

The Business *of* Marijuana *in* Nevada

JULY 19 & 20, 2018

THE LINQ

Las Vegas, NV

ACCREDITATION

NV CLE 11.5 Credits, incl. 1.0 Ethics & 1.0 Substance Abuse Credits

CA CLE 9.75 General & 1.0 Ethics Credits & 1.0 Competence Issues

WA MCLE 10.5 Law & Legal & 1.0 Ethics Credit

Accountants May Qualify

Seminar Overview

This seminar will cover topics directly relevant to Nevada's cannabis industry including an overview of federal and state law, perspectives on insurance and banking, as well as key legal considerations for cannabis businesses such as real estate, land use, local and state licensing, federal tax treatment, employment law considerations and trademark protections. The seminar will also cover developments in the cannabis industry outside of Nevada as well as topics related to industrial hemp. Attendees will hear directly from current and former regulators, legislators and leading practitioners and experts about developments to federal, state and local cannabis law.

Who Should Attend:

Accountants
Attorneys
Financial Planners
Municipal Employees
Government Employees

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STURTSMAN
CONSULTING

9:00 Introduction and Overview

Phillip Silvestri, Program Co-Chair
Greenspoon Marder
Melissa L. Waite, Program Co-Chair
Jolley Urga Woodbury Holthus & Rose

9:10 Federal Law & State Programs Overview

Joe Brezny
Vice President, Government Affairs & Community Relations
Rexroad Marquis Corporation

10:00 Taxes and the Treatment of Cannabis Income

Federal tax update (IRC Sec 280E, IRS guidance, Case Law); Tax considerations for cash based businesses; Issues related to inventory accounting; Best practices for a successful federal income tax audit; Emerging tax issues and trends.

Jessica Velazquez, CPA, Managing Partner & CEO
Indiva Advisors LLC

10:45 Break

11:00 Employment Law Considerations for Canna-Businesses

Startup and early contract issues; Safety considerations; Wage and hour compliance.

Adam D. Kemper
Greenspoon Marder; Boca Raton, FL

12:00 Industry Trademarks and Branding Issues

Federal trademark protection; Trademark protection; Common law trademark protection; Copyright law protection.

Daniel H. Bliss
Howard & Howard; Royal Oak, MI

12:30 Midday Break

1:45 Government Relations and Future Legislative Views of Legalized Cannabis

Public consumption; DUI laws; Vacating prior marijuana related convictions.

Assemblyman Steve Yeager
Nevada Assembly, District 9

2:30 Real Estate and Land Use

Analysis and compilation of a cannabis lease agreement; Purchase and sale agreements for land to be used for marijuana businesses; Specific leasehold issues; Broker liability; Due diligence; Escape clauses; Zoning and other land use requirements; Landlord liability for changes in local land use law.

Alicia R. Ashcraft
Ashcraft & Barr LLP
Jeffrey F. Barr
Ashcraft & Barr LLP

3:00 Break

3:15 Banking Issues and Investing in the Cannabis Industry

Understand why banks and financial entities hesitate to work with cannabis businesses; How to advise your clients what to do in order to bank where they want to bank; How to advise your clients what to do in order to get financing terms that are competitive and fair; Understand that traditional expert tools are not yet available for most cannabis companies; Look under the hood at security, staffing, policies and procedures; Investing in cannabis from a loss prevention point of view.

Martina L. Jaccarino
Jaccarino Trial Attorney & Cannabis Consultant

4:00 Ethical Considerations and Legalized Marijuana

Considerations when representing cannabis businesses; Recent adoption of Comment [1] to NRPC 8.4(b); Comment [1] to NRPC 1.2 and extension to recreational cannabis in Nevada; Federal conflict and the effect on Nevada attorneys; Analysis of Bar opinions from various states, including Ohio, New York, Colorado and Washington; Attorney ownership or participation in proceeds; Attorney use.

David A. Clark
Lipson Neilson Cole Seltzer & Garin PC

5:00 Adjourn

9:00 Introduction and Overview

Phillip Silvestri, Program Co-Chair
Greenspoon Marder
Melissa L. Waite, Program Co-Chair
Jolley Urga Woodbury Holthus & Rose

9:05 Compliance in an Evolving Regulatory Environment

Hot topics in regulatory compliance.

Deonne E. Contine
Kaempfer Crowell

9:35 Regulatory Recommendations from the State

Overview of the marijuana industry in Nevada from an economic perspective; Nevada's marijuana tax structure... What is fair market value? Implementing a regulatory infrastructure for an emerging industry; Vertical integration issues.

William Anderson, Executive Director
Nevada Department of Taxation

10:05 Local Licensing Perspectives; City of Las Vegas and Clark County

Categories of marijuana licenses; Suitability for shareholders, members, managers, directors, officers, minority owners, lenders and management companies; Application requirements and process to submit applications; Life cycle of a local marijuana licensing application; Cross jurisdictional licenses; Local requirements for advertising and signage; Delivery; Marijuana related businesses.

Melissa L. Waite, Moderator
Jolley Urga Woodbury Holthus & Rose
Mikah Mesa, Business License Specialist
Department of Business License, Clark County
Christine Wittwer, Senior License Technician
Business Licensing Division, City of Las Vegas Planning Department

10:45 Break

11:00 Cannabis Beyond Nevada

Update on the cannabis industry in other states; Survey of recreational and medical cannabis programs throughout the United States; Developing issues in competitive and free market licensing states; Legislative and enforcement updates.

Phillip Silvestri
Greenspoon Marder

11:30 Case Studies: Boots on the Ground in the Industry

Industry issues and perspectives from Nevada licensee applicants and ancillary businesses; Relationships between licensees, including logistics and dynamics of contracting for goods and services; Regulatory compliance priorities; Navigating state agencies as a licensee.

Ben Sillitoe, Chief Executive Officer & Co-Founder
Oasis Cannabis

12:00 Midday Break

1:15 Insurance in the Cannabis Industry

Types of insurance needed by cannabis businesses: General Liability, Management Liability, Product Liability, Property Coverage, Crop Coverage, Crime Coverage, Business Auto, Workers' Compensation and Business Income Coverage; Are these coverages written for cannabis businesses by big national carriers? If not, why, and where can you obtain these coverages? Potential coverage disputes and how to avoid them.

Matt Engle, Commercial Insurance Broker
Cragin & Pike, Inc.

2:15 Industrial Hemp Update

Legal and primary genetic differences between medical/adult use cannabis and industrial hemp, and why they matter; How the Federal government currently treats industrial hemp and progress being made at the Federal level; Legal issues surrounding cannabinoids derived from industrial hemp; The future of hemp in Nevada.

Joy Beckerman, Principal Industrial Hemp Specialist
Hemp Ace International LLC; New York, NY

3:00 Substance Abuse

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; Bellingham, WA

4:00 Adjourn

Faculty



Phillip Silvestri, Program Co-Chair, Senior Counsel with Greenspoon Marder, focuses on representation of clients in highly regulated industries. His practice includes representing businesses in the cannabis industry, advising both licensed growers, processors and retailers of medical and recreational marijuana.



Joy Beckerman is the Principal Industrial Hemp Specialist at Hemp Ace International LLC, a New York-based consulting, legal support, expert witness, and brokering firm serving the global community. She is the President of the Hemp Industries Association, and sits on the National Board of Directors of NORML.



Melissa L. Waite, Program Co-Chair, is a partner with Jolley Urga Woodbury Holthus & Rose. Her practice areas include business formation and transactions, gaming, administrative and licensing, medical marijuana, and real estate transactions and litigation.



Daniel H. Bliss, attorney with Howard & Howard, has a comprehensive background in law and business operations management with extensive transactional and litigation experience in a broad range of legal fields, including intellectual property, contract, and corporate legal issues.



William Anderson was appointed by Gov. Sandoval as the Executive Director of the Nevada Department of Taxation in 2018. Prior to that, he served as the Chief Economist for the State Department of Employment, Training and Rehabilitation since 2006 where he provided economic and labor market analyses and commentaries to assist public and private decision makers.



Joe Brezny serves as the Vice President of Government Affairs and Community Relations for Rexroad Marquis Corporation. He manages state and local government affairs and community relations across several states, and also advises state and local government entities in emerging markets on behalf of the firm.



Alicia R. Ashcraft is a co-founder and the managing partner of the law firm of Ashcraft & Barr LLP. Since 2014, she has almost exclusively focused her practice on representing medical marijuana establishments through all phases of operation.



Philip Buri founded Buri Funston Mumford & Furlong PLLC, in Bellingham, Washington. He practices appellate and civil litigation, land use, and advises homeowner and community associations. 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.



Jeffrey F. Barr is a co-founder and partner at the law firm of Ashcraft & Barr LLP, concentrating his practice on advising marijuana businesses, government affairs, and business dispute resolution, with an emphasis on contract litigation and real estate disputes. He also provides legal and business consulting services regarding legal issues in the emerging marijuana industry in Nevada.



David A. Clark is a partner with Lipson, Neilson, Cole, Seltzer & Garin PC. For 15 years, he was a prosecutor in the Office of Bar Counsel, culminating in five years as Bar Counsel. He prosecuted personally more than a thousand attorney grievances from investigation through trial and appeal.



Deonne E. Contine, Of Counsel with Kaempfer Crowell, focuses her practice on administrative law, regulatory matters, cannabis issues, state and local taxation (SALT) and related litigation. She is the former Executive Director of Nevada's Department of Taxation.



Ben Sillitoe has been the CEO and Co-Founder of Oasis Cannabis in Las Vegas since 2014. He has been a leader in the local Las Vegas cannabis industry since its inception, having served on the Board of Directors for the Nevada Dispensary Association for over two years.



Matt Engle is a Commercial Insurance Broker with Cragin & Pike, Inc. He has spent 15 years in the insurance industry both as a licensed agent and in corporate management positions.



Jessica Velazquez, CPA, is Managing Partner and CEO of Indiva Advisors LLC, a CPA and financial services firm focused on assisting cannabis businesses and owners navigate the unique accounting, tax and financial industry challenges.



Martina L. Jaccarino, Jaccarino Trial Attorney & Cannabis Consultant, is a Nevada attorney with cannabis experience in all of the western states serviced by the firm. She has completed more than a dozen jury trials, as well as becoming deeply involved in cannabis regulation. She contributed to the Nevada Medical Marijuana Regulations and completed four successful applications.



Christine Wittwer is a Senior License Technician with the City of Las Vegas Planning Department, Business Licensing Division. She has worked to familiarize herself with the new rules and regulations for the recreational side of the marijuana business and the new City ordinance that was passed in May of this year.



Adam D. Kemper, senior counsel with Greenspoon Marder, focuses his practice in the area of labor and employment law. He counsels employers of all sizes on a variety of workplace and human resources issues. He also works with cannabis businesses on their various workplace needs.



Assemblyman Steve Yeager represents Assembly District 9 in the Nevada Legislature. In the 2017 session, he chaired the Assembly Committee on Judiciary. When the Legislature is not in session, he practices law at Battle Born Injury Lawyers, focusing on personal injury and criminal defense..



Mikah Mesa, Business License Specialist at the Clark County Department of Business License, focuses on business license code, policies and procedures. She performs technical work in processing complex business license applications and modifications primarily involving regulated, marijuana, liquor and gaming license categories.

Credits

NV CLE

This course has been approved by the Nevada Board of CLE for 11.5 credits, which includes 1.0 ethics credit and 1.0 substance abuse credit. Self Study credits may be self applied for by the attendee.

CA CLE

The Seminar Group is a State Bar of California approved MCLE provider; therefore, this course is approved for 9.75 general, 1.0 ethics and 1.0 competence issues CLE 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. Self-Study credit will be available, specific credit amount to be determined.

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

Accountants

This course may qualify for CPE credits; please check with your state board's requirements. Credits for recorded courses not available.

Location

The LINQ

3535 S Las Vegas Blvd
Las Vegas, NV 89109

Phone: 800-634-6441

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

PARKING

Self parking is complimentary. Valet parking for the day is \$13.

Fees

Live Seminar:

Attorney	\$899.00
Government / Tribal / Non-Profit	\$749.00
Other Professionals	\$749.00
Student / Professor	\$599.00
Day One	\$610.73
Day Two	\$513.02

Pre Order On Demand:

All Sessions	\$899.00
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Pre Order MP3 Download:

All Sessions	\$899.00
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Pre Order DVD Homestudy:

All Sessions	\$949.00
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Pre Order CD Homestudy:

All Sessions	\$949.00
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Pre Order Materials Download:

All Sessions	\$229.00
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Pre Order Printed Materials:

All Sessions	\$259.00
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CANCELLATION POLICY: We will refund your tuition, less a \$50 cancellation charge, if we receive your cancellation by 7/13/18. 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

TSGregistration.net/5848