers

Member since November 2010

Candidate Bio:

Étienne Fontan is Vice President and Co-owner of Berkeley Patients Group (BPG), a leader in the medical cannabis industry since 1999. Mr. Fontan has founded dispensaries in Berkeley, Los Angeles, West Hollywood, and in the state of Maine. For more than a decade, Étienne has helped position BPG as a leading medical cannabis dispensary, focusing on leading the emerging industry as it expands, evolves, and becomes more professional. Mr. Fontan is a founding board member continuously serving on the NCIA Board of Directors, including as Board Chair during 2012-2013. In 2011 he was invited by top medical cannabis researchers in the Netherlands to undergo training and tour the Medical Cannabis program as run by the Dutch government. While there, Mr. Fontan learned how to perform laboratory tests on medical cannabis and studied to understand supply logistics of the Dutch regulatory system.

As a business owner, Mr. Fontan is focused on leading the industry to make operations predictable, while continually working to improve the quality and affordability of medicine for our patient members. Mr. Fontan has an extensive background as an engaged activist dating back to 1993, seeking to make cannabis legal and safe. Starting in 1993 he was a director with the Cannabis Action Network and traveled through 47 U.S. states speaking at rallies, teach-ins, and tours, and reaching out to the general public on all cannabis-related issues. Mr. Fontan lobbied local, state, and federal governments across the country for cannabis rights, industrial hemp, and veterans' rights issues. He is a combat veteran of the first Gulf War and now lobbies on veterans' behalf for the use of cannabis for PTSD and post-war injuries.

Candidate Statement:

I'm honored to be nominated for another term on the NCIA Board and I am seeking reelection. Since day one of NCIA's founding, I have provided stability and leadership to the NCIA membership. It has been my honor to do so, and I look forward to continuing to serve. I am a founding and current member of NCIA's Board of Directors, serving as Chairman of the Board from 2012-13. My company, Berkeley Patients Group (BPG), is also a founding member of the NCIA and continues to be an active member-business, sponsoring events, participating in lobby days, and recruiting new members.

As pioneers of the cannabis industry, BPG and I bring decades of experience to the NCIA Board. We are well positioned to continue helping build NCIA into a powerful force in Washington, D.C. We know first-hand the struggles it takes to operate and maintain a successful dispensary under great duress while simultaneously working to improve and grow the business. Last year, our local U.S. Attorney initiated forfeiture proceedings to seize the property housing our dispensary. Within hours, NCIA came to our defense and helped us tell our story, to both media and elected officials. I experienced first-hand how vital NCIA is for our industry.

I hope to maintain my board seat in order to assist the many new entrants in our burgeoning industry. I am

committed to supporting the growth of our industry, and I need your help to continue this work. BPG has been a consistent participant and sponsor of numerous NCIA events, helping to build NCIA and the industry as a whole. BPG will continue to assist in broadening the NCIA membership base through event sponsorships and direct recruitment. I appreciate your ongoing support and ask for your vote in the upcoming NCIA Board election.



Gabriel Greenstein (Incumbent)

TetraLabs

Seattle, Washington

Industry Sector: Cannabis Infused Products

Member since September 2011

Candidate Bio:

Gabriel is a leading activist and entrepreneur in the cannabis industry. He's started numerous successful companies in this sector, and has helped lead and organize efforts to bring the best, most responsible people in the space together, to collaborate toward common goals. As founder and first president of the California Association for Producers of Safe Cannabis Edibles, Gabriel has been a strong advocate for universal safety and quality standards for cannabis products. A founding member of NCIA, he currently serves as Vice Chairman of the board of directors, representing the member organization TetraLabs.

TetraLabs is a market-leading maker of cannabis and cannabis infused products, operating in California and Washington State. TetraLabs has an incredible reputation for producing the cleanest, most consistent cannabis products available to consumers.

Candidate Statement:

As the incumbent Vice Chairman of the National Cannabis Industry Association, I have had the honor of helping to build the NCIA into the single most relevant and important trade group working in the cannabis space. NCIA has become the national voice of our industry, representing stakeholders and pioneers across the country. I feel blessed and grateful to have been a part of it.

As a founding member of NCIA I have built a strong track record of participation, helpful contributions, and responsible leadership. I've spent years working closely alongside Aaron Smith to help expand membership and promote and plan events.

During my time as an NCIA member I have attended and sponsored dozens of meetings and events all across the country, and have been involved in our national lobbying efforts in Washington, D.C.

If my fellow members would do me the honor of reelecting me to our board, I promise to continue to help lead efforts to increase our membership, revenues, political power, and national footprint.



Chelsea Hopkins

The Greener Side

Eugene, Oregon

Industry Sector: Medical Cannabis Providers

Member since June 2013

Candidate Bio:

Chelsea hails from beautiful Mendocino, California, where she gained an appreciation for the cannabis plant. Her career in the cannabis industry began in 2009, and in the last four years Chelsea has served as a board member for two cannabis businesses, taking both companies from seeds to thriving businesses. Chelsea is the Executive Director of The Greener Side, an Oregon dispensary. The Greener Side was founded in 2012 and has played a pivotal role in cannabis reform in Oregon. The Greener Side joined NCIA early in 2013 and has since sponsored and attended several NCIA events, including the 2013 annual benefit.

Candidate Statement:

I am very familiar with the working of a non-profit from an administrative and financial aspect, and as a cannabusiness owner, I have experienced every hypocrisy that comes with it. The cannabis industry needs reform that provides legitimate cannabis businesses the same rights as any other legitimate, responsible business, and a strong National Cannabis Industry Association has a huge role in rational reform. NCIA members are the roots that provide the strength to carry out its mission, which is the reason I want a seat on the board: to expand our voice, our impact and our potential to make great changes.



