

**SPRING 2015**

# Marijuana Business Conference & Expo

America's Oldest & Largest National Cannabis Tradeshow



## Pre-Show Guide: Spring 2015

### TABLE OF CONTENTS

Facts & Figures .....	1
Speakers .....	2
Sessions .....	6
Maps, Sponsors & Exhibitors .....	10
Extra Add-ons .....	14
Location .....	17

# From the Publisher



You know how people refer to 'Dog Years'? Here at the offices of *Marijuana Business Daily*<sup>™</sup>, we use the term 'Marijuana Years.' Because in the cannabis industry, a year feels more like a half a decade.

In the six months since our last national Conference:

- More than 1,000 cannabusinesses have launched or significantly expanded
- Industry revenues have gone up by nearly \$100 million
- Private equity interest and investments have rocketed

... in short, already there's a whole world of new business, funding and networking opportunities for you. Do you really want to wait until late fall to take advantage of them? Of course not.

So, we've expanded to two 'annual' conferences – Spring and Fall. You're holding the Pre-Show Guide to the Spring Conference in your hands right now. What's different?

- 100% new sessions including a keynote by 'Freakonomics' author Steven Levitt, plus advanced roundtables for growers, dispensary leaders and infused product makers.
- Not one, but three EXPO halls featuring exhibits of the latest technology and services.
- Additional networking events, such as a private investors' breakfast and *Marijuana Business Daily's* 5th year celebration party.

As always, only businesspeople and major investors are invited to the conference, along with major media. We recommend you wear a suit, or a formal version of business casual. And bring a thick wad of business cards with you.

Because you are going to meet A LOT of people.

You'll meet new business partners, potential clients, major investors, inspirational advisors and your peers from across the US and Canada. The people you meet at this event are the people you'll wind up doing business with for years to come.

See you there,

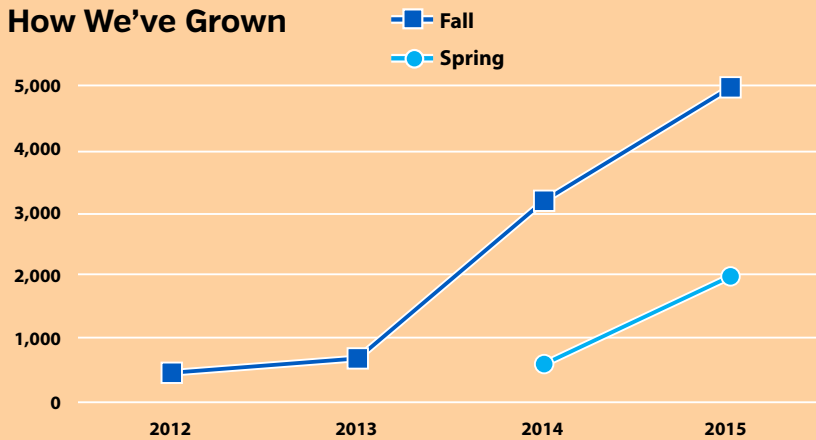
A handwritten signature in black ink, appearing to read 'George Jage', written over a light blue background.

George Jage  
President & Publisher, Marijuana Business Media<sup>™</sup>  
[Georgel@MJBizMedia.com](mailto:Georgel@MJBizMedia.com)

P.S. You can't afford to miss this Spring Conference. It doesn't matter if you were at our last one in Vegas, or if you intend to go to our next one there this November. You're not living in normal time anymore. You're living in marijuana years.

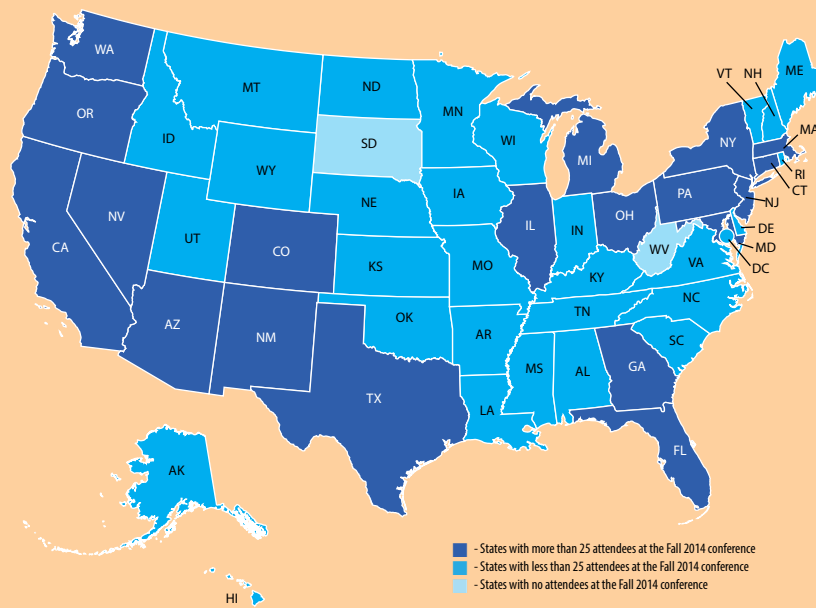
# Show Facts & Figures

## How We've Grown



In 2012 we pioneered the first business-only, national marijuana conference. In 2013 and 2014 we SOLD OUT. We expect 2,000 attendees this Spring.

