

Insurance & Ancillary Business Growth for the Cannabis Industry

Who We Are:

Cannasure Insurance Services, LLC is exclusively dedicated to the Cannabis Industry. We pride ourselves on delivering leading-edge product and service solutions that protect business owner's assets, the general public as well as mitigate risks inherent in the business.

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Who We Are:

- Specialty Wholesale, Managing General Agency and Retail Insurance Firm.
 - **Provide Property & Casualty Insurance and Risk Management Services to the Industry:**
 - General Liability, Product Liability, Professional Liability
 - Property – BPP, Tenant Improvements, Building, Inventory etc....
 - Surety Bonds
 - Worker Compensation
 - Risk Management Educational Resources and Seminars

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Strategic Risk Management

- Cannasure Insurance operates in all states that currently allow medical or adult use cannabis.
 - Focus on states with strong regulatory framework.
 - Work with regulators to develop insurance and risk management best practices to ensure public safety and security of industry.

Strategic Risk Management

- **Definition:** A strategic, well planned and executed management process designed to protect an organization's assets through:
 - Identification and analysis of exposures
 - Strategies to control those exposures
 - Financing of losses with external and internal funds
 - Administration of the Risk Management process

Key RM Considerations

- **Crime and Security – Imperatives:**
 - Controlled access to the business
 - Perform criminal background checks before hiring
 - Train all employees in security measures both on and off the job
 - Invest in security system/cameras in key areas
 - Separate cash and product vaults; monitor
 - Separate high risk responsibilities

Key RM Considerations

- **Product Liability – Imperatives:**

- Product tracking protocol
- 90 day “batch” retention protocol
- 3rd Party vendor required to provide “Proof of Insurance”
- Use 3rd party testing of product to certify quality and free of other contaminants
- Preventative “Use Packaging” methods
- Product labeling best practices

Growth of Industry

- Rapid expansion and growth of ancillary product and service providers in regulated markets
 - Examples of rapid growth ancillary businesses;
 - Construction
 - Real Estate
 - Security Providers
 - HVAC and Electrical Contractors
 - Nutrient and Equipment Suppliers
 - Professional Services – Lawyers, Accountants, Insurance
 - Packaging
 - Event Planning

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Growth of Industry

- Insurance related growth
 - Estimate premium potential over next 3 years in Nevada: \$5m - \$10m
 - Nevada Surplus Lines tax of 3.2% on all premiums sold
 - Resident Nevada insurance agents would generate commissions of \$500,000 - \$1,000,000
 - Specialty Insurance Carrier Domicile opportunities
 - State Licensing and additional Tax potential

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Contact Information

- For more information or to discuss your insurance needs please contact:

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