Dr. Lakisha Jenkins

California Cannabis Industry Association

Lincoln, California

Industry Sector: State and Local Cannabis Trade Associations

Member since September 2013

Candidate Bio:

Dr. Lakisha Jenkins, N.D., R.H. (AHG) holds a Doctorate in Naturopathy, a B.S. in Holistic Nutrition and is a registered professional herbalist with the American Herbalist Guild. She is Founder and CEO of The Kiona T. Jenkins Foundation of Natural Health (Kiona Foundation Inc., 2003), a 501(c)(3) holistic health nonprofit organization. The Kiona Foundation and its subsidiary, The Farm'acy – a nonprofit agricultural cooperative, operate two natural health cooperative outlets, Kiona's Farm'acy. Located in both Tracy and Oakdale in the agricultural heartland of northern California, Kiona's Farm'acy has provided holistic health services to the Central Valley since 2010. In addition to The Kiona Foundation, Dr. Jenkins also serves as founding director and President of Jenasis Cooperative Incorporated – a business and employment coop; Brown Hills Ranches, Inc. – a collection of ranches and farms dedicated to providing organic and sustainable agricultural products; JECOI Adventure Academy – a private K-12 school with an emphasis on character building and ethics; and the California Cannabis Industry Association – the California state affiliate of NCIA and trade organization dedicated to uniting the cannabis industry in California and allowing it to speak with one voice at the state and local levels.

Candidate Statement:

It is both an honor and humbling experience to be nominated for the NCIA Board of Directors. I am excited about the potential of the opportunity to extend my dedication and passion in the area advocating for responsible business practices and corporate accountability within the cannabis industry to a national level. If elected for this position, I will bring to the Board both direct practice and competent experience with executive level management and fundraising. I would bring to the position my corporate expertise in a variety of settings, across different institutions, cultures, and business industries. I currently serve as President of the Board of Directors for the California Cannabis Industry Association (CCIA), which is the state affiliate of NCIA and the trade organization representing both the cannabis and industrial hemp industries in California at the local and state levels. In addition to service with CCIA, I also serve on the Health, Hunger and Wellness Coalition Board for the City of Patterson and the Board of the Alameda County 4H – an extension of the University of California Agriculture and Natural Resources division. Currently, I hold a Doctorate in Naturopathy and am a professional member of the American Herbalist Guild. My passion for natural health and alternative healing therapies started while researching alternative treatment options as my eldest child, Kiona, battled with brain cancer. I have served as President of the Kiona T Jenkins Foundation for Natural Health since its inception in 2003. I believe that my background, education, and my experiences in administration, leadership, and fundraising have prepared me to be an effective member of the Board of Directors and a strong advocate for NCIA's diverse base of professional and business members. I am immensely grateful for this nomination and eager to serve if elected. I am

asking for your vote and support in this leadership position and challenge.



Michael Julian

HempMedsPX

San Diego, California

Industry Sector: Cannabis Infused Products

Member since August 2013

Candidate Bio:

Michael Julian serves on the board of directors of HempMedsPX, a hemp-based nutraceutical company, and is the Managing Director of MPS International, a subsidiary of National Business Investigations founded in 2013 providing complete physical and electronic security solutions to the cannabis industry. He has participated in the successful lobbying for access to information and private investigators' rights to California legislators for more than a decade.

Michael grew up working in the private investigation and security firm his father founded in 1967, and began working full time in 1990 specializing in surveillance operations. He obtained his California Private Investigators license in 1994 and majored in Administration of Justice in college where he was inducted into the Phi Theta Kappa International Scholastic Order for academic excellence.

After joining the California Association of Licensed Investigators in 1995 he served as a District Governor, a member of the Legislation and Technology Committees, Education & Training Task Force, chaired the Bi-Laws Committee and held the Vice President of Administrative Services position for five terms before becoming president in 2012 for two terms.

Michael regularly teaches continuing education courses offered by CALI, as well as industry-related classes for California State University Fullerton, and National Business Institutes on topics such as business, technology, personal locates, asset discovery, and basic, intermediate, and advanced surveillance techniques.

Michael is a 2003 Executive Protection Institute class 55 graduate and member of the Nine Lives Associates. He has personally provided executive and asset protection to corporate executives, celebrities, natural and man-made disaster victims, and persons at risk for over two decades, and instructs on multiple executive protection topics at EP schools and industry conferences. Michael is one of less than 50 Certified Security Professionals (CSP) in California.

Candidate Statement:

I am running for a National Cannabis Industry Association board position because I want to join the campaign to legalize marijuana nationally for two reasons: it is negligent of our legislators to prohibit cannabis from being available to any and all patients that a doctor feels could benefit from treatment with cannabis and, in the most direct terms I can express, I believe that if alcohol is legal than marijuana being illegal is excruciatingly illogical. Without reiterating all of the science that we currently know about cannabis, simply stated it treats illness less expensively and more effectively than many of the high-priced, big pharma drugs on the market today, and all evidence to date points to the conclusion that alcohol, a legal

drug that can be purchased in any corner liquor store in America with both state and federal government enjoying the tax revenue, is more physically and psychologically damaging than marijuana. For one to be legal and not the other is hypocritical, illogical and ridiculous.

I am a clean-cut, successful, professional businessman who has responsibly used marijuana recreationally, survived the alleged gateway affects and mind-scrambling and de-motivating influence marijuana is suggested by prohibition advocates to have. I would like to face legislators eye to eye and counter those assertions by exhibiting myself as living proof that marijuana is not the evil weed many of those in my generation grew up being programmed to believe. It is not a matter of IF cannabis will be legal in all 50 states but WHEN. Many people have an aversion to change but change in the legalization of cannabis is eminent. The burden of WHEN is being carried by NCIA and will be successful due to its volunteers' contributions and efforts. The majority of Americans agree that marijuana should at least be legal for medical use if not completely decriminalized. America is ready for legalization and luckily we have an organization like NCIA to push that agenda. I want to be part of that fight and that is why I am running for the NCIA board.