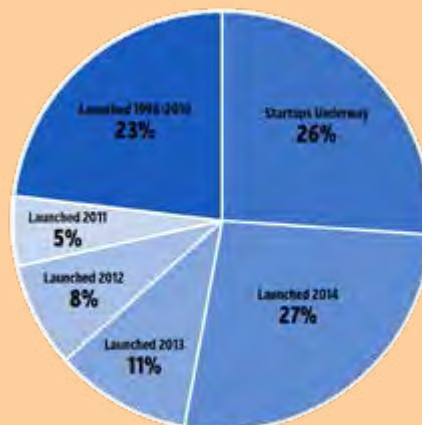
## Where Our Attendees Live



Network with cannabis business leaders and investors from across the US. Plus, meet top Canadian company leaders (Over 150 in attendance at our last show).

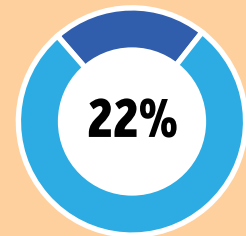
## Who Attends

Network with the old guard, existing companies making billions per year in sales, plus the next generation of startups soon to be worth billions, at the show.

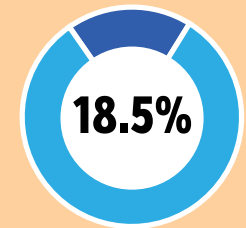


## Which Industries Attend

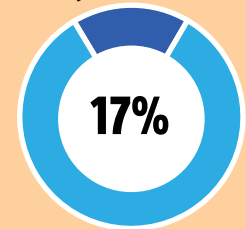
### Wholesale Growers



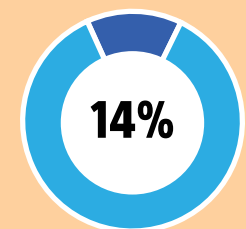
### Dispensaries & Rec Stores



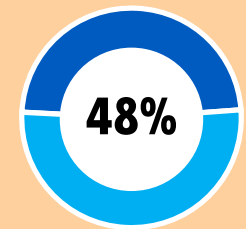
### Major Investors



### Edibles/Infused Makers

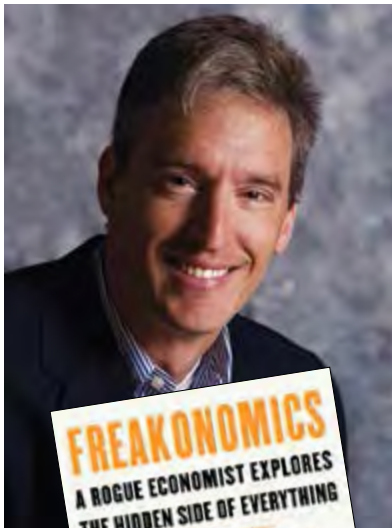


### Ancillary Products & Services



Everybody is at the show – except for one group: consumers. Sorry, it's for businesspeople and major investors only!

# Featured Speakers



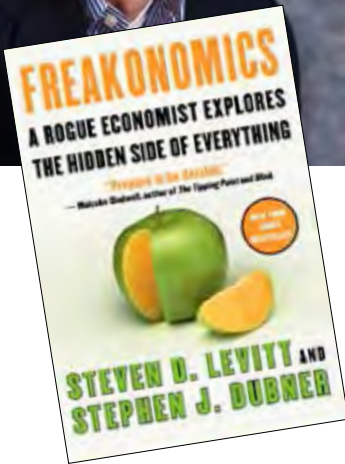
## **Steven Levitt Economist and Author, Freakonomics**

**Keynote**  
**Wednesday, May 20, 9:00am**

Levitt's book, *Freakonomics*, spent eight years on the New York Times bestseller list, selling more than five million copies. A tenured economics professor at the University of Chicago, Levitt believes in order to fix or change the world, you first have to understand it.

He sifts through data for revelations that help everyone from banks to professional athletes see new connections and opportunities.

Join Levitt as he applies his enormous curiosity to the future of the legal cannabis industry.



## **Josh Stanley Founder Citiva Medical**

***Cannabinoid Therapy: The Next Big Biotech Industry***  
**Thursday, May 21, 9:30am**

A nationally recognized MMJ advocate, Stanley was instrumental in creating Charlotte's Web, a CBD oil used to treat children with epilepsy. Currently, Stanley leads Citiva Medical, an organization committed to helping New York's children, veterans and anyone suffering with debilitating illness realize the benefits of medical marijuana.



## **Tom Fleming Former Assistant Director FinCEN**

***Insider View: Insights on Banking From a Former FinCEN Official***  
**Thursday, May 21, 10:30am**

Fleming has over 46 years of experience in both the financial services industry and Bank Secrecy Act/Anti-Money Laundering (BSA/AML) compliance. He previously served as the assistant director for the Office of Compliance at the Financial Crimes Enforcement Network (FinCEN). In 2013, he founded Tom Fleming & Associates to help businesses with banking compliance issues.





**Stephen Schultz**  
**Vice President of Investor Relations**  
**GW Pharmaceuticals**

***IPO Craze: Should You Go Public? Warnings, Advice and What to Expect***  
**Thursday, May 21, 3:00pm**

Schultz has 25 years of experience in investor relations, financial communications and media relations in a variety of industries, including the biopharmaceuticals sector and the non-profit world. He also held senior-level roles at Acusphere and Shareholder.com, among other companies.



**Patricia Rosi**  
**CEO**  
**Wellness Connection of Maine**

***Battling the Black Market: Tips for Winning Patients, Customers***  
**Thursday, May 21, 10:30am**

Rosi leads Maine's largest medical marijuana group, operating four licensed dispensaries and a production facility since 2011. Under her leadership, Wellness Connection's staff has grown to over 50 employees and serves over 7,500 qualified patients a year.



