



# US CANNABIS PHARMACEUTICAL RESEARCH and DEVELOPMENT

## Q and A with Michael Patterson, CEO of US Cannabis Pharmaceutical Research and Development

1) How will this new Medical Marijuana law affect the average Pennsylvanian?

- For the next year, the public will not see anything different. The Department of Health must write the rules and regulations on how the law will be implemented. The public will hear stories regarding progress of the regulations and implementation of the program on the news. But, expect delays.
- Every state has had delays when implementing a Medical Marijuana program. Its critical that the system works correctly the first time. Therefore, it's better for the state of Pennsylvania to have a delay in implementation of the program, than starting a program that is not successful.
- The general public will start to be affected when the awarding of licenses to grow/process and dispense for marijuana facilities is complete. According to Senate Bill 3, the state of PA must setup a 1-800 number and website to assist the public with questions about the program. We will begin to hear and see advertisements for this phone number and website to educate the public.

2) How will patients who qualify get the medicine? How will it work?

- Patients must find a doctor who is certified to "recommend" Medical Marijuana. There is a requirement that a Practitioner who wants to recommend Medical Marijuana to a patient must take an education class and be issued a special permit (attached to their license) that they are qualified to recommend Medical Marijuana.
- The education class and special permit have not been created yet. Therefore, it will take some time for physicians, Nurse Practitioners, and Physician Assistants to get certified to recommend Medical Marijuana
- Once the patient has their certification from a licensed Practitioner, they must get a Medical Marijuana ID Card from the PA Dept. of Health.
- Once they have a Medical Marijuana ID card, they can visit a licensed Medical Marijuana Dispensary and purchase medicine.

3) Is there anything the public can do to help speed this process along?

- YES!!! Talk to your physician now. Ask he/she if they plan on recommending Medical Marijuana to patients. If they say “no”, then start looking for a physician who does plan on writing Medical Marijuana recommendations. The more conversations patients have with Practitioners, the faster we feel Practitioners will become educated on this new program.
- 4) Do you feel the Medical Marijuana will be safe? Do you think it will lead to “the sky falling” or increased crime?
- It will be very safe. No one has ever died from consumption of Marijuana in human history. That’s over 10,000 years. Through recent scientific studies in Israel, it has been discovered that humans are predisposed to accept Cannabis (Marijuana) in their bodies, which could be why there has never been a death attributed to Cannabis.
  - In states where Marijuana has been legalized, violent crime and overall crime has decreased. Drug dealers and drug Cartels have decreased production and sale of Marijuana because it’s not as profitable. Colorado has also seen a slight decline in domestic violence as well. So, the sky “does not fall” and society can actually improve!
- 5) There is a perception to a lot of people, that people trying to get in the Marijuana business are just opportunists doing it for the money and looking to “cash in”.
- Any for profit business looks to make money. No one plans start a business and lose money.
  - The people that we consult with who are entering this business are good, law abiding people from all walks of life and all types of professions. They are united in “the mission” to make this system work and benefit patients and society.
  - One of the things we emphasize at our educational seminars is unless you are doing it for the greater good, it’s not worth it. There are a lot easier ways to make a living. There is tremendous regulation (which is a good thing) that must be followed in order to operate a Medical Marijuana business in PA. The public wants the best people to enter this new legal business to ensure the systems success.
- 6) How many jobs will this new system create?
- THOUSANDS of jobs! Good paying jobs. Let me give you an example. Every dispensary must have a Physician, Nurse Practitioner, Physician Assistant, or Pharmacist on site at all times when a dispensary is open to the public. Since there will be at least 150 Dispensaries in the state, that’s 150 new jobs for Medical Practitioners. Each Grower/Processor location will have from 10 to 30 staff members and Dispensaries will have anywhere from 5-20 staff initially. None of these jobs exist right now. All of these jobs will be created over the next 2 years.

- Also, as the Marijuana businesses begin to hire, this will be the only time in history in which almost every applicant will have NO experience. Medical Marijuana levels the playing field to anyone who wants to work hard and make a difference has the opportunity to work in this industry.
- We encourage all persons who are curious about this new industry to look into all the amazing job opportunities coming their way, especially medical health professionals. This new system will need MDs, Nurse Practitioners, Physician Assistants, Pharmacists, Nurses, Risk Managers, Pharmacy Technicians, etc., etc., etc. The list goes on and on and on.
- What you will begin to see in the next five to seven years, are colleges and universities in PA offering classes relating to medical marijuana cultivation (botany, bio sciences, biotechnology) and business classes and degrees related to operating Marijuana businesses.

7) Will insurance pay for Medical Marijuana? How much will it cost?

- Insurance will not pay for Medical Marijuana because it is still considered illegal under Federal Law.
- At first, it will be expensive, anywhere from \$200-\$700 per month. The price will depend on a lot of factors which include the form of Marijuana (cream, gel, oil, etc.), strength and frequency of the medicine, and geographic region. However, over time when supply increases, the price will decrease.
- What most people may not realize is when a system has a tremendous amount of regulation, there is an extreme amount of cost incurred by a provider to remain compliant with all regulations. Those costs are unavoidable but necessary to protect the public.

8) Why is US Cannabis coming to PA to do seminars about the Marijuana business?

- Because we need to do our part to help this new system succeed. Medical Marijuana is personal to us. I have family who live in Pennsylvania. My partner, Michael Visher, had his father die in 2001 from a cancer that could have possibly been treated with Medical Marijuana. Furthermore, my Aunt was diagnosed last year with ALS. The more we can help legal marijuana commerce succeed across the United States, we feel that will help speed up medical marijuana legalization in other states.
- We feel the best way we can help this system succeed is by encouraging successful marijuana commerce in PA. We want to educate the great people of the tristate area about all the amazing investment, business, and job opportunities of this new industry. At the end of the day, the success or failure of this entire program rests in the hands of the local men and women who will enter this business. We want to provide enough factual and objective information about this new industry to allow tristate residents to decide if working or investing in PA Medical Marijuana is right for them.