Aaron Justis

Buds & Roses Collective

Studio City, California

Industry Sector: Medical Cannabis Providers

Member from April 2011 through April 2012 and reactivated in April 2014

Candidate Bio:

Aaron Justis, 37, is president of Buds & Roses Collective, Inc., a "licensed" dispensary in the City of Los Angeles, and is a founding member of NCIA. Aaron is on the steering committee of the Greater Los Angeles Collective Alliance (GLACA), a voluntary association of dispensary operators founded in 2006, and sits on the Studio City Medical Marijuana Advisory Board. Aaron is co-owner of Kushman Veganics (KV), which has developed cultivation best practices for maintaining high-quality and pure cannabis. KV is branding its form of "clean" cannabis as "Veganics."

Aaron became a cannabis activist in 1997, when he was 20 years old, and has worked at the local, state and federal level to bring about cannabis policy reform. He's worked with and spoken alongside leaders inside and outside of the cannabis reform movement, including Jack Herer, former Mexican President Vicente Fox, and Harvard's dean of public health Dr. Julio Frenk. Aaron has traveled extensively across the U.S. and overseas to attend and speak at drug policy conferences, universities, and other forums. He also has extensive experience speaking about cannabis issues with mainstream print and broadcast media, from Al Jazeera to Men's Health Magazine.

Aaron is an entrepreneur at heart. He has owned multiple successful businesses, including real estate, wireless communication and satellite TV sales and installation, and hemp clothing. In 1998, Aaron and his J-Wear Clothing Company won the High Times Cannabis Cup (HTCC) award for Best New Hemp Product. He and his team went on to win 19 HTCC awards, more than anyone else in the world. He also works as a cannabis consultant for the entertainment industry, including a current major motion picture. Aaron, his wife and two children moved from Rockford, IL to Los Angeles to work in the cannabis industry, taking a \$50,000 a year dispensary and building it into an organization that will gross millions this year.

Candidate Statement:

Having joined NCIA in its first year of operation, I have always sought to build and advance the organization. I personally know and respect a majority of its membership, and I am aligned with our common interests for a strong, thriving, and respected cannabis industry. I am seeking your vote for a seat on the NCIA board to raise my involvement in the organization to a new, more powerful level. By sitting on the board, I can better promote cannabis reform and influence how the industry can grow and where it's headed.

Growing up in Rockford, IL, the third most dangerous city in America, I saw firsthand the negative effects of prohibition and the drug war. I made connections early on between prohibition and many of the dysfunctions in our society. These connections are what put a fire in my belly for change, and it has never gone away.

I believe that with my love for this industry and the patients it supports, my talent as a motivator and promoter with a substantial presence and following on social media, my experience as a lobbyist, and my connections to the entertainment industry, I can help NCIA build its network of power-brokers, celebrities, and other influential stakeholders.

I come to NCIA as an experienced medical cannabis dispensary operator with a successful and proven model. If elected, I will be the only board member to represent Los Angeles, the single largest municipality to regulate medical cannabis and the largest cannabis market in the world. I played a key role in the adoption of those regulations, but I have also worked under the imposition of a ban on distribution, and under "limited immunity," and I want to bring all of that knowledge and insight to the NCIA board.

I am extremely hard working, focused, and persistent, and will bring these qualities to the NCIA board if elected. I am very excited about this opportunity and I hope to get the chance to work with the great membership of the NCIA board.



The Honorable Dr. Steven M. Katz

Budding Enterprise Fund

Mohegan Lake, New York

Industry Sector: Investment and Finance

Member since January 2014

Candidate Bio:

Dr. Stephen Katz, Assemblyman from New York representing the 94th district, graduated with a Bachelor of Science degree from Cornell University in 1976. He earned his Doctorate in Veterinary Medicine from the University of Pennsylvania in 1984. During his studies, Dr. Katz worked for the World Wildlife Fund in French Guiana and the Galapagos Islands, and then served as Assistant Director of the Hai Bar Biblical Wildlife Preserve in Israel.

In 1995, Dr. Katz opened the Concourse Animal Hospital, which has expanded into the Bronx Veterinary Clinic, the largest animal hospital in the Bronx. He continues to practice while managing his legislative responsibilities.

Dr. Katz was first elected to the New York State Assembly in 2010. He was re-elected in 2012. Assemblyman Katz sits on the Committee on Alcohol and Drug Abuse, Committee on Economic Development, Committee on Higher Education, Committee on Housing, and is the ranking member on the Committee on Mental Health.

During the 2013 session, Dr. Katz worked tirelessly with other members to craft the medicinal marijuana bill proposed to the Assembly last year. When the bill came to the floor, Assemblyman Katz gave an impassioned floor speech for its passage. The legislation passed in that house resoundingly.

As the first elected official to join ArcView, Dr. Katz was the first legislator to announce his intention to actively invest in the legal marijuana industry and is currently involved in numerous projects and companies within our industry.

Dr. Katz currently resides in Yorktown with his wife, Nicole, their four daughters and numerous pets.

Candidate Statement:

Forty years of experience in the business world, science, veterinary medicine, politics, and the legislature, coupled with the confidence of full national legalization, had brought me to the point where I know I can make a significant contribution as a board member of NCIA. As a New York State Assemblyman I am shepherding my bill to legalize medical marijuana through the state legislature.

I am one of the first elected officials to publicly announced his commitment to the marijuana industry and have shown it by investing broadly within this space. As a legislator in one of the nation's largest states, I

have become a leading spokesman for the many medical benefits of cannabis and for national adult-use legalization.