**Douglas Leighton**  
**Co-Founder**  
**Dutchess Capital**

***Marijuana Business Expansion Financing: Valuations, Sources & Tactics***  
**Thursday, May 21, 3:00pm**

Leighton has made numerous investments in marijuana companies and ancillary cannabis firms both personally and through Dutchess Capital, a Boston-based global hedge fund. He has founded several companies and mentored startups and growth management teams.



**Julie Berliner**  
**Founder & CEO**  
**Sweet Grass Kitchen**

***Top Edibles & Concentrates Product Trends***  
**Thursday, May 21, 2:00pm**

Berliner founded her edibles company in 2009 and now distributes cannabutter-based products to more than 200 dispensaries and retail stores throughout Colorado. She has represented the edibles industry as a member of various workgroups and is chair of the Cannabis Business Alliance Edibles Council.

# Additional Speakers



**Matthew Abel**  
Founder and Senior Partner  
*Cannabis Counsel P.L.C.*



**Doug Banfelder**  
Commerical Insurance  
Specialist  
*Premier Dispensary Insurance*



**Adam Bierman**  
Founder and Managing Partner  
*MedMen*



**Charlie Cain**  
Former Vice President  
*Starbucks*



**Tim Cullen**  
CEO  
*Colorado Harvest Company*



**Jay Czarkowski**  
Principal  
*Canna Advisors*



**Troy Dayton**  
CEO  
*The ArcView Group*



**Andrew DeAngelo**  
Director of Operations  
*Harborside Health Center*



**Adam Denmark Cohen**  
Managing Director  
*MJardin*



**Julie Dooley**  
Co-Founder and President  
*Julie's Natural Edibles*



**Tony Gallo**  
Senior Director  
*Sapphire Protection*



**Paula Givens**  
Principal  
*Industry Assurance and Oversight*



**Ata Gonzalez**  
CEO  
*G Farma Labs*



**Len Goodman**  
Founder and Executive Director  
*New MexiCann Natural Medicine*



**Rhory Gould**  
CEO  
*Arborside*



**Scott Greiper**  
Founder and President  
*Viridian Capital & Research*



**Sara Gullickson**  
VP of Sales & Marketing  
*MariMed Advisors*



**Dean Guske**  
President  
*Guske & Company, Inc.*



**Arnold Heckman**  
CEO  
*Cannaline Custom Packaging*



**Robert Hoban**  
Managing Partner  
*Hoban & Feola, LLC*



**Lakisha Jenkins**  
President  
*California Cannabis Industry Association*



**Tripp Keber**  
CEO  
*Dixie Brands*



**Stephen Keen**  
Vice President Research  
& Development  
*Surna*



**Khurshid Khoja**  
Principal  
*Greenbridge Law*



**James Lowe**  
President of Cultivation  
*MJardin*



**Michael Mayes**  
CEO  
*Quantum 9 Inc.*



**Kenny Morrison**  
Founder and CEO  
*VCC Brands/Venice Cookie Company*



**Lance Ott**  
CEO  
*Guardian Data Systems*



**Emily Paxhia**  
Founding Partner  
*Poseidon Asset Management*



**Derek Peterson**  
Founder and CEO  
*Terra Tech*



**Jacque Riordon**  
President  
*Riordon Consulting*



**Alex Rodriguez**  
Owner  
*Cannar*



**Dina Rollman**  
Founder  
*Rollman Law Group, P.C.*



**Ed Rosenthal**  
Master Gardener Level III  
*Quantum 9 Inc.*



**Aari Ruben**  
Director  
*Desert Bloom Re-leaf Center*



**Matt Sampson**  
Owner  
*North Coast Growers*



**Meg Sanders**  
CEO  
*Mindful*



**Cy Scott**  
Co-Founder  
*Leafly*



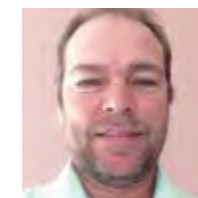
**Christian Sederberg**  
Founding Member and Partner  
*Vicente Sederberg*



**Dr. Michelle Sexton**  
CSO/CEO  
*PhytaLab*



**Steph Sherer**  
Executive Director  
*Americans for Safe Access*



**Ken Snoke**  
Co-Founder and President  
*Emerald Scientific*



**Mitchell Stern**  
President & CEO  
*Burning Bush Nurseries*



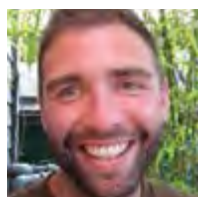
**Noah Stokes**  
Founder and CEO  
*CannaGuard Security*



**Megan Stone**  
Founder  
*High Road Design Studio*



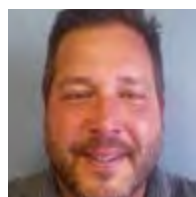
**John Sullivan**  
President & CEO



**Aaron Varney**  
Director  
*Dockside Cannabis*



**Tom Vezdos**  
Vice President - Commercial Division  
*Rough Brothers*



**Andy Williams**  
President  
*Medicine Man*



**Trent Woloveck**  
COO  
*American Cannabis Consulting*

Note: Speaker information is correct as of time of printing and is subject to change.



# Featured Sessions

## Crop Optimization: Advanced Growing Methods, Tech & Tactics

Get the most output out of your grow. As the cannabis industry matures and the competition increases, growers have to boost crop productivity through the use of advanced technology and sophisticated cultivation methods. Discover how to maximize yields and use your grow space more efficiently.

