



February 23, 2021

Send via email: Connie.Bahner@house.ks.gov

Ms. Connie Bahner
Federal and State Affairs
6425 SW 6th Ave.
Topeka, KS 66615

Re: Creating the Kansas medical marijuana regulation act
HB 2184
Position: FOR

Ms. Bahner:

I am writing to you today to voice my opinion *for* the creation and regulation of medical marijuana in Kansas.

Many others have no doubt stated the good marijuana has done for those in chronic pain and the fact that those who take marijuana have lessened their dependency on opiates. You have likely seen the *Forbes* article stating how THC could help treat COVID-induced respiratory illnesses and the *Market Watch* article reporting states with adult use marijuana have seen lower worker's compensation claims for injured workers. I am sure many others will write to you about the millions of dollars it brings into the state.

I wish to write about another issue which may not be brought up: the ancillary marijuana businesses. I am an expert witness and speaker for insurance claims handling standards, practices, and procedures. Before that I was an adjuster for 22 years, and I handled, for a short period of time, medical marijuana claims. I have written several articles on the marijuana industry and spoken at several events concerning marijuana, hemp, and CBD.

Insurance

Like any other business, marijuana businesses must have insurance. Retail dispensaries, processors, distributors, and cultivators will need the same types of insurance any other retail store, manufacturer, logistics operator, and farmer needs. Overland Park is a known insurance hub—indeed it is one of the reasons my husband and I moved to Kansas after losing our jobs in Arkansas. Therefore, having these businesses will not only create money from those patients who purchase the medical marijuana, but it will also create industry in the form of purchasing/selling insurance policies and the handling of claims.

Transportation



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While marijuana is not federally legal and, therefore, cannot leave the state of Kansas, there is still a need for truckers or transportation of the product from the grow houses, to the manufacturers, to the distributors. These truckers buy fuel, insurance, and services such as oil changes, tires, etc. to keep their method of earning a living road-worthy. Since these drivers cannot leave Kansas, these services will take place within Kansas' borders, also increasing Kansas' tax revenue streams.

I briefly reviewed HB2184 and see you are proposing a safe haven for those financial institutions that provide financial services to the marijuana industry. Because most financial institutions are federally insured, these institutions may lose their insurance if they knowingly serve the marijuana industry. For this reason, the industry is mostly cash based because the individual companies cannot obtain a bank account. Therefore, there is a need for armored deliveries of funds when payment occurs between the various growers, distributors, dispensaries, etc. This, too, is an ancillary business which would profit under this house bill.

Employment

Since I handled medical marijuana claims in the past and am now an expert witness, writer, and speaker on the matter, I have seen firsthand the employment opportunities this industry offers a state.

Again, it is obvious there will be growth in employment for the retail dispensaries, processors, distributors, and cultivators, but as mentioned previously, there will be growth in the insurance sector as new books of business open up and there will be a need for agents and adjusters who know and understand the marijuana industry to take care of the industry. There will also be an increase in the need for attorneys who can navigate, understand, and aid the proprietors of the marijuana businesses obtain their licenses. And due to the federal illegality of marijuana, there are opportunities of bank growth if the Marijuana Opportunity Reinvestment and Expungement (MORE) Act does not pass the US Senate.

Conclusion

I write to you today in my position for Kansas House Bill 2184 because of the economic good it will do for our state. Marijuana and its ancillary businesses bring millions of dollars into a state through insurance requirements, transportation needs, and the creation of jobs.

Please vote for House Bill 2184.

Sincerely,



Chantal M. Roberts, CPCU, AIC, RPA
CMR Consulting Corporation
President