As a veterinarian, I founded the Bronx Veterinary Center in 1995, becoming the largest veterinary hospital in the Bronx and one of the largest pit bull practices in the nation.

I have been passionate about the legalization of marijuana for the past 42 years. I view the industry as one of the great private sector job-creators over the next 20 years. I'm summoning all of my experience, passion, and dedication to help formulate policy and develop standards for our industry. I shall continue to be one of the outspoken leaders of our movement. My legislative experience and activism will help move each state over to the legal marijuana side of town.

Becoming a board member of the NCIA would be the culmination of 42 years of passionate belief in the full legalization of this remarkable plant.

I alone uniquely represent the conservative voice nationally for the cannabis industry.

I will continue to hammer on a national basis the themes of our industry following the Great American Entrepreneurial Tradition, the private sector jobs we're creating, and the revenue we're generating. I will continue to voice nationally the incredible medical properties this amazing plant possesses.



Kristopher Krane

4Front Advisors

Phoenix, Arizona

Industry Sector: Professional Services

Member since May 2013

Candidate Bio:

Kris Krane serves as the Founder and Managing Partner at 4Front Advisors, a medical cannabis dispensary consulting firm that is dedicated to ensuring the highest standards of operations and compliance in the industry. 4Front Advisors has experienced unparalleled success in helping clients navigate the complex regulatory process necessary to obtain medical cannabis business permits in state-regulated markets. Under Mr. Krane's leadership, the company has invested heavily in intellectual property and talent in order to develop and maintain best-in-class operating standards for retail dispensaries, largely based on best practices from the retail, hospitality, pharmacy, and medical cannabis industries.

Prior to forming 4Front, Kris served as Director of Client Services for CannBe, where he helped develop many of the best practices that have become the backbone of 4Front Advisors' operations. Kris was trained in the medical cannabis industry at Harborside Health Center in Oakland, CA, the largest medical cannabis dispensary in the country.

Kris has dedicated his career to reforming the nation's failed drug policies, having served as associate director of the National Organization for the Reform of Marijuana Laws from 2000-2005 and executive director of Students for Sensible Drug Policy from 2006-2009.

During his tenure at SSDP the organization experienced rapid growth, increasing from chapters on 40 college campuses in 2006 to over 200 in 2009. During this time SSDP led a successful campaign to scale back the law that automatically denies federal financial aid to students with drug convictions, removing the penalty's retroactivity and restoring aid to tens of thousands of students.

Kris currently serves on the advisory board of Students for Sensible Drug Policy and the board of directors of Common Sense for Drug Policy. He served as Associate Editor of the ArcView Market Research reports in 2011 and 2013, which analyzed the value of the legal cannabis market.

Candidate Statement:

I'm running for the board of NCIA because I've spent my entire career working to bring about an end to cannabis prohibition and to help shepherd a new cannabis industry based on reason, compassion, and sound business practices. For over ten years I worked as an advocate for change on this issue. Starting as a college student when I helped found Students for Sensible Drug Policy, I dedicated my work to this cause, going on to serve as Associate Director of NORML and later as executive director of SSDP.

Unlike many who were motivated to get involved in the cannabis industry strictly by the prospect of making money, I chose to move from advocacy to industry because I saw the influence that private enterprise was having on changing public perception about cannabis and cannabis distribution. When cannabis businesses are well run, they change stereotypes of what cannabis and cannabis distribution can and should look like.

My motivation for forming 4Front Advisors was to enable as many dedicated professionals as possible to open retail facilities that their communities could be proud of. We've worked tirelessly to develop best practices and standards that are unmatched in the industry today in furtherance of this goal.

In my work at 4Front Advisors I've had the opportunity to assist clients in numerous states around the country, including Arizona, California, Illinois, Massachusetts, Nevada, Rhode Island, and Washington, D.C. As such, I have a breadth of understanding of the issues and challenges that cannabis business owners face in different regulatory environments that goes beyond your average cannabis industry entrepreneur.

Having served as a Congressional lobbyist, non-profit executive, and now leader of a major cannabis industry consulting firm, I hope to bring the skills that I have acquired to NCIA to help further the organization's goals. As a board member, I plan to work closely with NCIA staff and board, many of whom I have known and worked closely with for years, to advocate changes to banking, taxes, state cannabis laws, and eventually an end to prohibition. I would be honored to have your vote.



Jaime Lewis (Incumbent)

Good Chemistry

Denver, Colorado

Industry Sector: Medical and Adult-Use Cannabis Providers

Member since April 2011

Candidate Bio:

Jaime Lewis is the Chief Operating Officer of Good Chemistry, a leading marijuana provider in Colorado renowned for its quality products, patient services, community engagement, and philanthropic efforts. Since 2010, she has applied industry best practices to advance the company's mission to provide safe and legal access to marijuana and improve patient quality of life through the therapeutic benefits of marijuana.

Jaime's business management and entrepreneurial skills have contributed to Good Chemistry's success. In addition to a retail dispensary in Denver, Good Chemistry has two cultivation facilities and an in-house marijuana-infused production operation. Jaime is also leading efforts to expand Good Chemistry's mission beyond Colorado into some other states that have approved marijuana for medical use.

With a background in culinary arts, Jaime's career trajectory into the medical marijuana industry began by creating compassion edibles for HIV/AIDS patients in San Francisco. In 2009, she moved to Colorado and founded Mountain Medicine, a marijuana-infused product manufacturer, which is now an operating company of Good Chemistry. She continues to oversee product development, quality control, and product consistency – the main tenants of the philosophy behind the company she founded.