## Marijuana Business Investor Pitch Slam

Five cannabis business entrepreneurs compete for the title of “Best Pitch” in front of a panel of expert judges, including Douglas Leighton of Dutchess Capital, Emily Paxhia of Poseidon Asset Management, Tripp Keber of Dixie Brands, Tom Bollich of Surna and Troy Dayton of The ArcView Group. Discover the do's and don'ts of pitching. Contestants will range from startups to established companies, from a variety of cannabis industry niches.

*Note: Pitches are presented for instructional & critiquing purposes, and are not solicitations for investment.*

## California Cannabusiness Forum: The \$1 Billion Market

California is the largest and most chaotic MMJ market in the nation. Despite this, many companies are starting up or expanding in the state, and investment activity is strong. California is also a strong candidate to legalize recreational cannabis in 2016. In this session, experts will discuss the challenges and opportunities of the California market, reveal how you can safeguard your company or investment, and outline how the industry can interact with more effectively with lawmakers to help shape business-friendly regulations.

## Insider View: Insights on Banking From a Former FinCEN Official

FinCEN - the Financial Crimes Enforcement Network - is the federal agency charged with combatting money laundering and stopping criminals from banking ill-gotten gains...such as revenues from federally illegal drug sales. In this session, a former FinCEN official will reveal the feds' perspective on cannabis banking and share tips on what the MJ industry needs to do to improve banking going forward. Plus, find out how to approach your local bank so they are more willing to work with you.

## Recreational Marijuana: Opportunities in the Next New States

As Colorado and Washington State have proven, legalized recreational markets generate tens of millions in tax dollars and hundreds of millions in retail sales. In this session, you'll find out what the hottest opportunities are in upcoming rec states such as Oregon and Alaska, as well as markets across the US that could legalize by 2018. Aside from the obvious opportunities in cultivation and sales, dozens of niche industries from accounting to tourism also will thrive.

## Battling the Black Market: Tips for Winning Patients, Customers

The future of the marijuana industry depends on how well above-board and licensed businesses can compete with the well-established black market. In every state across the nation (especially those with high taxes), the black market is your biggest competitive threat. In this session, dispensary owners will share how they have effectively battled the black market through careful pricing, marketing, packaging and inventory mix.



## Networking Roundtables: Peer-to-Peer Discussions

Here's your chance to discuss the top business issues you're facing with your peers from across the country. Share ideas, lessons and solutions on key issues facing your area of the cannabusiness.

These lightly moderated roundtables are grouped based on niche. Participants will work together to attack three specific problems their end of the industry faces today.

Group #1: Growers

Group #2: Dispensaries and Recreational Stores

Group #3: Edibles & Infused Product Makers

[Note: Sales reps, this is NOT a prospecting opportunity. Discussions are for leaders, managers and advisors of active companies only. Anyone pitching services or products may be asked to leave.]



## The Future of Edibles Packaging & Dosing

Many states are tightening rules and regulations on edibles and other types of infused products. Most new regulations focus on packaging, labeling and dosing for the laudable purposes of safety and consumer transparency. That said, compliance is expensive and presents logistical hurdles to your production process. This session will walk you through emerging regulatory trends and help you prepare to respond to these challenges.

## IPO Craze: Should You Go Public? Warnings, Advice and What to Expect

In the past 18 months, there's been a huge rush of cannabis-related companies going public, often through reverse mergers. While this can be a great financing option for some companies, many have run into serious problems. This session, featuring cannabis execs who've been through the IPO process, will explain the potential pitfalls as well as the benefits - and what you can really expect if you go this route.

## The Testing Conundrum: Challenges, Methods and the Future

Although many states mandate testing, most don't certify processes, nor is there any federal oversight or national standards. Testing is expensive, and results can vary wildly. Inconsistent testing could cause serious problems ranging from product safety issues to consumer lawsuits. In this session you'll learn more about the issues surrounding testing, discover which methods are commonly used and get an idea of where testing is going. This session features speakers from a lab, a dispensary and a company that supplies testing facilities.

## Dispensary Dosing, Strain Advice for Key Medical Conditions

One of the best ways to thrive in the MMJ market is to establish strong relationships with your patients. To do that effectively, you must be able to help them discover which particular products are best for their specific ailment, from chronic pain to nausea. Although the industry can't get vetted advice from the government, this session presents MMJ professionals' insights based on studies, experience and anecdotal evidence.

*Note: this session is for MMJ business owners, not for patients or the general public.*

## Marijuana Business Expansion Financing: Valuations, Sources & Tactics

Even if you are a successful small business, securing money for expansion is different than getting startup funding. This session will examine:

- Where to find expansion capital
- How to put a value on your company (which determines how much money you can get, as well as how much equity you'll have to give away to get it)
- Practicalities around sealing the deal

Speakers will include investors and owners who have been involved in recent expansion capital deals.

## Top Challenges for Commercial Growers: Consolidation, Competition and Cost

Increasingly, growing is no longer an easy way to fast profits, especially for smaller operations in states that allow plenty of competition or those in markets that require high startup costs. Should you keep your independence or consolidate with a larger concern? How can you increase wholesale customer loyalty? How do you build in efficiencies while reducing pilferage so your costs don't spiral out of control? How should you handle price wars? Growers in some states are fighting for market share and to maintain profitability - discover what tactics they use to succeed.

## Cannabinoid Therapy: The Next Big Biotech Industry

Did you know that CBD is legal in more states than MMJ? They are the most likely products to be legal due to their uses in healthcare. Hear Josh Stanley, founder of Charlotte's Web reveal his insights into this potentially billion dollar market.


