



Banking The Cannabis Industry



THE PROBLEM

On November 8, 2016, California voters passed Proposition 64, legalizing



STATE

FEDERAL

the use of recreational cannabis. However, the use, possession and sale of cannabis remains a federal crime.

The federal government still considers marijuana a Schedule I drug under the Controlled Substances Act. As a result, banks and other financial institutions generally refuse to provide services to cannabis businesses.

The standoff between State-Federal Law causes the following problems:

State Cannot Fulfill the Will of the People

57% of voters approved the recreational use of cannabis.



Tax Revenues May Be Difficult to Collect

Prop 64 is projected to generate billions in new revenue that would be used for social and medical programs, cannabis research, educational programs, and much more.



Increase in Crime

Large amounts of cash make cannabis businesses targets for violent crimes.



70% | OF MARIJUANA-RELATED BUSINESSES DO NOT HAVE BANK ACCOUNTS.

(Source: Marijuana Business Daily Survey, December 2015)

\$6.64B

PROJECTED INCREASE IN CANNABIS SALES IN CALIFORNIA BY 2020

(Source: Arcview Market Research, August 2016)

PROP 64 IMPOSES A 15% TAX ON THE RETAIL SALE OF CANNABIS



By taxing cannabis, California is expected to bring in an estimated \$1 billion in new tax revenue.

(Source: Legislative Analyst's Office)

“WE SHOULDN'T BE FORCED TO CARRY (CASH) AROUND IN DUFFEL BAGS.”

AARON SMITH, EXECUTIVE DIRECTOR OF THE NATIONAL CANNABIS INDUSTRY ASSOCIATION

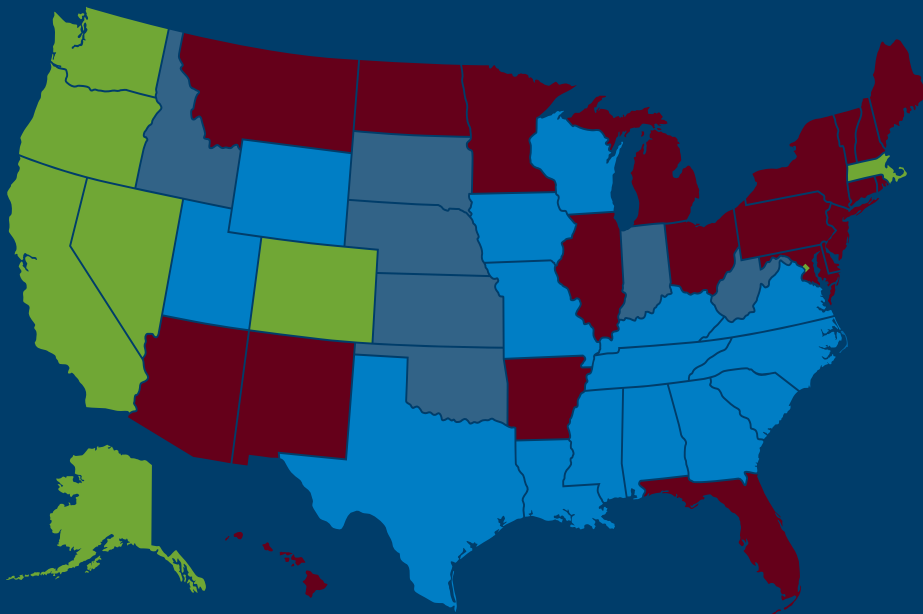
The Denver Post, 'Bipartisan marijuana banking bill introduced in U.S. Senate'

THE SOLUTION

State Treasurer John Chiang has convened the Cannabis Banking Working Group. The group has been directed to produce actionable recommendations designed to open access to the banking system to cannabis-related businesses. The current lack of access stands as a major barrier to the successful implementation of voter-approved Proposition 64.

Cannabis Banking Not Only A California Problem

Finding a Solution to a National Dilemma



Recreational Use

Alaska
California
Colorado
District of Columbia
Massachusetts
Nevada
Oregon
Washington

Medical Use

Arizona
Arkansas
Connecticut
Delaware
Florida
Hawaii
Illinois
Indiana
Iowa
Kentucky
Louisiana
Maine
Maryland
Massachusetts
Michigan
Minnesota
Montana
New Hampshire
New Jersey
New Mexico
New York
North Dakota
Ohio
Pennsylvania
Rhode Island
Vermont

Limited Medical Marijuana*

Alabama
Georgia
Iowa
Kentucky
Louisiana
Mississippi
Missouri
North Carolina
South Carolina
Tennessee
Texas
Utah
Virginia
Wisconsin
Wyoming



Source: National Conference of State Legislatures, Nov. 9, 2016

*Limited medical marijuana includes cannabis extracts that are high in cannabidiol and low in tetrahydrocannabinol.

The following organizations will comprise the Treasurer's working group:

- ✔ The California Bankers Association
- ✔ California Community Banking Network
- ✔ Credit Union League of California
- ✔ California Board of Equalization
- ✔ California Employment Development Department
- ✔ California Franchise Tax Board
- ✔ California Department of Business Oversight
- ✔ California Business, Consumer Services and Housing Agency
- ✔ Bureau of Medical Cannabis Regulation
- ✔ Clark Neubert Law Firm
- ✔ California Department of Justice
- ✔ California Growers Association
- ✔ California Cannabis Industry Association
- ✔ California State Association of Counties
- ✔ California League of Cities