Jaime is founder and Chair of the Cannabis Business Alliance (CBA), which serves as the policy voice for the cannabis industry in Colorado. CBA reflects her priority to develop sound policies and respect for the industry as it grows. She is a current board member of the National Cannabis Industry Association and has been active in campaigns to advance the interest of the industry. As a business woman and industry advocate, her participation in these organizations reflects her passion and commitment to support responsible industry policies, promote patient access, and enhance the emerging industry's role in the economy.

Candidate Statement:

As a business woman and industry advocate, I have been involved in the medical marijuana industry for almost a decade and know first-hand the boundaries, obstacles, and false preconceptions that the industry faces. Gaining support, respect, and legitimacy for our industry takes a unified front to educate and advocate—which is why NCIA's mission is so important to the future of the industry and my company. I ask for your support to continue to bring my knowledge, experience, and commitment to this process as a board member representing Good Chemistry.

Good Chemistry, a marijuana cultivator and dispensary located in Denver, has been a sustaining member of NCIA for over three years. I am a current board member representing Mountain Medicine – a

marijuana-infused product company I founded – which is now an operating company of Good Chemistry.

As a board member of NCIA, I have been a strong supporter of NCIA's Political Action Committee, which is critical to ensuring our voice is heard in Washington. I was also one of only five NCIA members involved in the association's funding and hiring of Capitol Counsel -- a high-level DC tax policy lobbying firm -- to reform the federal tax burden our industry faces. As a passionate industry advocate, I frequently serve as an NCIA speaker to promote the benefits of our industry, participate in industry lobbying visits, and have given a presentation on the industry's banking access issues at a Capitol Hill Staff Briefing in 2012.

As a board member representing Good Chemistry, I will continue to contribute my diverse perspective and lessons learned from my experience:

- Founder and owner of a marijuana-infused product company that supplies Good Chemistry and over twenty other dispensaries
- Chief Operating Officer of Good Chemistry, a medical and adult-use marijuana cultivator and dispensary
- Key founder and Chair of the Cannabis Business Alliance, the policy voice for the marijuana industry in Colorado
- Stakeholder in developing medical marijuana regulations in some states that have approved its use for medical purposes where Good Chemistry plans to expand
- Spokesperson and advocate on behalf of the medical marijuana industry
- Community relationship-builder to promote corporate citizenship

I pledge to work hard to improve the perception of the industry and to overcome the barriers that will make it a credible, sustainable contributor to the economy. Thanks in advance for your support.



Lance Ott

Guardian Data Services

Vancouver, Washington
Industry Sector: Financial Services

Member since August 2011

Candidate Bio:

Lance Ott is a 14-year veteran of the electronic payment processing industry. His core competency and expertise covers every aspect of merchant services including credit and debit card processing, PCI security, fraud and chargeback management, technology implementation, and payment consulting. Lance has a broad knowledge of the industry and has continuously demonstrated mastery not only of sales, but also pricing and interchange; business process, operations and workflow; products and solutions; risk; and regulatory, compliance, and security matters.

Lance is the former Vice President of National Bank of California Merchant Services and currently operates as CEO of Guardian Data Systems, Inc. Guardian was created specifically to provide secure, reliable, and transparent financial services for our cannabis community. Lance is a cancer survivor and fierce advocate of alternative medicine, including medicinal cannabis. Lance firmly believes that safe access to medical cannabis must be provided as medicine for any patient in need.

Lance has demonstrated the courage of his convictions by fashioning a network infrastructure of medical cannabis-friendly banks, institutions, processors, and software/hardware developers to provide the medical cannabis dispensing collective with a safe, legitimate venue for all commerce-related and logistical challenges they may encounter. Lance has taken it upon himself to offer preeminent expertise for a unique and complex business model. Lance believes that proper regulation coupled with technology will bring credibility, legitimacy, and transparency to our emerging and evolving industry. Guardian Data Systems is a Sustaining Member of NCIA.

Candidate Statement:

A key mission of NCIA is ensuring equal access to banking. Cannabis providers must be afforded the same banking and financial services as any other legitimate business. NCIA has never had a board member with a background in banking and payment processing. I hope to assist NCIA in its efforts by applying my 14 years of banking and payment processing experience as a Certified Payment Professional. We face increasing governmental scrutiny and regulation as well as increased security and compliance requirements; I will strive to bring clarity to the myriad of rules and proposed legislation that has been thrust on our emerging industry.

Guardian Data Systems is a leading provider of electronic transaction processing and services. As a Sustaining Member of NCIA we center our business on assisting our clients to achieve their financial goals through the use of our leading payment processing tools and our financial relationships in the industry. We are also an advocate for our business in the industry and seek to help influence its direction by taking an active part in the legislation and laws that are being developed to shape our industry. Our team, some of

whom have over 30 years in the banking and payment industry, actively monitors the merchant acquiring industry and provides leadership through education, advocacy, and the exchange of real information.

Payment professionals need to have unique knowledge of the cannabis industry as well as the challenges and laws shaping its future. They must identify pitfalls and unscrupulous providers, operations keeping business owners safe from prosecution or fines, products and solutions that help maximize their business potential, as well as risk, regulatory, compliance and security matters.

Guardian Data Systems is committed to the cannabis industry and to delivering the truth in this tumultuous growth period of the industry. A key question that we should be asking is “What can we do to protect our members and their businesses?” Guardian Data Systems hopes to help answer those questions as part of the NCIA board.



Erich Pearson (Incumbent)

SPARC

San Francisco, California
Industry Sector: Medical Cannabis Providers

Member since November 2010

Candidate Bio:

Erich Pearson is a recognized leader in the cannabis industry – a long-time advocate, legislative consultant, dispensary operator, cultivation expert, and NCIA board member.

A proponent of medical cannabis regulation, cultivation, and best practices since 2000, Erich served on the San Francisco District Attorney’s Medical Marijuana Advisory Group and consults on state and local medical cannabis policy and legislation.