## Tapping Big New MMJ Markets: Nevada, Illinois and New York

Whether you are hoping to win one of the remaining licenses or you are in an ancillary business serving license holders, new MMJ markets represent hundreds of millions of dollars of opportunity. Yet due to individual state regulations, each is different. Discover how opportunities vary between states, how new states are different than the most established states, and how to get your foot in on the ground floor.







*Note: Session descriptions are correct as of time of printing and is subject to change.*

# Spring Agenda

## TUESDAY, MAY 19, 2015




8:00	Attendee Check-In Opens		
12:30	Marijuana Business Crash Course; details are available on Page 14.		
5:00	Welcome Reception in the Expo Halls - Open to Main Conference and Expo Registrations	Sponsored by: <b>HempMeds™</b> <small>Your Trusted CBD Source</small>	<b>EXPO HALLS OPEN</b> 

## WEDNESDAY, MAY 20, 2015

8:00	Registration & Networking Breakfast in Expo Halls			
8:00	Illinois MMJ Business Networking Breakfast (additional fee)			
9:00	<b>Opening Session: Exclusive Industry Projections, Profitability Benchmarks and Business Data</b>			<b>EXPO HALLS OPEN</b>
9:45	<b>Keynote by Steven Levitt</b>			
11:00	Investor Pitch Slam!			
12:30	Networking Lunch in Expo Halls			
		Sponsored by: 		
	<b>TRACK 1</b>	<b>TRACK 2</b>	<b>TRACK 3</b>	
2:00	Power Panel: Legislation and Regulations	California Cannabusiness Forum: The \$1 Billion Market	Roundtables - Growers	
3:00	The Testing Conundrum: Challenges, Methods and the Future	Tapping Big MMJ New Markets: Nevada, Illinois and New York	Roundtables - Dispensaries & Recreational Stores	
4:00	From Startups to Starbucks: Building a Retail Brand	Recreational Marijuana: Opportunities in the Next New States	Roundtables - Edibles & Infused Product Makers	
5:00	Cocktails in Expo Halls			
7:00	<b>Marijuana Business Daily's 5<sup>th</sup> Year Kick Off Celebration</b> (additional fee)			Headliner Sponsor:  

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**THURSDAY, MAY 21, 2015**

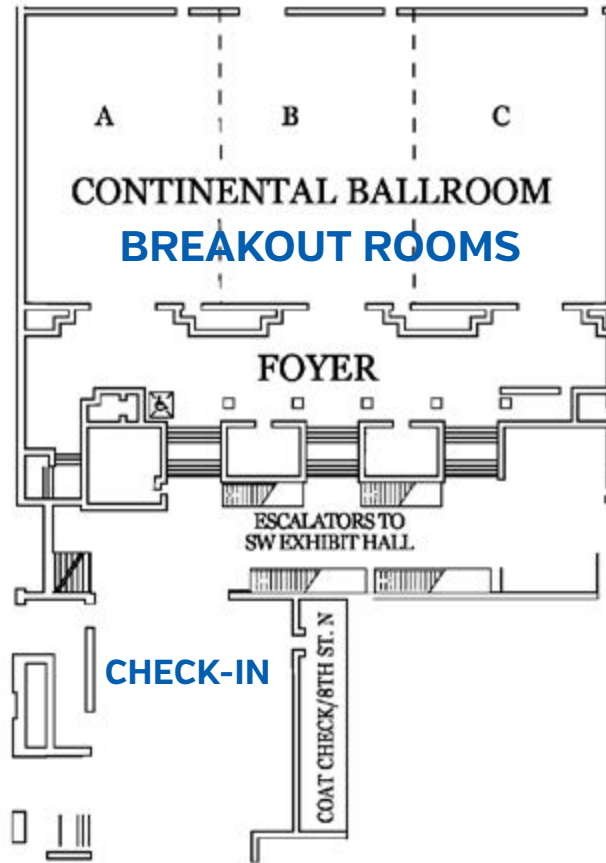
8:00	<i>Check-In &amp; Networking Breakfast in Expo Halls</i>			  <b>EXPO HALLS OPEN</b>  
8:00	Marijuana Business Investors Networking Breakfast (additional fee)			
	<b>TRACK 1</b>	<b>TRACK 2</b>	<b>TRACK 3</b>	
9:30	Cannabinoid Therapy: The Next Big Biotech Industry	Top Challenges for Commercial Growers: Consolidation, Competition and Cost	Dispensary & Retail Real Estate: Renting vs. Buying, Layout & Design, Expansion	
10:30	Insider View: Insights on Banking From a Former FinCEN Official	Crop Optimization: Advanced Growing Methods, Tech & Tactics	Battling the Black Market: Tips for Winning Patients, Customers	
11:30	Banking Update: Spring 2015 Developments & Trends	Indoors vs. Greenhouse vs. Field Grows: Cost, Quality & Yield	Dispensary Dosing, Strain Advice for Key Medical Conditions	
12:00	<i>Networking Lunch in Expo Halls</i>			
			Sponsored by: 	
	<b>TRACK 1</b>	<b>TRACK 2</b>	<b>TRACK 3</b>	
2:00	Cannabusiness Finance: Managing Large Amounts of Cash	Major Legal Concerns for Cannabusiness Investors	Top Edibles & Concentrates Product Trends	
3:00	IPO Craze: Should You Go Public? Warnings, Advice and What to Expect	Marijuana Business Expansion Financing: Valuations, Sources & Tactics	The Future of Edibles Packaging & Dosing	
4:00	Closing General Session – Future Shock: Marijuana Business, Finance & Legal Projections			

