

Wow
early
instructions
to Ann Arbor
(201

Ann Arbor Medical Cannabis Guild NOTES

Meeting with Steve DeAngelo, April 7, 2012, & notes from April 8

After a life of activism Steve moved to California in 2000. His goal was to set up an example of what a dispensary should be. He wanted to combine professionalism with activism.

TESTING – is the difference between our medicine and street marijuana.

NEW PATIENTS? – His staff spends 15 minutes of orientation time with each new patient.

Harborside has lots of wellness programs, and a dependency program.

Tax? – you can deduct the cost of your product

280e is the part of the tax code that can be used to take us down. Steve strongly suggests that we study the website 280ereform.org

“If you plan carefully for 280e then it won’t be catastrophic”

Try to establish a local cash flow to the city – and local officials will love you. Money will cement relationships with governments.

The Beckley foundation (England) will be doing research (from data provided by dispensaries) on the efficacy of medical cannabis. This study will correlate strains of cannabis with medical results. Ann Arbor dispensaries will be able to participate in this study once the bugs have been worked out.

“The prohibitionists popularized the idea that cannabis was an inebriant”

SECURITY is a major concern. Steve has 28 cameras.

ALL DATA is on remote offsite servers – nearly all data lives on the cloud. MMJ freeway is a cloud based service and he likes it. All data that is on site is encrypted.

MEDICINE IS PREPACKAGED – in a very clean, humidity controlled room. This can minimize “shrinkage”, which happens with cannabis,

NO TIPS – because there is no playing favorites between customers.

EMPLOYEES - cannot really be friends – because employees have to be ready to immediately follow directions – not argue about them. This can be very painful. Steve hired friends at the beginning, and then there is always some resentment.

QUESTION – “How do you get patients to do political work?”