Erich was instrumental in the passage of both San Francisco’s Medical Cannabis Dispensary Act and the law enforcement “lowest priority” resolution of the San Francisco Board of Supervisors. As a result of Erich’s work he was appointed in 2007 by Supervisor David Campos to sit on San Francisco’s Medical Cannabis Working Group.

In 2010 Erich launched SPARC, a nonprofit medical cannabis dispensary providing safe, consistent and affordable medical cannabis to patients in San Francisco. SPARC provides high quality, lab-tested cannabis to qualified patients, and collaborates with local hospices, residential care facilities, and dispensaries to successfully supply medical marijuana at no cost to seriously ill patients.

SPARC’s award-winning design by Larissa Sand of renowned Sand Studios has been featured in the New York Times, Wired Magazine, and was cited by FastCompany as, “The Apple Store of Marijuana Shops”.

A sleek décor doesn’t mean higher prices. SPARC drives greater access through lower prices, touting a high quality \$28 eighth, every day.

How does SPARC do it? By growing cannabis more efficiently. Erich’s expertise is constructing and managing large indoor cultivation facilities. With a robust Research & Development team, Erich is meticulously focused on developing the optimal environmental recipe for high-yield cultivations using unique systems of lighting, ventilation and design.

SPARC is a Founding & Supporting Member of NCIA.

Erich holds a BS in Construction and Project Management from Purdue University.

Candidate Statement:

Our mission at NCIA is to advance and legitimize our industry -- through education, improving professionalism, advocating for sound regulations, developing new technology, leveraging each other's strengths, and learning from mistakes.

We come from all areas of cannabis. Individually, we are sometimes competitors. Together, as members of NCIA, we play for one united team. On this platform, we not only celebrate our individual successes, we advance the industry as a whole through our singular voice.

Serving you on the NCIA board since its founding in 2010, I understand the business from seed to sale, from operations to regulations. I bring a high level of expertise to the board – as a cultivator, dispensary operator, and legislative advisor. I represent the largest state in the union, an internationally recognized dispensary and brand, and some of the most well-engineered cultivation projects in the world.

It takes a team to accomplish great things. That's why I'm quick to augment my skills with respected experts. I recruited the founder of Peace in Medicine, now Sebastopol Mayor Robert Jacob, to bring SPARC to the next level. We now have a unified team, offer health benefits to our employees, and are expanding to better serve San Francisco patients.

To graduate from good cannabis to great cannabis, large-scale, I brought in Dr. Robby Flannery, Ph.D. and plant biologist. Dr. Robby built and leads our R&D team to optimize crop production via physiological and ecological research in collaboration with UC Davis, and with input from experts at University of Chicago and Cornell. Dr. Robby lends his expertise to the greater herbal community serving on the cannabis nomenclature working group and the cannabis committee of AHPA, the American Herbal Products Association.

And the team keeps growing. We've built global alliances by hosting tours at our facility – guests include the Board of the League of California Cities and legislators from Germany. We've joined forces with regulatory movers like DPA, MPP, and ASA. And through NCIA, my biggest team is you.

Thank you for doing the great work that's gotten us this far. It's been a pleasure serving you.



Luke Ramirez

Walking Raven Retail and Medical Marijuana Center

Denver, Colorado

Industry Sector: Medical and Adult-Use Cannabis Providers

Member since February 2013

Candidate Bio:

Luke Ramirez is co-owner and managing director of Walking Raven Retail Marijuana Center and founder/principal of Cannabusiness School and Consulting. Having been involved in the cannabis industry since 2009, Luke became Walking Raven's Managing Director in February 2011. Since then, he's changed the culture of the dispensary while successfully converting all three of his medical licenses to retail in January. His dispensary's current success can be attributed to his involvement in all aspects of the business and his genuine passion for giving back to the community. Luke overcame considerable financial obstacles that he inherited with his new position, and he personally interviewed and hired every staff member in the organization. He's been an expert speaker at NCIA's "Midwest Cannabusiness Symposium," held in Chicago, and "The National Marijuana Business Conference," held in Seattle. He's also been featured on several media outlets such as CNBC, CBS, and numerous local news stations. His dispensary has been actively involved in NCIA events and other campaigns and advocacy groups such as the Campaign to Regulate Marijuana like Alcohol (Amendment 64) and Students for Sensible Drug Policy. He increased his dispensary's focus on charitable efforts, recently completing a fundraiser for The Leukemia & Lymphoma Society and a donation drive for the Harm Reduction Action Center (HRAC). As a young cannabis entrepreneur, Luke is motivated by the idea of shifting cannabis sales out of the black market nationwide to reputable professionals who contribute to their communities. Prior to entering the cannabis industry, Luke gained over three years of experience as an insurance agent with a focus on long-term care, Medicare, and life insurance plans. By bringing a sense of professionalism to the industry and being transparent and cooperative with government officials, Luke strives to make his companies some of the most reputable in the industry.

Candidate Statement:

As a board member of the NCIA I will advance the image of business people in the cannabis industry. Through activism and relentless networking with canna-business professionals of Denver, I was introduced to Aaron Smith and the NCIA three years ago. I knew that both of my companies would be joining a short time later. It was an easy decision after observing the organization's commitment to professionalism and positive media image; they reflected the ideals my companies follow.

I have leveraged my company's platform to further cannabis advocacy for business professionals, and I'll use the board seat as further leverage to help our industry gain respect with mainstream businesses and government officials. Last year, my business, Cannabusiness School and Consulting, worked with the NCIA team, traveling to their symposiums in Chicago and Las Vegas, recording the symposium speakers and

making their presentations available in an online format for those who could not attend.