**Notes:**

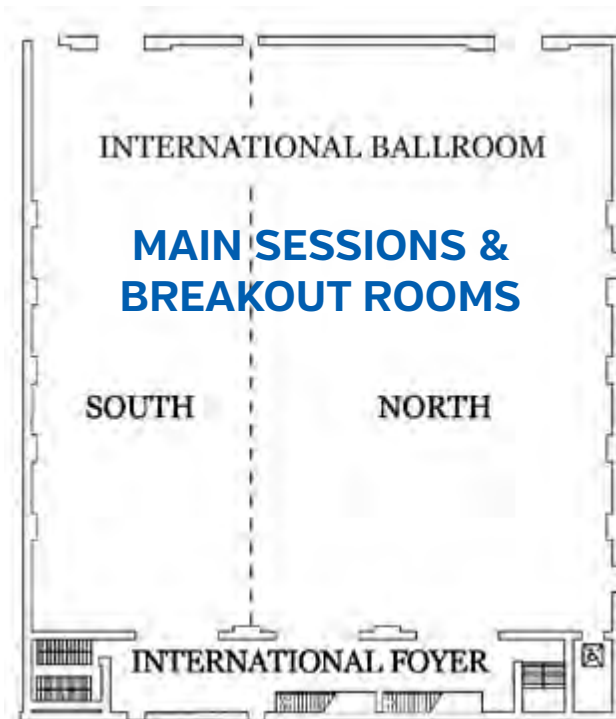
- Business or business casual attire suggested.
- The use, distribution, or sale of any products containing THC is strictly prohibited at the event, in the exhibit hall, conference sessions, or any other function space where the event is conducted. Any individual who possesses, transports, or consumes any THC-based products is solely responsible for his/her compliance with local and state regulations.
- About the Track program: While the tracks are focused on a particular part of the market, please feel free to switch between tracks to customize the program to your needs.

