

CalCPA State of the Market Update

Partner Aaron Lachant will be presenting with a panel of experts on November 8, 2022, 12:31 PM-1:20 PM. To learn more about our cannabis practice contact us at info@nelsonhardiman.com

In this session, speakers will examine:

- Emerging nature of the cannabis business;
- Lessons learned for real-life examples;
- Revenue growth;
- Legal vs. illicit markets
- Practical implications
- Impact of COVID
 - Shortages
 - Price spikes
- Consumer psychology
- Understanding Data Trends
- Comparing areas of the state with limited activity vs. abundance of activity
- Licensing issues
- Planning issues
- Differences in municipal tax rates
- Explaining reasoning and benefits
- (Representatives of jurisdictions lowering their taxes)
- Community benefits
- Managing licenses
- Consolidation