(<http://cannabusinessschoolandconsulting.com/nevada/> and
<http://cannabusinessschoolandconsulting.com/midwest-symposium-ncia/>)

My time spent traveling to cannabis events nationwide gives me the perspective of what our industry needs on a national level; not just the needs of my peers locally. I have been a contributor to charities such as The Leukemia & Lymphoma Society and the Harm Reduction Action Center; I've also contributed to groups such as Students for Sensible Drug Policy (SSDP), and the Campaign to Regulate Marijuana like Alcohol (Amendment 64). These activities are an effort to elevate the perception of the cannabis professional. My track record shows that I'm committed to elevating the image of the cannabis community, willing to volunteer my time and resources.

The reputation I've earned in our community as a dispensary owner comes from my ability to build relationships and get involved with multiple trade groups, both locally with groups such as the Marijuana Industry Group and nationally with the National Cannabis Industry Association. I am very much a team player, and interested in the image and longevity of our industry; you can count on me to make decisions based off our needs as a whole and not my business's agenda. Don't hesitate to ask folks in our industry!



Michael Roberts

MPS International

Murietta, California

Industry Sector: Professional Services

Member since April 2014

Candidate Bio:

Mike Roberts has over 30 years of experience in both the investigative and security fields. He began his career with the Marine Corps and then transitioned into successful careers in both law enforcement and private investigations. Mike is the CEO of MPS International. Under Mike's leadership and direction, MPSI has expanded into other states and the business has grown by 500%.

Mike began his career in the Marine Corps in 1981 serving in 1st Force Reconnaissance Company. In 1990 Mike left the active duty Marine Corps but remained in the Marine Corps Reserve while beginning his law enforcement career with the Riverside Sheriff's Department. While with the Sheriff's Department he was awarded Deputy of the Year, Employee of the Year and Investigator of the Year six out of the ten years he was with the Department.

In 1999 Mike was medically retired by the Sheriff's Department and obtained his Private Investigator License. He began specializing in insurance defense and insurance fraud investigations as the owner of Roberts & Associates Investigations.

In 2002 Mike's Marine Reserve Unit was activated and deployed to Kuwait where he took part in the invasion force into Baghdad and helped liberate the city from Saddam Hussein. While leading a reconnaissance patrol tasked with eliminating terrorists responsible for implementing the placement of IEDs, Mike's team engaged a group of insurgents and a firefight ensued. The insurgent threat was eliminated but Mike was shot and wounded before returning to the United States.

Before leaving the Marine Corps and returning to private investigations, Mike was awarded the Purple Heart, Navy Achievement Medal, Combat Arms, War on Terrorism, Iraq Liberation, and Cold War Service Medals, four Good Conduct Medals, four Sea Service Medals, 10th award Rifle Expert, 6th award Pistol Expert, Jump Wings, and Scuba Badge.

Candidate Statement:

I am running for a National Cannabis Industry Association board position to support the legalization of marijuana. I have seen and heard testimony from many sources as to the medical effectiveness of cannabis. With such overwhelming support for legalization seen across the country, and my desire to ease the suffering of persons in need through proven methods, I feel it is imperative I join forces with like-minded individuals to do my part.



Ean Seeb (Incumbent)

Denver Relief

Denver, Colorado

Industry Sector: Medical Cannabis Providers

Member since March 2011

Candidate Bio:

Ean Seeb is co-owner and manager of Denver Relief. Widely regarded for his expertise in corporate philanthropy, strategic business management, and regulatory compliance, Ean is a highly respected thought-leader aiding the development of a robust national cannabis industry. As a founding partner of Denver Relief Consulting and seasoned cannabis dispensary operator, Ean has significant experience navigating complex legislation and regulatory demands unique to legal cannabis operations. He serves as Chair of the National Cannabis Industry Association and holds leadership positions with charitable organizations focused on a range of social causes, from civil rights to sustainable volunteer farming. His years of humanitarian experience led Ean to conceptualize and develop a cannabis-centric service organization called the Denver Relief GREEN TEAM in 2009.

Originally founded as an organization focused on cleaning up after crowds at public events and offering free wheelchair and bike repairs, the Green Team has since grown to offer an extensive range of vital community services. Ean helped lead the Green Team to form partnerships with other service organizations in Colorado, and the group now provides free labor for volunteer farms and gardens, free food for estranged youth, and free hygiene products for homeless community members. As the Green Team expands its reach beyond Colorado, communities throughout the country are reaping the benefits of Denver Relief's charitable business philosophy.

A third-generation Denver native, Ean maintains deep roots in his local community. After obtaining a degree in Business Administration from the University of Northern Colorado, Ean co-founded E-3 Events, a community organization that orchestrates arts and culture events. In addition to his charitable work with civil-rights groups and cultural organizations, Ean contributes to the health of his local community through his work with Ekar Farm, an urban farm in Denver that applies sustainable agriculture practices and donates produce to a local food pantry.

Candidate Statement:

I have been a part of the medical marijuana industry for over eight years. I am a co-founder and co-owner of Denver Relief and Denver Relief Consulting. Those businesses also have equity in Cannabis Talks and Extract Outfitters, all of which are members of NCIA. My relationship with NCIA goes back to the very beginning in early 2011, as Denver Relief is a founding member. Denver Relief also requires all the Colorado licensed vendors that we do business with to be members of NCIA.

For the past two years I have had the honor of serving NCIA as the Vice Chair and currently reside as Chair.

During that time, I have brought more members to NCIA than any other individual or company. This numbers into the dozens. Between my business partners and myself, our member referrals are approaching fifty.

I have attended almost every NCIA event in Denver and have traveled to Nevada, Massachusetts, Oregon, California, Washington, and Washington D.C., all in the name of our organization. I have lobbied Congress on three separate occasions and represented NCIA and Colorado at congressional briefings with our elected officials on Capitol Hill.