# Conference Maps – Session Room Levels

*Hotel Lobby Level*

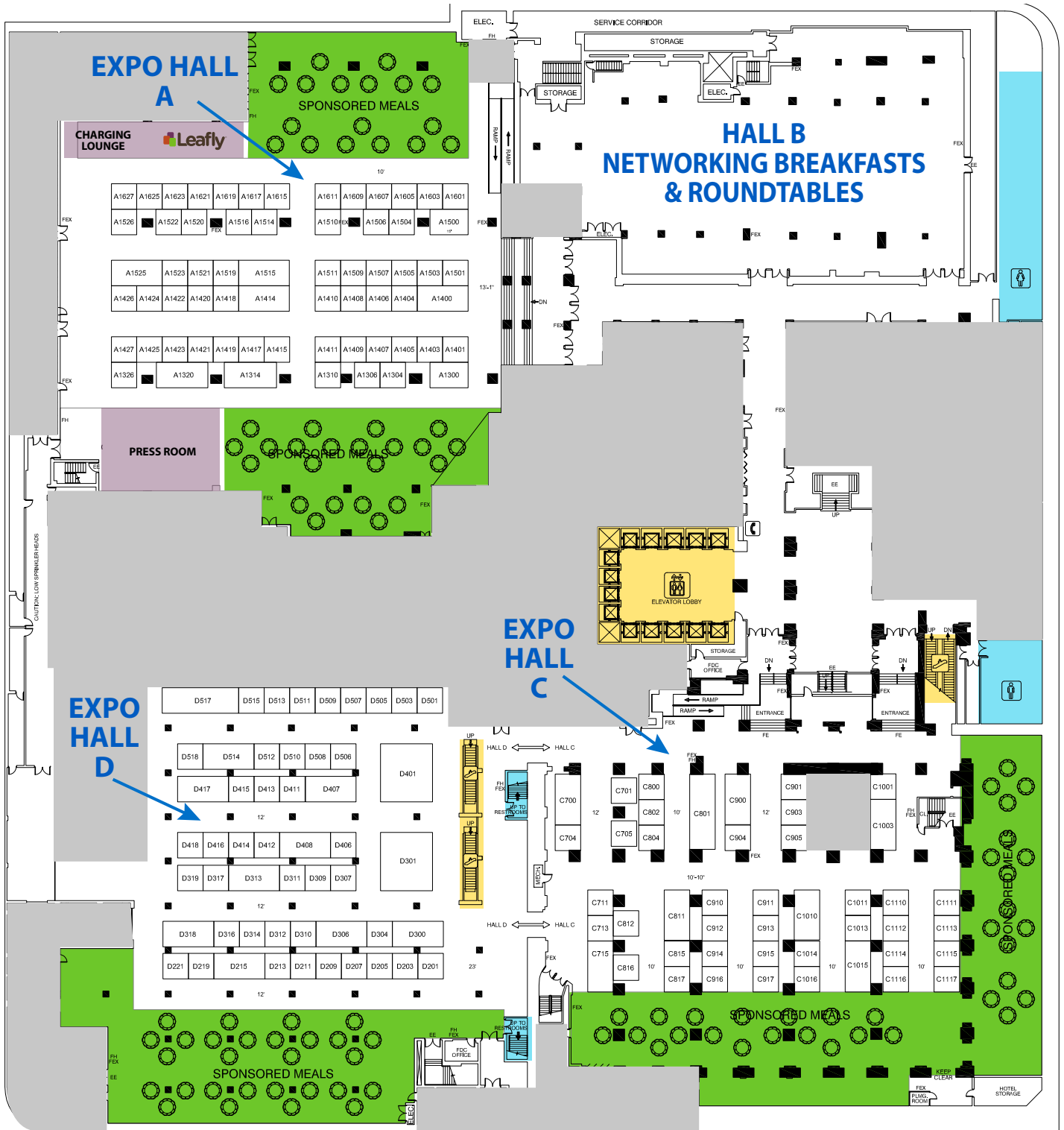


*Hotel Second Level*





# Conference Maps – Expo Hall Levels








































































## Legend

■ - Dining

■ - Elevators/Escalators

■ - Restrooms

# Sponsors & Exhibitors

PREMIER		GOLD		GOLD		SILVER		SILVER		SILVER	
 Your Trusted CBD Source Booth# D301		 Booth# D401		 SCIENTIFICALLY ENGINEERED Booth# D300		 Growing Smarter, Together. Booth# C711		 Booth# D501		 Booth# A1410	
 Booth# D213	 Booth# C916	 Booth# A1500	 Booth# D508	 Booth# C1014	 SUPERCRITICAL Booth# D319	 DESIGN/BUILD Booth# C910	 Watering Systems & Cultivation Consultancy USA Booth# C1010	 Growing Systems Booth# D215			
 Booth# A1405	 Booth# C804	 Booth# D515	 Booth# A1314	 The Way Cannabis is Sold. Booth# A1510	 CANNABIS CULTIVATION GROUP Booth# D416	 Booth# A1426	 Booth# D506	 CANNABIS ONLINE MARKETING PLATFORM Booth# A1427			
 Booth# D221	 Booth# D415	 Booth# C905	 Booth# D219	 BOONWATERK.COM Booth# A1407	 PROTECT YOUR INVESTMENT Booth# C1116	 Custom Potting Solutions Booth# D406	 Booth# C914	 EQUIPMENT & SUPPLY Booth# C1001			
 INSURANCE SERVICES Booth# A1425	 Booth# D517	 Booth# A1609	 Booth# A1503	 LIVE PURE Booth# D205	 Booth# A1501	 Booth# D309	 Creating Services, Inc. Booth# C713	 Booth# C1003			
 Booth# C817	 Booth# D316	 control systems Booth# A1409	 Booth# A1516	 Booth# C904	 Booth# A1603	 Booth# A1514	 Driven by Com. Defined by Quality. Booth# A1404	 Booth# C903			
 Booth# A1525	 Air Quality Solutions The Science of Clean Air. Booth# A1615	 EXTRACTION TECHNOLOGIES Booth# D514	 Booth# D407	 Booth# C1112	 Booth# A1509	 Booth# C816	 HIGH TECH CULTURE. LOW PRICE. Booth# D512	 Booth# C700			
 Booth# D518	 Booth# D509	 Booth# D209	 Booth# C812	 Booth# D505	 Booth# C900	 INTERNATIONAL Booth# A1306	 Booth# C1110	 Booth# A1506			

Note: Sponsor/Exhibitor information is correct as of time of printing and is subject to change.

								
Booth# C715	Booth# C917	Booth# A1417	Booth# C1015	Booth# C815	Booth# A1526	Booth# D513	Booth# D313	Booth# A1404
	Law Offices of Nicole Howell Neubert							
Booth# D417	Booth# D211	Booth# C1016	Booth# A1415	Booth# C1013	Booth# D311	Booth# D312	Booth# A1511	Booth# C811
			MMJ Funding					
Booth# A1310	Booth# D318	Booth# D412	Booth# A1419	Booth# A1304	Booth# C1113	Booth# A1601	Booth# A1411	Booth# C701
								
Booth# D201	Booth# A1300	Booth# C1114	Booth# D310	Booth# D418	Booth# D413	Booth# D503	Booth# D304	Booth# D307
Pure Vape								Securitech Group
Booth# A1403	Booth# C901	Booth# C704	Booth# C800	Booth# C1111	Booth# A1408	Booth# A1515	Booth# D507	Booth# C912
								
Booth# C802	Booth# A1406	Booth# D306	Booth# C1115	Booth# C705	Booth# A1320	Booth# C1117	Booth# D317	Booth# A1611
							US Global Resources	
Booth# C911	Booth# A1326	Booth# D414	Booth# D510	Booth# D511	Booth# D408	Booth# A1504	Booth# A1505	Booth# A1414
		Viridian Capital & Research			Waters/Vicam			
Booth# C915	Booth# A1400	Booth# D411	Booth# C913	Booth# D314	Booth# C801	Booth# D203	Booth# C1011	Booth# D207

# Extra Add-ons [additional fees apply to these items]

## Marijuana Business Crash Course



**Tuesday, May 19, 12:30-5:00pm**

New to the industry? Attend our half-day intensive workshop with expert cannabis entrepreneurs at The Hilton Chicago on Tuesday, May 19th (the afternoon before the Spring Conference begins).

This workshop will get you up to speed so you can take full advantage of the conference on Wednesday and Thursday.

**Agenda:**

- 12:30pm Overview
- 1:00pm Regulations / Licensing / Testing
- 1:45pm Banking / Payment Processing & Cash Management
- 2:15pm Real Estate & Community
- 3:00pm Taxes & Legal
- 3:45pm Insurance & Security
- 4:15pm Funding

Includes Q&A so you can get your questions answered by experts who have been deeply involved in the industry. Seating is limited and we typically sell out. Reserve your spot today!

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## Illinois MMJ Business Networking Breakfast



**Wednesday, May 20, 8:00-9:30am**

The value of the Illinois marketplace is in excess of \$40 million. You want to make a deal? This is the breakfast to go to. At a show with a few thousand people, it's hard to meet the kind of people that you need to meet. Business owners, entrepreneurs, investors and shareholders with business interests in the Illinois MMJ market are all invited to network with others facing the same unique challenges as you.