My momentum is just getting started with NCIA. Much progress has been made in the past two years but much more needs to be done. I have focused much of my own time on the banking issues we face as an industry. I've worked hard to educate members of Congress about the difficulties we face as small business owners. I've urged our colleagues to join our ranks and help grow our organization so we can continue to make big steps in ending cannabis prohibition as we know it. With your vote, I can continue to work hard for all of us in the hopes that our cannabis businesses will one day be treated like any other regular business in the United States.

Thank you.



Steven Siegel

BioTrackTHC

Fort Lauderdale, Florida
Industry Sector: Software

Member since May 2013

Candidate Bio:

BioTrackTHC is the cannabis industry’s gold standard and thought-leader in seed-to-sale inventory tracking software. BioTrackTHC’s many accomplishments over the last twelve months include: successfully designing and deploying the nation’s first real-time seed-to-sale cannabis traceability system for the State of Washington; releasing the world’s first application programming interface to standardize cannabis data capture and exchange across all seed-to-sale software platforms; and expanding its business user-base to nearly 500 cannabis cultivation and dispensary operations across North America.

Steven Siegel, BioTrackTHC’s Founder and CEO, is a seasoned executive, published inventor, and serial entrepreneur with a 30-year history of creating successful startups. His accomplishments demonstrate superior strengths and skills in identifying and developing untapped market niches in numerous and diverse industries. Over the last ten years, Mr. Siegel has focused on creating technologies that prevent drug diversion and promote public safety while minimizing obstacles for legitimate patients and consumers to obtain the medicine they require. These solutions include a real-time methamphetamine precursor and prescription drug tracking system as well as a biometric electronic-prescribing system. Finally, Mr. Siegel has worked with high-level agencies, including the Executive Office of the President of the United States, and has co-authored two state-level legislative bills (Florida HB143 and Colorado HB1242). Mr. Siegel holds a Ph.D. in Psychology and Organizational Development.

Candidate Statement:

Mr. Siegel aims to help legitimize the cannabis industry through providing cutting-edge technology that brings transparency, accountability, and security to cannabis operations. The Department of Justice, in the fall of 2013, in summary stated that they would not interfere with state-approved cannabis activity should the state “build a strong and effective regulatory and enforcement system,” a key piece of which is a robust and accurate cannabis inventory and sales tracking system. The quality of Mr. Siegel’s cannabis traceability system for the State of Washington has catapulted both the technology and the conversation into the national spotlight—with both supporters and detractors of cannabis legalization expressing support for such a solution. In fact, demonstrations of the traceability system to U.S. congressmen and other high-level government personnel have garnered additional political support and catalyzed progress for the industry as a whole. (The 2/14/2014 Department of Treasury guidance regarding banking services to cannabis businesses was issued shortly after one such demonstration.)

Mr. Siegel’s technology is at the forefront of cannabis transparency, and he is seeking a seat on the NCIA board to bring his unique position and experience to serve the industry. BioTrackTHC’s position as the only

company providing cannabis tracking services to both the private and public sectors and Mr. Siegel's extensive experience in politics will continue to open many opportunities to further the industry's forward motion. We wish to bring these new inroads to NCIA and to further the inroads NCIA already has.

The federal government is looking for ways to allow for financial institutions to do business with cannabis businesses while minimizing the risk of money laundering. BioTrackTHC has a solution. State governments need assurance that if they legalize cannabis in some form, they will have expert advice as to how to structure their market properly and in compliance with the DOJ's guidance. BioTrackTHC is already providing that. Cannabis operators are looking for ways to show that they are responsible, tax-paying business leaders. BioTrackTHC can make that a reality.



Scott Van Rixel (Incumbent)

Bhang Chocolate

Las Vegas, Nevada

Industry Sector: Cannabis Infused Products

Member since May 2011

Candidate Bio:

Scott J. Van Rixel is the Founder and CEO of Bhang Chocolate Company and PURECBD Inc. He has been involved in the wholesale manufacturing of food products for over 20 years. He is a Certified Chef d’Cuisine and a Master Chocolatier. He has been proud to serve on several boards for the betterment of the cannabis Industry, including a current term with NCIA. Bhang Chocolates has raised the bar in the cannabis edibles category since being founded in 2010. They are proud to be the first company in history to have acquired full product liability insurance on a consumable containing cannabis. Their products are currently available through five different states and two countries. PURECBD Inc. is their newest venture, focusing principally on hemp and high-CBD product development. Bhang has been a proud member of NCIA since its inception and has been honored to sponsor several NCIA events.

Candidate Statement:

I have been very proud to have served on the NCIA board during this last term. I am seeking re-election because NCIA truly stands up for the rights of business in the cannabis sector. Whether it is taxation, banking, or simply business equality issues, NCIA has worked to bring them to the forefront of those in legislative positions who can make a difference.

I feel that a continued seat on the board will allow me to be part of the positive change for our industry. As one of the three edible manufacturers on the board, I feel that I bring a unique insight to the needs of our category. I feel that if our sector is not represented at the table, our specific needs may go overlooked. My experience in this industry, as well as that of mainstream America, makes me a valuable resource to the board and the membership at large. My attendance of board meetings and contributions to those meetings have been an extremely high priority over the last term. While I don’t always agree with all of my peers on the board, I feel that our contributions have found a better and higher ground for the direction of it. I am not afraid to speak my heart and negotiate with my mind.

My business has been a proud sponsor of several events and has always been happy to help with additional funding. We also proudly support NCIA through the inclusion of the NCIA logo on our packaging. I have also been a strong vocal advocate for NCIA membership and never miss a chance to introduce new businesses to NCIA. I feel if my fellow board members were asked, they would express their appreciation for my past term and would be supportive of an additional one. I ask you my fellow board members and the voting general membership for your support in my reelection. Thank you, and I will serve you proudly again if given the opportunity.