Please note: This networking breakfast is ticketed separately from the Main Conference and is open to all business owners, entrepreneurs, investors and shareholders in Illinois. You do not need to purchase a conference registration in order to attend.





# Marijuana Business Daily 5<sup>th</sup> Year Kick Off Celebration



**Wednesday, May 20, 7:00-9:00pm**

Back when Marijuana Business Daily was founded in 2011, we were the very first national publication wholly dedicated to business owners. Dedicated to enabling the growing professionalism, best practices and business success of this industry.

Please join us in celebrating as we enter our 5th year. The party will include surprise business celebrity guests, drinks and hors'd ouerves. Often, the networking at parties can be just as effective as the rest of the show.

This your chance to reach out to some of our top speakers and fellow attendees and ask questions in a relaxed atmosphere.

Headliner Sponsor:  Leafly<sup>®</sup>

Key Sponsor:  illumitex<sup>®</sup>  
FOCUSED LIGHTING SOLUTIONS

## Marijuana Business Investors Breakfast



**Thursday, May 21, 8:00-10:00am**

If you have already invested in a privately held cannabis related company, this is the breakfast for you. You will meet your fellow investors as well as some great funding prospects.

Build your network and share your knowledge at this exclusive event.

Please note: This networking breakfast is ticketed separately from the Main Conference and is open to all major investors and financiers. You do not need to purchase a conference registration in order to attend.

# Attendee Reviews

“Best event I have ever attended within the industry.”  
*Tripp Keber, Managing Director, Dixie Elixirs*

“Once again the Marijuana Business Daily produces a superior product. This was the most professional, informative and interactive event that I have attended. There were great networking opportunities and excellent speaker panels.”  
*Kris Morwood, Director, Impact Maven Mentors*

“What an amazing event. It was incredible to be able to listen to well respected members of the cannabis industry speak about their experiences, and pass on valuable information and life lessons. The Expo Hall was filled with more than I could have imagined, and I was able to secure several new vendors for our dispensary. And to top it all off, the opportunity to network, and share stories with other peers in the industry was absolutely priceless. Thank you so much for hosting such a wonderful experience. Can't wait to attend again next year!”

*Liesl Finkler, Dispensary Director,  
The Humboldt California Association*

“Thanks to this conference our funding outlook is very bright. We were impressed with the conference planning, the ability to network with others either already in the industry or entering and find potential investors for our company. Can't wait for the next one.”

*Patricia Noonan, Mary Jane Farms*

“A breakout event for the industry. The success can be measured by the large number of exhibitors and attendees or the wealth of knowledge shared in the presentations, but the power of the event was the connections that were made between those in all aspects of our industry, including investors and entrepreneurs. What a fantastic time.”  
*Alan Brochstein, Founder, 420 Investor*

“Excellent event - We gathered many leads and developed numerous solid business contacts for our product.”

*Gary Grimshaw, Toke and Toss*

“At a time when many new organizations are attempting to put on cannabis industry conferences, the MJ Business Daily event is the 'Must attend' event of the year. As an industry veteran it gives me the opportunity to connect with friends and colleagues from across the country, as well as forge new relationships.”

*Jay Czarkowski, Senior Partner, Canna Advisors*

“The attendees were all decision makers or principles of companies, the keynote was superb and engaging, the topics were spot on. Good job! Looking forward to Chicago!”

*Robert Cronin, CEO, Red Llama Trading*

“I had an overall amazing experience. I am already making plans on having my team come with me next year. This is an EPIC event that cannot be missed if you're serious about the cannabis industry on any level.”

*Kelli M Smith Gigi and Nana's Pharma*

“Amazing conference and speakers. I met people from all over the country.”

*Kimberly Macfarland, Sales & Marketing Director, NPK Packaging*

“The diversity of the attendees made for a one-a-kind networking experience. This is a 'must attend' conference in 2015”

*Ed Hogan, Founder, Notender Systems*

“As the CEO of an ancillary start up, I was psyched to learn so much about the industry in such a short period of time. I'm a Big Four Consulting veteran and the presentations given at the show were easily as professional as those I have seen given by firm Partners or Fortune 500 clients! I made a lot of great contacts that I am actively converting to clients; great show!”

*David Minder, Founder, CannaBiz Trusted Advisors*

“I strongly suggest you don't miss the next one.”

*Mark Mobray, Kleen Larma Gardens*

# Location



The Hilton Chicago  
720 S Michigan Avenue  
Chicago, IL

Every single U.S. President has stayed in the Hilton Chicago since its opening in 1927.

Now the leaders of America's cannabis industry are gathering there for a historic occasion.

The Hilton Chicago has the largest exhibit space of any hotel in Chicago. And we are packing Every Single Inch of it with exhibits from 160 leading cannabusiness-related firms.

Reserve your room before April 27<sup>th</sup> to receive the discounted show rate.

# Who's Behind This Conference



Founded in early 2011, *Marijuana Business Media*™ focuses solely on businesses and the investors who back them.

If you are leading or financing a cannabis-related company, we help you prosper via trusted information services and exceptional events.

Our publications have the highest business readership in the industry. Our events are sell-outs, year after year after year. And, we've been cited everywhere from *Harvard Business Review* and the *Wall Street Journal* to *Forbes*, *Fortune* and *Fast Company*.

Do you need practical information, real-life data or industry connections to help your business grow? You'll probably find what you need in one of our publications, or at our national events.

We are here to help the multi-billion dollar cannabis industry prosper. Let us know how we can serve you.

**Marijuana Business Media**™  
America's independent cannabusiness resource

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*\* \$100.00 off offer ends April 30<sup>th</sup>; only applicable to main conference registration*



As seen in:

