

News & Resources for the Northwest Cannabis Industry

## Bank STEPS UP!

**BANKING SERVICES FOR OREGON MMJ COMMUNITY COMING THIS MONTH!**

## INTERNATIONAL CANNABIS BUSINESS CONFERENCE

**September 13th & 14th, Portland**

## CannaCash!

**AgriSoft-Guardian Team Up For MJ Biz Loans**

**HOUSE PASSES MARIJUANA BANKING AMENDMENT!**

**BANKS YAWN.**

FLIP Me

**FLIP-SIDE FOCUS**  
**Guardian Data Systems**



category: RISK



A cannabis business is like a puzzle. Strategy and detail matter. [RSTLNE](#)



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Flip-Side Focus,  
Guardian Data Systems

**FLIP-SIDE**

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**OMMP**



# Green-Rush

Advisory Group, LLC

## HB3460

# Inspection Protection!

Oregon Administrative Rule **(OAR) 333-008-125** *“Inspections (1) The Authority must conduct an initial inspection of every registered facility within six months of approving an application to ensure compliance with these rules, and must conduct a routine inspection of every registered facility at least every year.”*

Let the professionals at the Green Rush Advisory Group, LLC review your HB3460 dispensary’s compliance status BEFORE your six month or annual inspection! Don’t risk revocation of your HB3460 license. **Call (888) 743-0569 to learn more about our HB3460 Inspection Protection services!**

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# Don't Risk it!

**34% of the systems that we were asked to review were  
NOT Compliant**



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# Seed-to-deposit.

Seed-to-sale software—and beyond!



*Lance Ott, CEO  
Guardian Data  
Systems, LLC*



*Charles R. Ramsey II, CEO  
Agrisoft Development  
Group, LLC*

We've joined forces to pair Agrisoft's 21st century, seed-to-sale software with Guardian Data Systems' banking, financing, leasing and merchant services. Take it to the bank, with our solutions:



- Credit, debit, and mobile payment processing
- Access to banking and working capital
- Financing based on receivables
- Equipment-leasing programs
- Banking compliance assistance
- State reporting assistance
- Proprietary Closed Loop/Prepaid Network

**888-900-0240**

**[info@guardiandatasystems.com](mailto:info@guardiandatasystems.com)**



#### **Agrisoft Seed to Sale Software**

- Inventory tracking for cultivation, retail and processing
- Robust, scalable business and compliance reporting for multiple locations and states
- Touch-screen POS
- Full extraction processing integration
- Cash-payment kiosks integration
- Security plan design and enhanced cultivation integration
- License application assistance

**816-783-5888**

**[sales@agrisoftdg.com](mailto:sales@agrisoftdg.com)**

# CannaCa\$h!

## AgriSoft-Guardian Team Up Launch Quick Loan Service

Seed to Sale gurus AgriSoft has joined forces with cannacash experts, Guardian Data Systems, to offer legal marijuana businesses an incredibly slick financing option.

AgriSoft employed the Big Dog strategy to fuel its rapid penetration into the legal marijuana industry. After bringing aboard

of the more effective ways to achieve that... is cash!

AgriSoft and this month's Flip-Side Focus™ business, Guardian Data Systems, recently launched a clever new funding option for legal marijuana businesses that use AgriSoft to run their marijuana enterprise. "Our new Business Cash Financing programs are based on receivables," says AgriSoft CEO Charles Ramsey. "They are a quick, easy way for cannabis operators to jump the funding gaps inevitable with rapid growth, especially in the absence of traditional banking support. Young cannabis operations invest heavily before opening their doors, and they often need short-term boosts of capital to scale up to meet the demand for medical and recreational cannabis."

It's similar to PayPal's recently launched "Working Capital"

**“AgriSoft and this month's Flip-Side Focus™ business, Guardian Data Systems, recently launched a clever new funding option for legal marijuana businesses that use AgriSoft to run their marijuana enterprise...similar to PayPal's recently launched 'Working Capital' offering, only better.”**

Matt Cook, Colorado's former Department of Revenue Director of Enforcement, as COO, the company went on a client acquisition tear and is now aggressively competing with established companies like BioTrackTHC and MJ Freeway. AgriSoft beat MJ Freeway to market with the nation's first infused-product management software.

It's impossible to properly articulate how important good seed to sale software is to a successful marijuana business. The more you rely upon these industry-specific software solutions, the happier you'll be. Products like AgriSoft keep your business compliant, increase profitability and give you a real-time, incredibly precise view of literally every aspect of your legal marijuana operation.

In America's burgeoning marijuana industry, it's tough to stand out in the crowd when you're competing with established brands. One

offering, only better. To qualify for the AgriSoft Business Cash Financing or Business Line programs, businesses must have at least \$10,000 in monthly sales and may receive up to \$250,000 per location. The cash advance may be disbursed by the business as needed. Applications are processed in one day with financing available within five business days. No collateral or personal guarantee is required, and personal credit does not affect the assessment of the business's eligibility to receive financing. Repayment is automatic through ACH withdrawals, based on revenue. A Merchant Cash Advance program also is available for those businesses accepting debit and credit cards. Businesses must transact at least \$3,500 in monthly card transactions, and repayment is based on future transactions.

Contact AgriSoft Development Group, LLC at (855) 783-5888, sales@agrisoftfd.com or www.agrisoftfd.com.

**FS**

# Show Your Grow!



**Visit [Flip-Side.us/show-your-grow](http://Flip-Side.us/show-your-grow) to enter!**

Requires OMMP grow site card number or I-502 Producer license number to enter. See rules and contest details at site.



# Flip-Side.us Cannabusiness Directory

## Clinics

**MMCS Clinic**  
503-384-WEED (9333)  
www.mmcsclinic.com  
4911 NE Sandy Blvd.  
Portland, OR 97213

**Northwest Alternative Health - Eugene**  
888-920-6076  
www.ommpcard.com  
247 W. 10th Ave  
Eugene, OR 97401

**Northwest Alternative Health - Medford**  
888.920.6076  
www.ommpcard.com  
259 E Barnett Rd.  
Medford, OR 97501

**Portland Alternative Clinic, Inc.**  
503.477.5643  
portlandalternativeclinic.com  
816 NW Hoyt Street  
Portland, OR 97209

**Potlândia Private Social Club**  
503.719.7214  
7131 NE Prescott St  
Portland, OR 97218

**Rosebud Wellness Center**  
503.432.8937  
2239 NE Broadway  
Portland, OR 97232

**Southern Oregon Alternative Medicine - Ashland**  
541.482.8386  
southernoregonalternativemedicine.com  
545 Lit Way  
Ashland, OR 97520

**Southern Oregon Alternative Medicine - Bend**  
541.779.5235  
southernoregonalternativemedicine.com  
Bend, OR

**Southern Oregon Alternative Medicine - Cave Junction**  
541.592.6647  
southernoregonalternativemedicine.com  
27893 Redwood Hwy.  
Cave Junction, OR 97523

**Southern Oregon Alternative Medicine - Coos Bay**  
541-267-0707  
southernoregonalternativemedicine.com  
93709 Newport Lane  
Coos Bay, OR 97420

**Southern Oregon Alternative Medicine - Grants Pass**  
541.955.2928  
southernoregonalternativemedicine.com  
414 N.E. E Street  
Grants Pass, OR 97526

**Southern Oregon Alternative Medicine - Klamath Falls**  
541.779.5235  
southernoregonalternativemedicine.com  
Klamath Falls, OR

**Southern Oregon Alternative Medicine - Lincoln City**  
541.220.8810  
southernoregonalternativemedicine.com  
4355 Highway 101  
Lincoln City, OR

**Southern Oregon Alternative Medicine - Medford**  
541.779.5235  
southernoregonalternativemedicine.com  
836 E. Main St. Ste #3  
Medford, OR 97504

**Southern Oregon Alternative Medicine - Port Orford**  
southernoregonalternativemedicine.com  
Port Orford, OR

**Southern Oregon Alternative Medicine - Springfield**  
541.844.1708  
southernoregonalternativemedicine.com  
152 Main Street  
Springfield, OR 97477

**Southern Oregon Alternative Medicine - Baker City**  
541.889.6512  
southernoregonalternativemedicine.com  
1817 2nd Street #1  
Baker City, OR 97814

**Southern Oregon Alternative Medicine - Corvallis**  
541.220.8810  
southernoregonalternativemedicine.com  
425 SW Madison  
Corvallis, OR 97333

**Southern Oregon Alternative Medicine - Ontario**  
541.889.6512  
southernoregonalternativemedicine.com  
2870 Sw. 4th Ave  
Ontario, OR 97914

**The Aurora Clinic**  
503.232.3003  
theauroraclinic.com  
1847 E Burnside St Ste B  
Portland, OR 97232

**The Hemp & Cannabis Foundation - Grants Pass Clinic**  
541.244.4000  
thc-foundation.com/oregon  
558 NE F St. Suite 1  
Grants Pass, OR 97526

**The Hemp & Cannabis Foundation - Portland Clinic**  
503.281.5100  
thc-foundation.com/oregon  
105 SE 18th Ave.  
Portland, OR 97214

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www.bybuko.com  
PO Box 13480  
Portland OR 97213

**Dispensaries OR Albany**  
**Albany Alternative Health Solutions**  
541-974-3742  
820 Pacific Blvd SE  
Albany, OR 97322  
#75541

**Going Green Albany**  
541-405-8856  
Find us on weedmaps.com  
1225 Commercial Wy SE  
Albany, OR 97322  
#62518

**Aloha Medmar Clinic LLC, The**  
971-255-1456  
www.themedmarclinic.com  
20595 SW TV Hwy  
Aloha, OR 97006  
#30736

**Westside Wellness**  
503-649-2999  
westside-wellness.com  
18918 SW Shaw St  
Aloha, OR 97007  
#10896

## Astoria

**Sweet Relief Natural Medicine**  
503-741-6024  
Find us on Facebook  
1444 Commercial St  
Astoria, OR 97103  
#69714

## Bend

**5LMNT, LLC**  
828-719-1985  
www.fifthlmnt.com  
63552 N Hwy 97  
Bend, OR 97701  
#83554

**Bloom Well, Inc.**  
541-317-1814  
www.bloomwellbend.com  
1814 NE Division  
Bend, OR 97701  
#78761

**Cannabend LLC**  
541-617-0420  
Find us on Facebook  
3312 N Highway 97  
Bend, OR 97701  
#43092

**DiamondTREE Inc**  
541-706-9340  
www.diamondtreeclub.com  
2715 NE Hwy 20  
Bend, OR 97701  
#01429

**Dr. Jolly's**  
701-729-3310  
Find us on Facebook  
415 SE 3rd St.  
Bend, OR 97702  
#48279

**Garden Kings**  
541-610-3667  
Find us on google +  
325 NE Franklin Ave  
Bend, OR 97701  
#49140

**Herb Center, The**  
541-550-7325  
Find us on google +  
2205 NE Division St  
Bend, OR 97701  
#97215

**Medication Station Inc., The**  
541-550-7777  
Find us on Facebook  
817 NW Hill St  
Bend, OR 97701  
#50923

**The Good Leaf Organic Collective**  
541-382-9420  
Find us on Facebook  
20360 Empire Ave #B-8  
Bend, OR 97701  
#67703

## Brookings

**Banana Belt Safe Access Center**  
541-813-2503  
banabeltmf.com  
16399 Lower Harbor Rd  
Brookings, OR 97415  
#62984

**South Coast Dispensaries**  
541-813-2133  
1025 Chetco Ave #4  
Brookings, OR 97415  
#27623

## Brownsville

**Green Cross Dispensary**  
541-466-9110  
333 North Main St  
Brownsville, OR 97327  
#49625

## Clackamas

**45th Parallel Group, LLC, The**  
503-305-5992  
16631 SE 82nd Dr  
Clackamas, OR 97015  
#88174

## Corvallis

**Agrestic LLC, The**  
541-753-4182  
www.theagrestic.com  
1665 SE 3rd St  
Corvallis, OR 97333  
#28067

## High Quality Compassion

541-283-6472  
Find us on leafly  
1300 NW 9th St  
Corvallis, OR 97330  
#23829

## Natures Better Health Center

541.207.8136  
www.nbhtoday.com  
220 NW 2nd St  
Corvallis, OR 97330  
#44776

## Cottage Grove

**Apothecaria LLC**  
541-521-6728  
Find us on weedmaps  
700 Row River Rd  
Cottage Grove, OR 97424  
#92208

**Mandy's Med Club**  
541-942-5047  
www.mandysmedclub.com  
335 Hwy 99 S  
Cottage Grove, OR 97424  
#70653

## Dexter

**Blue Moon Dispensary**  
541.937.2993  
39092 Dexter Rd  
Dexter, OR 97431  
#09776

## Eagle Point

**Going Organic LLC**  
541-826-2476  
10546 Hwy 62, Ste C  
Eagle Point, OR 97524  
#81442

## Eugene

**Amazon Organics**  
541-514-0271  
www.amazonorganics.net  
3443 Hilyard St  
Eugene, OR 97405  
#05545

## Cannabliss And Co

541-283-6334  
588 E 11th Ave  
Eugene, OR 97401  
#45800

## Emerald City Medicinal Services, LLC

541-505-9065  
emeraldcitymeds.org  
1474 W 6th Ave.  
Eugene, OR 97402  
#21244



# Flip-Side.us Cannabusiness Directory

## Eugene Compassionate Caregivers

503-839-3544  
439 W 1st St  
Eugene, OR 97401  
#66457

## Greener Side, The

541-345-8904  
www.keepeugenegreen.org  
1553 Oak St.  
Eugene, OR 97401  
#24868

## Herbal Centre, LLC, The

541-914-5181  
www.thetheherbalcenter.com  
463 River Ave  
Eugene, OR 97404  
#69040

## L.J.'s Medication Destination LLC

541.844.4180  
3131 W 11th Ave  
Eugene, OR 97403  
#42549

## Next Level Wellness

541-515-6514  
www.nextleveldispensary.com  
145 E 29th Ave  
Eugene, OR 97405  
#68959

## Oregon Medicinal Alternatives

541-913-8890  
www.oregonmedicinalalternatives.com  
388 Pearl St  
Eugene, OR 97401  
#91177

## Oregon Medigreen

541-636-4029  
oregonmedigreen.com  
570 Lawrence St. #112  
Eugene, OR 97401  
#19162

## Oregon Microgrowers Guild

541-246-8972  
www.oregonmicrogrowery.com  
1395 Cross St  
Eugene, OR 97402  
#52763

## The People's Wellness Center

458-201-7642  
www.thepeopleswellnesscenter.com  
71 Centennial Loop Ste B  
Eugene, OR 97401  
#27243

## Twenty After Four Wellness Center

503-851-9709  
440 Blair Blvd  
Eugene, OR 97401  
#95952

## Gladstone

### Maritime Cafe, Inc.

503-305-8307  
maritimecafe.net  
17415 SE McLoughlin Blvd  
Gladstone, OR 97267  
#25691

## Gold Beach

### Club Sockeye

541-247-9080  
94253 North Bank  
Rogue River Rd  
Gold Beach, OR 97444  
#79563

## Gold Hill

### Breeze Botanicals

541-556-7830  
www.breezebobotanicals.com  
315 Second Ave.  
Gold Hill, OR 97525  
#56580

## Hermiston

### Relief Center, The

541-289-6337  
Find us on google +  
2372 N 1st St, suite B"  
Hermiston, OR 97838  
#54844

## Hood River

### The Gorge Green Cross

602 Oak St  
Hood River, OR 97031  
#59685

## Independence

### Healing Green Dispensary

503-991-4263  
www.healinggreen.org  
769 N Main Ste C  
Independence, OR 97351  
#35100

## Kerby

### Mainstreaming Our Medicine LLC

541-415-1550  
24394 Redwood Hwy  
Kerby, OR 97531  
#86125

## Klamath Falls

### A Better Way Medicinal Alternatives, LLC

541-281-9925  
www.klamathdispensary.com  
3255 Washburn Wy., Ste #5  
Klamath Falls, OR 97603  
#10745

## Lincoln City

### Pipe Dreams

541-992-8821  
pipedreamsdispensary.blogspot.com  
1745 SW Highway 101, Ste C  
Lincoln City, OR 97367  
#00671

## McMinnville

### Medicine Tree LLC

503-710-2712  
2046 OR 99W., #A  
McMinnville, OR 97128  
#55773

## Medford

### Lime Green

541-324-3052  
17 S Riverside Ave  
Medford, OR 97501  
#03081

## Maryjanes Basement

541-690-1542  
259 E Barnett Rd.  
Medford, OR  
97501  
#09568

## Milwaukie

### Emerald Rose City Cannabis Club

503-654-7104  
Find us on Facebook  
17030 SE McLoughlin Blvd  
Milwaukie, OR 97267  
#07875

## Little Amsterdam Wellness Center

503-806-1261  
littleamsterdampdx.com  
18819 SE McLoughlin Blvd  
Milwaukie, OR 97267  
#70259

## North Bend

### Positive Vibrations

541-287-1094  
www.positivevibrations1.com  
2001 Union Ave  
North Bend, OR 97459  
#92572

## Ontario

### Scott Inc.

541-235-1165  
432 N Oregon St  
Ontario, OR 97914  
#09761

## Phoenix

### Top Shelf Wellness Center

541-897-0716  
205 Fern Valley Rd Ste C  
Phoenix, OR 97535  
#01049

## Portland

### Abuv

503-351-2327  
8056 SE Harold St  
Portland, OR 97206  
#21116

### Abuv

503-351-2327  
6033 NE Win Sivers Dr  
Portland, OR 97206  
#50224

## Allied Patient Care, Inc.

800-762-1452  
729 SE Powell Blvd  
Portland, OR 97214  
#24438

## Alternative Pharmacy

503-255-0092  
www.alternativepharmacy.com  
10340 NE Weidler St  
Portland, OR 97220  
#22949

## Alternative Solutions

503-761-1635  
Find us on leafly  
13560 SE Powell Blvd  
Portland, OR 97236  
#39253

## AmeriCanna Rx

971.254.4581  
www.americannarx.com  
8654 NE Sandy Blvd  
Portland, OR 97220  
#06679

## Botanical Evolution LLC

541-913-9383  
1979 NW Vaughn St Ste B  
Portland, OR 97209  
#21437

## Bridge City Collective

503.863.7575  
215 SE Grand Ave  
Portland, OR 97232  
#86421

## Bridge City Collective

503.863.7575  
4312 N Williams  
Portland, OR 97217  
#60610

## Canna-Daddy's Wellness Center

971-279-4932  
Find us on Facebook  
16955 SE Division St  
Portland, OR 97236  
#10505

## Cannabliss And Co

503-719-4338  
www.cannablissandco.com  
1917 SE 7th Ave  
Portland, OR 97214  
#91718

## Cascade Alternative Resources

503-284-6714  
cascadealt.org  
6430 NE MLK Blvd  
Portland, OR 97211  
#77320

## Club Sky High

503-719-5801  
www.clubskyhigh.net  
8957 N Lombard St  
Portland, OR 97203  
#79323

## Collective Awakenings

503-206-7090  
www.collectiveawakenings.org  
2823 Sandy Blvd  
Portland, OR 97232  
#30480

## Divine Kind Inc

503-953-0512  
www.divinekindpdx.com  
8601 SW Terwilliger Blvd  
Portland, OR 97219  
#07445

## Exodus Wellness Center

971-242-8079  
www.exoduswellnesscenter.com  
16211 SE Powell Blvd  
Portland, OR 97266  
#23473

## Farma On Hawthorne

503.810.5260  
916 SE Hawthorne Blvd.  
Portland, OR 97214  
43487

## Five Zero Trees

971-242-8492  
www.fivezerotrees.com  
10209 SE Division St Bldg B, Ste 100  
Portland, OR 97266  
#84171

## Flora Portland

503-477-4261  
Find us on leafly.com  
110 SE Main St, Ste C  
Portland, OR 97214  
#62014

## Green Front, The

503-252-0036  
www.thegreenfront.org  
6814 NE Glisan St  
Portland, OR 97213  
#61083

## Green Oasis

503-410-7676  
www.portlandgreenoasis.com  
1035 SE Tacoma St  
Portland, OR 97202  
#63392

## Green Planet, The

503-318-1855  
10022 SW Canyon Rd  
Portland, OR 97225  
#41893

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# Flip-Side.us Cannabusiness Directory

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## Health Awareness Group

503-706-4904  
healthawarenessgroup.com  
2312 NW Kearney St  
Portland, OR 97210  
#29982

## Herbal Wonders LLC

503.236.8697  
6230 NE Halsey  
Portland, OR 97213  
#96719

## Herbalist Farmer, Inc.

503-252-9088  
www.herbalistfarmer.com  
45 NE 122nd Ave  
Portland, OR 97220  
#12485

## Home Grown Apothecary

503-232-1716  
www.homegrownapothecary.com  
1937 NE Pacific St  
Portland, OR 97232  
#11561

## Human Collective II, The

503-208-3042  
humancollective.org  
9220 SW Barbur Blvd  
Portland, OR 97219  
#95761

## J.C. Hawthorne's

503-998-7351  
Find us on Facebook  
1133 SE 82nd Ave  
Portland, OR 97215  
#31498

## Kaleafa

503.939.1286  
5232 SE Woodstock Blvd  
Portland, OR 97206  
#38245

## Kaya Shack

503-954-2348  
1719 SE Hawthorne Blvd  
Portland, OR 97214  
#48152

## Kind Heart Collective

503-512-6136  
8217 N Denver Ave  
Portland, OR 97217  
#41043

## La Mota

541-324-3052  
7435 SE 52nd Ave  
Portland, OR 97206  
#87114

## Local Herb Collective

503-433-8030  
Find us on leafly.com  
15948 SE Division St  
Portland, OR 97236  
#73311

## Marijuana Dispensaries LLC

971-255-1456  
4612 NE Sandy Blvd  
Portland, OR 97213  
#34008

## Mt Hood Wellness Center, LLC

503-504-0894  
2532 NE Broadway St  
Portland, OR 97232  
#27102

## Mt Hood Wellness Center, LLC

971-279-4116  
www.mthoodwellness.com  
11121 SE Division St  
Portland, OR 97266  
#42052

## Nature's Alternative, Inc.

503-252-9905  
15350 NE Sandy Blvd. Units #C and #D  
Portland, OR 97230  
#05224

## Nectar Medicinal Herbs LLC

503-805-7523  
1019 NE 122nd St  
Portland, OR 97230  
#86223

## NW Health Services Inc

503-851-9709  
www.nwhealthpdx.com  
6126 SE Duke St Unit A  
Portland, OR 97206  
#96439

## OMCC Oregon

503-716-6042  
Find us on Facebook  
10055 NE Glisan St  
Portland, OR 97220  
#89848

## One Draw Two LLC

503.481.7524  
11717 NE Halsey St  
Portland, OR 97220  
#22655

## Oregon Grown Gift Shop

503-322-8423  
www.oregongrowinggiftshop.com  
332 SE 82nd Ave  
Portland, OR 97216  
#47966

## Oregon's Alternative Medical Center

971-302-6277  
Find us on leafly  
6300 NE 42nd Ave  
Portland, OR 97218  
#97408

## Oregon's Finest

971-254-4765  
ofmeds.com  
1327 NW Kearney St  
Portland, OR 97209  
#16217

## Portland Canna Connection

503-477-9247  
www.theportlandcannaconnection.com  
1515 SE 46th Ave  
Portland, OR 97215  
#93626

## Portland Compassionate Caregivers

503-954-2275  
Find us on Facebook  
4020 SE Cesar Chavez Blvd  
Portland, OR 97202  
#90584

## Powell House Cannabis Club

503-788-9999  
Find us on Facebook  
5311 SE Powell Blvd  
Portland, OR 97206  
#18544

## Puddletown Organics

503-333-8773  
8201 SE Powell Blvd Ste F  
Portland, OR 97266  
#10144

## Pure Green

971-242-8561  
puregreenpdx.com  
3738 NE Sandy Blvd  
Portland, OR 97232  
#76798

## ReLeaf MM

503-278-9237  
www.releafmm.com  
1034 SE 122nd Ave  
Portland, OR 97233  
#24134

## Rip City Remedies Inc

503-235-6000  
www.ripcityremedies.org  
3325 SE Division St  
Portland, OR 97202  
#90135

## River City Holistic Health LLC

503-206-2113  
rivercityholistichealth.com  
1761 NE Dekum St  
Portland, OR 97211  
#49498

## The Green Door on Hawthorne

503.438.6802  
3135 SE Hawthorne Blvd  
Portland, OR 97214  
#86878

## The Green Remedy

503.954.2991  
12447 SE Powell Blvd  
Portland, OR 97236  
#03643

## Tree House Collective, LLC

503-222-5100  
2419 NE Sandy Blvd  
Portland, OR 97232  
#50833

## Uplift Botanicals LLC

503-351-5196  
5421 NE 33rd Ave  
Portland, OR 97211  
#69585

## Urban Farmacy, LLC

503-957-7832  
www.urbanfarmacyprc.com  
420 NE 60th Ave  
Portland, OR 97213  
#45028

## Roseburg

### 420 Club LLC

541.643.8208  
2574 & 2576 NE Stephens St  
Roseburg OR 97470  
#36565

## Salem

### 1st Choice Cannabis Farmacy OMMP

971-301-0744  
1stchoicecannabis.com  
4142 Liberty Rd S  
Salem, OR 9730  
#23052

### 2nd Step Dispensary

503-391-8214  
naturequestllc.com  
1295 Oxford St SE  
Salem, OR 97302  
#73294

### Ancient Remedies

503-990-6723  
www.topshelfllc.com  
2350 State St  
Salem, OR 97301  
#40586

## CannaMedicine

503-585-2697  
www.cannamedicine.org  
1460 State St  
Salem, OR 97301  
#63031

## Cherry City Compassion

971-273-7607  
www.cherrycitycompassion.net  
2025 25th St SE  
Salem, OR 97302  
#37512

## Club Pitbull

503-409-8192  
www.salemdispensary.org  
4088 State St  
Salem, OR 97301  
#11153

## Herbal Grasslands, LLC

503-364-9522  
Find us on Facebook  
1130 Royvonne Ave SE  
Salem, OR 97302  
#92797

## Holistic Choice, The

503-990-7312  
theholisticchoicesalem.com  
1045 Commercial St SE  
Salem, OR 97302  
#01850

## Oregon Chronic Solutions

503-385-8101  
Find us on Facebook  
1695 Fairgrounds Rd NE  
Salem, OR 97301  
#64815

## TLC Medical LLC

503-930-8891  
1895 Liberty St NE  
Salem, OR 97301  
#69319

## TLC Medical LLC

503-930-8891  
4550 Commercial Street S  
Salem, OR 97302  
#16750

## Seaside

### Highway420

503-717-5045  
www.highway420.net  
1803 S Roosevelt Dr  
Seaside, OR 97138  
#86889

## Shady Cove

### THC

323-632-7277  
21901 Hwy 62  
Shady Cove, OR 97539  
#70854

## Springfield

### Wickit Weedery

503-894-2555  
www.wickitweedery.com  
2600 Main St Suite E  
Springfield, OR 97477  
#84634

## Talent

### Green Valley Wellness LLC

541-535-3022  
103 N Pacific Hwy Units B & C  
Talent, OR 97540  
#67166

# Flip-Side.us Cannabusiness Directory

**Talent Health Club LLC**  
917.312.5327  
1007 S Pacific Hwy., unitE  
Talent, OR 97540  
#32984

## **Toledo**

**Going Green West Coast Inc**  
541-635-0078  
Find us on weedmaps  
41 Olalla Rd  
Toledo, OR 97391  
#99415

## **Veneta**

**Oregon's Herbal Remedies LLC**  
541.653.4887  
88344 Territorial Rd  
Veneta OR 97487  
#38051

## **Waldport**

**Coastal Cannabinoids**  
541-563-4206  
www.coastalcannabinoids.com  
1466 SW Pacific Coast Hwy.  
Waldport, OR 97394  
#92458

## **Waldport Cannabis DLLC**

541-270-5505  
250 SW Hwy 101  
Waldport, OR 97394  
#94373

## **Growers**

**Green Rush Advisory Group, LLC**  
888-743-0569  
green-rush.us/cannabis-sales-services/

## **Grower T1**

**Apsu**  
North Bend, WA 98045  
#412044

## **Aqua Organics**

Friday Harbor, WA 98250  
#413113

## **Bearded Bro's Buds**

Maple Falls, WA 98266  
#412284

## **Billifer's Buds**

Spokane, WA 99217  
#413913

## **Cannaman Farms**

Vancouver, WA 98682  
#412079

## **Chronic Situation**

Spokane, WA 99217  
#413957

## **Copeland's Cannabis Farm**

Monitor, WA 98836  
#412099

## **E & B Growers**

Usk, WA 99180  
#412449

## **Eleven Window Ventures**

Spokane Valley, WA 99212  
#412304

## **Environmental Green**

Spokane Valley, WA 99216  
#412527

## **Green Chiefs**

Granite Falls, WA 98252  
#412672

## **Green Matter**

Spokane, WA 99008  
#412119

## **Green Veteran**

Riverside, WA 98849  
#412285

## **Greenrush**

Snohomish, WA 98904  
#412295

## **HD Hills**

Okanogan, WA 98840  
#412595

## **Herban Myth**

Longview, WA 98632  
#412123

## **Katie Gardens**

Lyle, WA 98635  
#412282

## **Land of Lizards**

Lyle, WA 98612  
#412096

## **Legal Beverages**

Longview, WA 98632  
#412373

## **Miss Fits Laughing Stalk**

Republic, WA 99166  
#412729

## **MJ Productions**

Spokane Valley, WA 99212  
#412109

## **Mr. Nice Guy**

Spokane Valley, WA 99212  
#412352

## **Okanogan Highlands Cannabis**

Malo, WA 99150  
#412033

## **Papa's Farm**

Spokane, WA 99224  
#412016

## **Quince Farm**

Bainbridge Island, WA 98110  
#412103

## **RJL**

Wishram, WA 98673  
#417385

## **The Botanical Group**

Spokane, WA 99224  
#412616

## **The Green Surfer**

Mead, WA 99021  
#412445

## **The Hunt Company**

Spokane Valley, WA 99212  
#412686

## **Virtual Services**

Bellingham, WA 98226  
#412073

## **Grower T2**

**Alpha Budz**  
Forks, WA 98331  
#413066

## **Auricag Incorporated**

Seattle, WA 98134  
#412118

## **Avitas**

Arlington, WA 98223  
#412064

## **Bang's Cannabis Company**

Cheney, WA 99004  
#412402

## **BBB Farms**

Elk, WA 99009  
#412601

## **Black Dog Acres**

Goldendale, WA 98620  
#412169

## **Blue Sky Growers**

East Wenatchee, WA 98802  
#412969

## **Cascade Crops**

Shelton, WA 98584  
#412077

## **Commencement Bay Production and Processing**

Tacoma, WA 98409  
#412681

## **Copperhead Farm**

Prescott, WA 99348  
#412078

## **CPNL**

Seattle, WA 98134  
#412063

## **DB3**

Seattle, WA 98134  
#412252

## **Deepwater Botanicals**

Bellingham, WA 98226  
#412154

## **Docandyeti's**

Tumwater, WA 98512  
#414041

## **Downtown Cannabis Company**

Pacific, WA 98047  
#412075

## **Dutch Brothers**

Seattle, WA 98134  
#412246

## **Fantasy Farms LLC**

Spokane, WA 99208  
#413858

## **Fresh Productions**

Olympia, WA 98502  
#415783

## **G-7 Grow**

Ephrata, WA 98823  
#413205

## **Gaia Industries**

Monroe, WA 98272  
#412232

## **Green Labs**

South Bend, WA 98586  
#413076

## **Greentree Industries**

Spokane, WA 99217  
#412144

## **Growth Industries**

Porter, WA 98559  
#412426

## **Highwater Farms**

Shelton, WA 98584  
#412223

## **Horse Heaven Hills High**

Prosser, WA 99350  
#412311

## **Hydro Light**

Cle Elum, WA 98922  
#412043

## **Island Reefer**

Cle Elum, WA 98922  
#412703

## **J D**

Tenino, WA 98589  
#412942

## **JCJ Greens**

Chelan, WA 98816  
#412591

## **JJE Ag**

Yelm, WA 98597  
#413093

## **Lady Earth Botanicals**

Toutle, WA 98649  
#412552

## **Lilly of the Valley Medicinal Gardens**

Tonasket, WA 98855  
#412516

## **Manastash Gardens**

Olympia, WA 98502  
#413123

## **Marijuana and More**

Tumtum, WA 99034  
#412022

## **Methow Valley Nursery**

Winthrop, WA 98862  
#413659

## **Nettles Unlimited**

Spokane Valley, WA 99212  
#412762

## **Nine Point Growth Industries**

Bremerton, WA 98312  
#412107

## **Nugreen**

Spokane, WA 99202  
#413943

## **O2 Sun**

Benton City, WA 99320  
#412084

## **Oberfelder Holdings**

Chelan, WA 98816  
#412286

## **Oregrade**

Elk, WA 99009  
#413015

## **Pacific Canna Clones**

Hoquiam, WA 98550  
#412994

## **Peninsula Cannabis**

Port Angeles, WA 98362  
#412218

## **Root Down**

Spokane, WA 99202  
#412273

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# Stems an

by F. Thurston Pearson

## **\$10,000 for a lb. of Pot**

Wanna know how to damage I-502's fragile but cool structure? How about trying to charge \$10,000 for a pound of pot--and then lying to the State about the transaction details?

While Washington's marijuana supply chain kerfuffle is

***“Angry complaints to the WSLCB about price gouging will inevitably lead to scrutiny from rule makers, and that could ultimately involve bureaucrats attempting to establish price controls... which is never a good thing.”***

clearly a direct result of the casual pace at which the WSLCB approved I-502 growers (there are only 10 growers that had 90 days or more to grow between the date they got their license and July 8th's opening day for retailers), it has now devolved into a smarm-fest, the most dastardly example of which is a certain Spokane area producer/processor who recently tried to sell a pound of marijuana to a desperate retailer for \$10,000.

Worse yet, he tried to compel the retailer to game the traceability report for the transaction and alter the actual price he paid by switching some of the cost of the marijuana to “delivery expenses” in order to hide the gougy rate he was trying to get.

Among the many horrible aspects of that scenario is that the level of greed displayed by the processor so enraged the retailer that he complained to the WSLCB.

It's hard to blame the retailer for throwing the flag. \$10,000 for a pound of pot is exploitive on a (Gordon) Gekkoian level and anything the industry can do to discourage that is a good thing.

And there are plenty of other stories from retailers who have seen outrageous pricing for marijuana from licensed I-502 processors. Some processors are now charging retailers separate fees for packaging materials, excessive delivery fees and trying to strongarm year-long contracts at locked-in-pricing.

The only explicit reference to pot pricing in the Washington Administrative Codes that govern the I-502 program relate to selling at a loss, not gougery. “WAC 314-55-079: (6) Marijuana retailers may not sell marijuana products below their acquisition cost.” While price increases are a predictable result of scarce inventory, in this case they are exacerbated by the fear retailers have about their ability to sustain a significant inventory of high quality, Class A, marijuana. All of Washington's legal marijuana retailers have invested significant amounts of money in order to implement their operation. That debt demands servicing. Those \$25 and \$30 per gram prices we've seen aren't always driven by excessive rates from processors, but by retailers who need to get in front of the looming debt they took on in order to launch their retail marijuana shop.

But the behavior displayed by the processor described above creates a danger to the industry nobody wants: bureaucratic involvement.

Angry complaints to the WSLCB about price gouging will

inevitably lead to scrutiny from rule makers, and that could ultimately involve bureaucrats attempting to establish price controls... which is never a good thing.

When I spoke to the retailer on the receiving end of the exorbitant offer described above, he was less than cheerful about it. And his general attitude was echoed by several other retailers who feel they are being held hostage while weed is scarce.

Several have voiced a desire to publicly identify and boycott

processors abusing their lucky status as the few growers with all of the pot. All of the retailers I've spoken to are happily waiting for more growers to come online and look forward to flipping off these opportunists in the future. I would suggest that Washington's I-502 Retailers add to their plans the power of communication. Simply knowing who is playing fair and who isn't would greatly aid retailers when they choose which processor they are going to support with their purchases--and which ones they won't.

To report abusive pricing from processors without involving the WSLCB, email me the information. I'll distribute it to every licensed I-502 retailer... and maybe throw in a couple of Public Shamings to make people think twice about this kind of money grab.

## **MBank Set to Rollout MJ Banking Services**



In the Pacific Northwest, there are just two credit unions in Washington state and, as of this month, one bank in Oregon willing to officially provide financial products and services to legal marijuana businesses. This, despite some fairly impressive recent federal-level efforts to mollify almost two decades of prosecutorial fear the Feds inculcated into bankers pondering pot partnerships (see What the Heck? in this issue).

While the national banking brands take a not-us stance to the recently passed Heck amendment, some smaller regional players are bravely stepping up to offer legal marijuana businesses a modicum of remedy to the industry's most pressing public safety issue: too much cash.

In Oregon, MBank is rolling out banking services to legal marijuana businesses this month. It's a gutsy move, which is

# id Seeds...

likely why MBank CEO Jeff Baker likes it. Baker and his carefully crafted team of MBankers have a history of breaking with the pack as a formula for success. A strategy that has yielded the bank five straight quarters of growth through their 2014 1st quarter financials, which show assets exceeding \$170 million.

Providing legal marijuana businesses banking services will give MBank a shot at a huge depositor windfall, while providing Oregon's thriving medical marijuana community its only traditional banking offering. There are currently 158 HB3460 dispensaries licensed in Oregon. If you think gross sales of \$1,000 a day are close to average, that's over \$57 million a year in dispensary money alone looking for a safe home.

Expect restrictions. It's best for you and MBank if you demonstrate your concern for precise records, paying your taxes, proper accounting, managing your business, compliance, etc. It's likely you'll experience a substantial vetting process when opening an account. Consider switching to a Seed to Sale software product like AgriSoft or others—they solve all of these issues and bring simplicity, precision and professionalism to your marijuana business. The precise management of your legal marijuana product and every penny associated with it, and your ability to show that, helps bankers feel confident that there is no illegal activity lurking within your operation.

Like Numerica and Salal in Washington state, MBank will likely start with the basics, like a checking account, debit card and the ability to ACH funds from other sources into your account. For more information about MBank's marijuana banking services please contact MBanker Randy Blake at (503) 674-3114 or [rblake@mbankonline.com](mailto:rblake@mbankonline.com).

## Cannabusiness Friendly Banking Institutions

### **MBank**

Oregon  
(503) 674-3114  
[www.mbankonline.com](http://www.mbankonline.com) / [rblake@mbankonline.com](mailto:rblake@mbankonline.com)  
(All Anticipated) Checking Accounts, Debit Cards, ACH to your account

### **Numerica Credit Union**

Eastern Washington  
Spokane: 509-535-7613  
Wenatchee Valley: 509-662-6117  
[www.numericacu.com](http://www.numericacu.com)  
Checking Accounts, Debit Cards, ACH to your account, (pending) Armored Courier pickups. Restricted to Licensed I-502 Producer/Processors only. Not available in all areas.

### **Salal Credit Union**

Western Washing  
Seattle: 206-298-9394, ex 8913  
[www.salalcu.org](http://www.salalcu.org) / [businessservices@salalcu.org](mailto:businessservices@salalcu.org)  
Checking Accounts, Debit Cards, ACH to your account, (pending) Armored Courier pickups. Restricted to Licensed I-502 Producer/Processors only. Not available in all areas.

## **Power Schmoozing for Cannabis Professionals**



**I**nternational Cannabis Business Conference, September 13th & 14th, Oregon Convention Center, Portland. (888) 920-6076 / [www.internationalcbc.com](http://www.internationalcbc.com)

Alex Rogers continues his spree of successful marijuana industry events with the International Cannabis Business Conference next month in Portland, his largest conference to date.

The two day event includes educational seminars and brings thousands of marijuana professionals together for networking opportunities. And the dizzying array of heavyweights speaking at the conference provides attendees and exhibitors a rare access to a very deep pool of the marijuana industry's most experienced and engaged stakeholders. We're talking about the kind of people who can shave a month off of your learning curve during a 10 minute conversation.

There is a lot of utility at this conference for Oregon and Washington marijuana businesses. Attorneys and politicians from both states will be there speaking about regulatory and other issues. There's accounting help, compliance experts, marketing and sales sessions and countless other very useful learning opportunities at the conference. And the exhibitors and attendees represent literally every facet of the cannabisphere. From security to insurance to packaging and more, you will find reps from every conceivable segment of the marijuana industry and its ancillary networks.

The conference walks its international talk too, bringing in Uruguay's Laura Blanco de León, who served as a member of the advisory board of the Uruguayan National Drugs Council, working to implement the groundbreaking cannabis regulation legislation, and Canada's Philippe Lucas, a cannabis researcher and Vice President, Patient Research and Services at Tilray and co-owner of Compassionate Analytics, both of which provide products and services to medical cannabis patients, producers and providers.

There are still a few exhibitor spaces available for the conference. And this is an event that presents cannabis professionals networking opportunities well worth the price of admission. I'll see you there.

**FS**

# Flip-Side.us Cannabusiness Directory

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**Sea Of Green Farms**  
Seattle, WA 98199  
#412069

**The Calyx Company**  
Prosser, WA 99350  
#412688

**The Four Twenty Collection**  
Riverside, WA 98849  
#413134

**The Green Company**  
Tonasket, WA 98855  
#412403

**Thomas Paul Hickey**  
Chelan, WA 98816  
#413450

**Top Cut Farms**  
Tacoma, WA 98409  
#412299

**Tropic Grow**  
Sequim, WA 98382  
#412106

**Typhoon Yolanda**  
Copolis Crossing, WA 98536  
#412570

**Urban Farms of Washington**  
Longview, WA 98632  
#412233

**W.O.W. Weed**  
Goldendale, WA 98620  
#413038-7A

**Whatcom County Cannabis Gardens**  
Bellingham, WA 98226  
#412567

**Yield Farms**  
Spokane, WA 99202  
#412337

**Zion Botanicals**  
Cashmere, WA 98815  
#412609

**Grower T3**  
**Agrijuana**  
Battle Ground, WA 98604  
#415998

**Antoine Creek Farms**  
Chelan, WA 98816  
#412138

**Blewett Pass Farms**  
Peshastin, WA 98847  
#412214

**BMF Washington**  
Raymond, WA 98577  
#412149

**Buddy Boy Farms**  
Ford, WA 99013  
#412053

**Cannasol Farms Incorporated**  
Riverside, WA 98849  
#412240

**Cascade Growers**  
Twisp, WA 98856  
#412180

**Clarity Farms**  
Monroe, WA 98272  
#412901

**Def Clown**  
Twisp, WA 98856  
#412422

**Emerald Twist**  
Goldendale, WA 98620  
#412384

**Farmer J's**  
Spokane Valley, WA 99206  
#412217

**Fireweed Farms**  
Prosser, WA 99350  
#412194

**Gecko Growers**  
East Wenatchee, WA 98802  
#412135

**Gensys One**  
Woodland, WA 98674  
#412593

**Golden Leaf**  
Benton City, WA 99320  
#416548

**Green Apple**  
Silverdale, WA 98383  
#412943

**Green Desert Oasis**  
Prosser, WA 99350  
#413941

**Greenfingers 509**  
Goldendale, WA 98620  
#417156

**High Five Farms**  
Prosser, WA 99350  
#416746

**K&M Growers**  
Tonasket, WA 98855  
#412249

**Kouchlock Productions**  
Spokane, WA 99208  
#412047

**Life Gardens 1**  
Ellensburg, WA 98926  
#412792

**Louis W**  
Newman Lake, WA 99025  
#415691

**Mean the Green**  
Cheney, WA 99004  
#416751

**Medicine Woman**  
Lake Stevens, WA 98258  
#413179

**Monkey Grass Farms**  
Wenatchee, WA 98801  
#412618

**Naked Emperor**  
Valley, WA 99181  
#416231

**NMF Enterprises**  
Ellensburg, WA 98926  
#412155

**Olympic Growers**  
Creston, WA 99117  
#412147

**Orange State**  
Elk, WA 99009  
#412409

**PDT Technologies**  
Quincy, WA 98848  
#415707

**Ravens Keep**  
Oroville, WA 98844  
#412653

**Redspark**  
Bellevue, WA 98005  
#415695

**Silica Phoenix**  
Tenio, WA 98589  
#412237

**Sweetgrass**  
Oroville, WA 98844  
#412652

**Sysco Pancho's**  
Peshastin, WA 98847  
#415762

**The Happy Crowd**  
Cheney, WA 99004  
#416840

**The Hollingsworth Cannabis Company**  
Shelton, WA 98584  
#416406

**The Market Garden**  
Snohomish, WA 98290  
#412037

**Thorjon Russell-J1**  
Cheney, WA 99004  
#414271

**Tom's Hemp & Cannabis**  
Twisp, WA 98856  
#412648

**Verdavanti**  
Everett, WA 98204  
#412239

**Washington's Finest**  
Lynden, WA 98264  
#412104

**WW Agriculture A**  
Rockford, WA 99030  
#412242

**Jobs**  
**Viridian Staffing**  
206-249-9726  
www.viridianstaffing.com  
701 5th Ave  
Seattle, WA 98104

**Labs**  
**Analytical 360 Cannabis  
Analysis Laboratory**  
206-577-6998  
www.Analytical360.com  
2735 1st Ave S  
Seattle, WA 97402

**BudGenius**  
855.SAFE.BUD  
www.budgenius.com  
3905 State Street, Suite 7504  
anta Barbara, CA 98686

**Canna-Lab**  
541.844.6080  
www.www.canna-lab.com  
3831 Main St. #104  
Springfield, OR 98134

**CannaSafe Analytics**  
951.239.3239  
www.csalabs.com  
CA

**CannLabs**  
303.309.0105  
www.cannlabs.com  
3888 E Mexico Ave. Suite B50  
Denver, CO 97070

**Cascadia Labs LLC**  
541.213.2315  
www.cascadia-labs.com  
20340 Empire Ave.  
Bend, OR 98188

**G.O.A.T. Labs**  
360.513.9377  
www.goatlabs.us  
6501 NE St Johns Rd  
Vancouver, WA 80239

**Going Green Labs**  
541.570.8065  
www.goinggreenlabs.com  
20 E Airport Road Suite #238  
Lebanon, OR 94621

**Green Leaf Lab**  
503.253.3511  
www.greenleaflab.org  
12025 NE Marx St.  
Portland, OR 97232

**Oregon Growers Analytical**  
541-735-3328  
www.oganalytical.com  
PO Box 21406  
Eugene, OR 97232

**Organa Labs**  
720-536-8556  
www.organalabs.com  
Denver, CO

**Rose City Laboratories**  
503.307.0096  
www.rosecitylabs.com  
2532 NE Broadway.  
Portland, OR 97220

**Skunk Pharm Research, LLC**  
www.skunkpharmresearch.com  
3439 NE Sandy Blvd. Box 683  
Portland, OR 97355

**Steep Hill Halent**  
800.658.0955  
www.steephilllab.com  
720 Industry Drive.  
Tukwila, WA 97701

**Steep Hill Halent**  
800.658.0955  
www.steephilllab.com  
4890 Ironton St. Unit I.  
Denver, CO 80210

**Steep Hill Halent**  
800.658.0955  
www.steephilllab.com  
473 Roland Way.  
Oakland, CA

**Sunrise Analytical Labs**  
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www.sunriseanalytical.com  
9755 SW Commerce Circle #B-3  
Wilsonville, OR 97070

**THC Test Kits**  
www.thctestkits.com  
OR 93105

**Marijuana Banking &  
Merchant Services**

**Guardian Data Systems**  
888.900.0420  
www.guardiandatasystems.com  
222 NE Park Plaza Drive Suite 113  
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# Flip-Side.us Cannabusiness Directory

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www.Green-Rush.us

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www.rmmconsulting.com  
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206.355.5527  
http://www.PelleyLawGroup.com  
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Seattle WA 97214

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www.dkerrlaw.com  
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Seattle WA 97201

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Newhouse Law PLLC**  
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PO Box 346  
Sunnyside WA 98944

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ACLU of Washington State**  
206.624.2184  
www.aclu-wa.org  
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Seattle WA 99201

**Amity Bjork**  
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Seattle WA 99201

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Attorney at Law LLC**  
503-351-BEAR  
620 SW 5th Avenue, Suite 1008  
Portland, OR 97204

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Seattle WA 99201

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Eugene OR 98121

**Charles William Lane IV**  
360.352.8887  
www.lanecriminaldefense.com  
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Olympia WA 98101

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503.943.9659  
www.avvo.com/attor-  
neys/97211-or-damien-donnelly-  
cole-1490495/website.html  
6116 NE 8th Avenue  
Portland OR 98164

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206.784.3569  
106 Pioneer Bldg / 600 First Ave.  
Seattle WA 98115

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Stiley & Cikutovich**  
509.323.9000  
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1408 West Broadway Avenue  
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**Green Business Law, LLC**  
847.917.9673  
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833 SE Main St., Suite 322  
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**Hughes Law & The Hughes Companies**  
www.thehughescompanies.com  
1133 NW Wall St #202  
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206.397.3102  
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600 University Street Suite 1928  
Seattle WA 98004

**Jeffrey Steinborn, PLLC**  
206.622.5117  
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3161 Elliott Ave Suite 340  
Seattle WA 97470

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503-227-6000  
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The Law Office of Siefman & Pond**  
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Portland OR 97501

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Tacoma WA 97601

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503.483.4025  
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Madison Street  
Portland OR 97526

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www.viethlaw.com  
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Coeur d'Alene ID 97701

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Spokane WA 97201

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1408 West Broadway  
Spokane WA 97201

**Paul Loney - Portland**  
503.234.2694  
www.paulloneylaw.com  
3430 S.E. Belmont, suite 101  
Portland OR 97204

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Ashland OR 97401

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Castleberry & Elison, P.C.**  
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815 SW Second Avenue Suite 500  
Portland OR 97520

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200 Pine St  
Klamath Falls OR

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Battle Ground, WA 98604  
#415998

**Alpha Budz**  
Forks, WA 98331  
#413066

**Antoine Creek Farms**  
Chelan, WA 98816  
#412138

**Apsu**  
North Bend, WA 98045  
#412044

**Auricag Incorporated**  
Seattle, WA 98134  
#412118

**Avitas**  
Arlington, WA 98223  
#412064

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# Flip-Side.us Cannabusiness Directory

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**Bang's Cannabis Company**  
Cheney, WA 99004  
#412402

**BBB Farms**  
Elk, WA 99009  
#412601

**Bearded Bro's Buds**  
Maple Falls, WA 98266  
#412284

**Black Dog Acres**  
Goldendale, WA 98620  
#412169

**Blewett Pass Farms**  
Peshastin, WA 98847  
#412214

**Blue Sky Growers**  
East Wenatchee, WA 98802  
#412969

**BMF Washington**  
Raymond, WA 98577  
#412149

**Buddy Boy Farms**  
Ford, WA 99013  
#412053

**Cannaman Farms**  
Vancouver, WA 98682  
#412079

**Cannasol Farms Incorporated**  
Riverside, WA 98849  
#412240

**Cascade Crops**  
Shelton, WA 98584  
#412077

**Cascade Growers**  
Twisp, WA 98856  
#412180

**Chronic Situation**  
Spokane, WA 99217  
#413957

**Clarity Farms**  
Monroe, WA 98272  
#412901

**Commencement Bay  
Production and Processing**  
Tacoma, WA 98409  
#412681

**Copeland's Cannabis Farm**  
Monitor, WA 98836  
#412099

**Copperhead Farm**  
Prescott, WA 99348  
#412078

**CPNL**  
Seattle, WA 98134  
#412063

**DB3**  
Seattle, WA 98134  
#412252

**Deepwater Botanicals**  
Bellingham, WA 98226  
#412154

**Def Clown**  
Twisp, WA 98856  
#412422

**Docandyeti's**  
Tumwater, WA 98512  
#414041

**Downtown Cannabis Company**  
Pacific, WA 98047  
#412075

**Dutch Brothers**  
Seattle, WA 98134  
#412246

**E & B Growers**  
Usk, WA 99180  
#412449

**Eleven Window Ventures**  
Spokane Valley, WA 99212  
#412304

**Environmental Green**  
Spokane Valley, WA 99216  
#412527

**Farmer J's**  
Spokane Valley, WA 99206  
#412217

**Fresh Productions**  
Olympia, WA 98502  
#415783

**Gaia Industries**  
Monroe, WA 98272  
#412232

**Gecko Growers**  
East Wenatchee, WA 98802  
#412135

**Gensys One**  
Woodland, WA 98674  
#412593

**Golden Leaf**  
Benton City, WA 99320  
#416548

**Green Apple**  
Silverdale, WA 98383  
#412943

**Green Chiefs**  
Granite Falls, WA 98252  
#412672

**Green Desert Oasis**  
Prosser, WA 99350  
#413941

**Green Labs**  
South Bend, WA 98586  
#413076

**Greenrush**  
Snohomish, WA 98904  
#412295

**Greentree Industries**  
Spokane, WA 99217  
#412144

**Growth Industries**  
Porter, WA 98559  
#412426

**HD Hills**  
Okanogan, WA 98840  
#412595

**Herban Myth**  
Longview, WA 98632  
#412123

**High Five Farms**  
Prosser, WA 99350  
#416746

**Horse Heaven Hills High**  
Prosser, WA 99350  
#412311

**Hydro Light**  
Cle Elum, WA 98922  
#414905

**Island Reefer**  
Cle Elum, WA 98922  
#412703

**J D**  
Tenino, WA 98589  
#412942

**JCJ Greens**  
Chelan, WA 98816  
#412591

**K&M Growers**  
Tonasket, WA 98855  
#412249

**Katie Gardens**  
Lyle, WA 98635  
#412282

**Kouchlock Productions**  
Spokane, WA 99208  
#412047

**Lady Earth Botanicals**  
Toutle, WA 98649  
#412552

**Land of Lizards**  
Lyle, WA 98612  
#412096

**Legal Beverages**  
Longview, WA 98632  
#412373

**Life Gardens 1**  
Ellensburg, WA 98926  
#412792

**Louis W**  
Newman Lake, WA 99025  
#415691

**Manastash Gardens**  
Olympia, WA 98502  
#413123

**Marijuana and More**  
Tumtum, WA 99034  
#412022

**Medicine Woman**  
Lake Stevens, WA 98258  
#413179

**Miss Fits Laughing Stalk**  
Republic, WA 99166  
#412729

**MJ Productions**  
Spokane Valley, WA 99212  
#412109

**Monkey Grass Farms**  
Wenatchee, WA 98801  
#412618

**Mr. Nice Guy**  
Spokane Valley, WA 99212  
#412352

**Naked Emperor**  
Valley, WA 99181  
#416231

**Nettles Unlimited**  
Spokane Valley, WA 99212  
#412762

**Nine Point Growth Industries**  
Bremerton, WA 98312  
#412107

**NMF Enterprises**  
Ellensburg, WA 98926  
#412155

**Nugreen**  
Spokane, WA 99202  
#413943

**O2 Sun**  
Benton City, WA 99320  
#412084

**Okanogan Highlands Cannabis**  
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#412033

**Orange State**  
Elk, WA 99009  
#412409

**Oregrade**  
Elk, WA 99009  
#413015

**PDT Technologies**  
Quincy, WA 98848  
#415707

**Peninsula Cannabis**  
Port Angeles, WA 98362  
#412218

**Quince Farm**  
Bainbridge Island, WA 98110  
#412103

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**Redspark**  
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**RJL**  
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Spokane, WA 99202  
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#412652

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#415762

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Spokane, WA 99224  
#412616

**The Calyx Company**  
Prosser, WA 99350  
#412688

# Flip-Side.us Cannabusiness Directory

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Riverside, WA 98849  
#413134

## The Green Company

Tonasket, WA 98855  
#412403

## The Hollingsworth Cannabis Company

Shelton, WA 98584  
#416406

## The Hunt Company

Spokane Valley, WA 99212  
#412686

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#412299

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## Typhoon Yolanda

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#412570

## Urban Farms of Washington

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#412233

## Verdavanti

Everett, WA 98204  
#412239

## Virtual Services

Bellingham, WA 98226  
#412073

## W.O.W. Weed

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#413038-7A

## Washington's Finest

Lynden, WA 98264  
#412104

## Whatcom County Cannabis Gardens

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#412567

## WW Agriculture A

Rockford, WA 99030  
#412242

## Yield Farms

Spokane, WA 99202  
#412337

## Zion Botanicals

Cashmere, WA 98815  
#412609

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425-923-0591  
19129 Smokey Point Blvd.  
Arlington, WA 98223  
#413819

## Bellevue

### Green Theory

425-466-1108  
10697 Main St. Ste B  
Bellevue, WA 98004  
#414417

## Greenside

206-910-3811  
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Bellevue, WA 98004  
#414296

## Bellingham

### 2020 Solutions

360-393-8697  
2018 Iron St  
Bellingham, WA 98225  
#415470

## Cascade Herb Company

908-285-6086  
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Bellingham, WA 98225  
#415094

## Top Shelf Cannabis

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3857 Hannegan Rd,  
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#414256

## Bingen

### Margie's Pot Shop

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Bingen, WA 98605  
#413414

## Bothell

### Herbal Nation

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19302 Bothell Everett Hwy  
Bothell, WA 98012  
#413683

## Camano island

### Bud Hut

206-550-1777  
1123 E State Route 532  
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#413901

## East Wenatchee

### The Happy Crop Shoppe

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East Wenatchee, WA 98802  
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### Ellensburg Apothecary

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#415662

## Ephrata

### High Time Station

509-754-2373  
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Ephrata, WA 98823  
#413366

## Kelso

### Freedom Market

360-355-0682  
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Kelso, WA 98626  
#414280

## Lacey

### 420 Carpenter

360-402-6368  
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#415083

## Langley

### Whidbey Island Cannabis Company

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Langley, WA 98260  
#417511

## Longview

### 420 Holiday

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Longview, WA 98632  
#415526

## Westside 420 Recreational

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4503 OCEAN BEACH HWY,  
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#412466

## Okanogan

### 4US Retail

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23251 Hwy 20  
Okanogan, WA 98840  
#413700

## Port Orchard

### Crockpot

253-312-7280  
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Port Orchard, WA 98366  
#415229

## Port Townsend

### Sea Change Cannabis

360-385-1320  
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## Prosser

### Altitude

509-840-4313  
260 Merlot Dr  
Prosser, WA 99350  
#414225

## Seattle

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2733 4th Ave S  
Seattle, WA 98134  
#413319

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### Green Collar

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10422 Pacific Ave S Ste B  
Tacoma, WA 98446  
#412923

## Green Star Cannabis

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1403 N Division St  
Spokane, WA 99202  
#410798

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9301 N Division St  
Spokane, WA 99218  
#414664

## Spokane Green Leaf

509-496-5696  
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Spokane, WA 99218  
#413347

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### Creative Retail Management

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7046 Pacific Ave.  
Tacoma, WA 98408  
#414889

## Space

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Tacoma, WA 98409  
#414723

## Union Gap

### Mill Creek Natural Foods

4315 Main St Ste A  
Union Gap, WA 98903  
#414250

## Verde Valley

509-833-5800  
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Union Gap, WA 98903  
#413596

## Vancouver

### Main Street Marijuana

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2314 Main St  
Vancouver, WA 98660  
#414876

## New Vansterdam

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#413732

## Winthrop

### Austin Lott

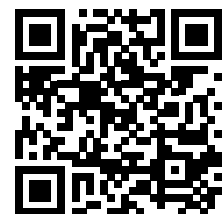
509-429-5556  
29 Horizon Flats Rd  
Winthrop, WA 98862  
#413530

## Editors Note:

*Cannabis businesses that are sanctioned by the state and have met all of the requirements for that business are listed with their state license number. These businesses include Medical Marijuana Dispensaries in Oregon and Growers, Processors and Retailers in Washington.*

FS

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# September 13 and September 14, 2014

in the Portland Ballroom at the Oregon Convention Center

## Colorado. Washington. Uruguay. Oregon? Who's Next?

The conference starts with a keynote speech by Andrew Sullivan, a lively and very informed journalist who left *Newsweek* to trail blaze his own path on his blog, *The Dish*, which has more subscribers than any other exclusively online journalism site and is ranked by *Playboy* as the top political blog in America. We're excited to see what Sully has to say about all the recent changes in regards to the mainstream acceptance of legal cannabis use and production.

U.S. Congressman Earl Blumenauer will be on hand to discuss the long overdue work to reform federal marijuana laws, along with Oregon's own Peter Buckley from the House of Representatives and Floyd Prozanski from the Oregon Senate.

Lest we forget this is an international conference, with attendees from all over the globe, we are also proud to have Laura Blanco de León, President of the Association of Cannabis Studies of Uruguay, as well as Phillipe Lucas, Vice President of Patient Research and Services at Tilray, Canada's premiere marijuana dispensary.

We are also honored to have Steve DeAngelo, Executive Director of Harborside Health Center in Oakland, California and the star of the Discovery Channel mini series, "Weed Wars".

Finally, don't miss out on our speaker luncheons, with cannabis guru Ed Rosenthal and hemp activist and author Doug Fine. This is your chance to meet and greet the top experts in the industry. Also, there will be numerous vendors from the cannabis industry with the latest products and innovations for all of your business needs. Check them out during one of the breaks.

The conference continues with a host of speakers from across the globe that will provide you with real-world experience that can benefit any entrepreneur or business.

### ANDREW SULLIVAN KEYNOTE SPEAKER

Renowned international journalist with the most popular blog on the internet, *The Dish*, with more subscribers than any other exclusively-online journalism site

**DOUG FINE** Bestselling author of *Too High To Fail* and *Hemp Bound*, he is a regular contributor of adventure and investigative features to National Public Radio

**ED ROSENTHAL** Cannabis guru and author

**TOM BURNS** Oregon Health Authority (OHA) Director of Pharmacy Programs/Medical Marijuana Dispensary Program

**STEVE DEANGELO** Executive Director of Harborside Health Center in Oakland, California, Steve is a cannabis industry leader, movement strategist and lifelong activist

**U.S. CONGRESSMAN EARL BLUMENAUER** Authored a report in early 2013 called "The Path Forward: Rethinking Federal Marijuana Policy"

**LAURA BLANCO DE LEÓN** Serves as President of the Association of Cannabis Studies of Uruguay

**SENATOR FLOYD PROZANSKI** Sponsor of the Dispensary Bill and Chair of the Senate Judiciary Committee

**REPRESENTATIVE PETER BUCKLEY** Co-Chairman Ways and Means Committee, Sponsor of Dispensary Bill, Member of OHA Rules Committee on Dispensaries

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# What the Heck?

## Banking Amendment Passes, But so do the Banks!

by F. Thurston Pearson

This past July 16th saw the formal adoption of the Attorney General-endorsed Department of Treasury's Financial Crimes Enforcement Network (FinCEN) guidelines for "Bank Secrecy Act Expectations Regarding Marijuana Related Businesses."

Intended to encourage the banking industry to provide services to legal marijuana businesses, the guidelines the Attorney General and Treasury Department ratified back in February were articulated as an amendment to spending bill HR 5016 and received bipartisan support, passing the House with a vote of 231-192.

The Heck-Perlmutter-Lee-Rohrabacher amendment, better known as the "Heck amendment", defanged the Securities and Exchange Commission and the Treasury Department by prohibiting them from utilizing their budgets to prosecute banks or other financial institutions for working with cannabis businesses legally operating according to state rules.

The primary impetus for the Attorney General and the Treasury Department's attempts to ameliorate apprehension among the banking industry regarding services to marijuana businesses is driven by public safety issues. Most US legal marijuana businesses are currently forced to operate in a cash-only environment. It's likely criminals throughout the country are aware of this fact, which creates a significant risk for marijuana business owners, their employees and their customers, and one that is easily remedied by providing marijuana businesses basic financial services, such as checking accounts, merchant accounts (credit card processing), credit/debit cards and small business financing.

Unfortunately, most bankers place little trust in what the AG and the Treasury Department say, preferring instead to gird based on what they can do. And as long as pot remains a Schedule 1

Washington banks and credit unions and the reasons for ignoring the Heck amendment vary. Most, in my opinion, are misguided due to a lack of understanding and good ol' abject fear. An Albina Bank rep told me that the honchos of that organization interpreted the Heck amendment as being specific to the recreational side of the marijuana industry. Yet the Heck amendment references medical marijuana as an example of the types of legal marijuana organizations for which they were trying to facilitate banking options.

In Washington State, there are just two credit unions willing to offer services to I-502 licensees. And those services are severely limited.

Both Numerica and Salal credit unions will provide banking services only to licensed I-502 producer/processors. Representatives from the credit unions stated that the reasons for not providing services to retailers were concerns about sales to minors, and sales to non-resident consumers who may be smuggling I-502 marijuana into other states. That's some weak tea. Arbitrary too. Marijuana enforcement regulators in Colorado recently conducted 20 undercover sting operations targeting underage compliance. Not a single licensee was sited. Last month, Washington launched the first of many underage alcohol sales stings in Thurston County and busted a whopping 40% of the booze vendors for selling to minors. Just sayin'.

Numerica and Salal provide licensed I-502 producer/processors a checking account and a debit card. No merchant account. No small business financing. If you run an I-502 producer/processors and those are your only banking services, you're still forced to take only cash or checks from customers. With 30 pounds of I-502 pot going for around \$130,000, it's tough to tell which is more terrifying... the

***“The ‘Heck amendment’, defanged the Securities and Exchange Commission and the Treasury Department by prohibiting them from utilizing their budgets to prosecute banks or other financial institutions for working with cannabis businesses legally operating according to state rules.”***

controlled substance according to federal law, what they can do is pretty terrifying to your typical banking industry executive.

Which is painfully illustrated by the fact that, weeks after the passage of the Heck amendment, there are still no national banking brands willing to provide any financial products or services to legal marijuana businesses. In Oregon and Washington that means every financial institution from Bank of America to Umpqua Mutual—even most federally insured community banks, state banks and credit unions, are still unwilling to establish even checking accounts for legal cannabis businesses.

So while the Feds do everything except the one thing they should do, remove marijuana from the list of schedule 1 controlled substances, we are left with a fairly bleak menu of financial services for Pacific Northwest marijuana businesses, and an ongoing and serious public safety threat.

There is currently only one bank in Oregon willing to officially provide any financial products or services to legal marijuana businesses (see MBank Steps Up). I contacted many Oregon and

cash transaction or trusting the check. Both credit unions state that they are considering armored car cash pickups for customers.

Which means that, in Washington, there's no banking joy for MMJ businesses and for legal, I-502 retailers, who are left to cope with a cringe-worthy level of risk via the high foot traffic, retail environment in which they provide adult use marijuana. While I'm glad these two credit unions stepped up and are offering solutions to legal marijuana enterprise in Washington state, their implementation is disappointing and appears to place more priority on their own regulatory risk, than it does on the public safety issues that compelled the passage of the Heck amendment.

To help quantify that public safety issue, consider that between July 8th 2014 and July 28th 2014, Washington logged almost \$2.5 million in marijuana sales activity. My bet is that more of that cash is buried in blue barrels than in Numerica and Salal accounts.

Which is why companies like this month's Flip-Side Focus™ subject, Guardian Data Systems, are so important to America's budding legal marijuana industry.

**FS**



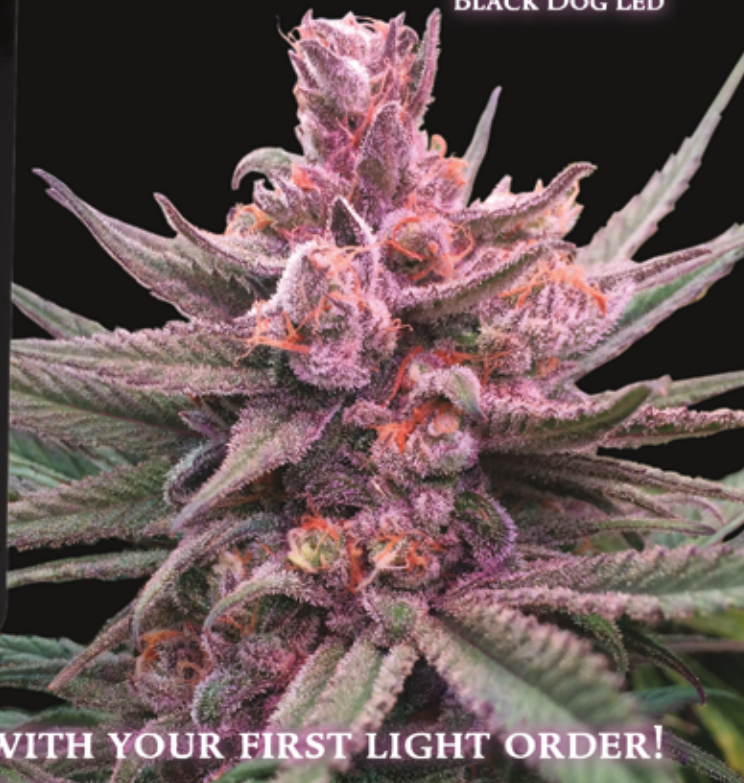
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survivor and a fierce advocate of alternative medicine, including medicinal cannabis.

Last month, Lance was elected to the Board of the National Cannabis Industry Association, giving Pacific Northwest marijuana stakeholders another influential voice in the nation's largest marijuana trade organization, and adding a relentless advocate for bringing traditional banking services to legal marijuana businesses to the National marijuana law reform debate.

Ott has been quietly, potentially, operating as an agent of change within the banking industry for years, specifically fashioning a network infrastructure of cannabis friendly banks, institutions, processors and software/hardware developers to provide legal marijuana businesses legitimate, trustworthy merchant services.

Guardian presents cannabis business owners with a top-drawer selection of financial products that enable legal marijuana businesses to operate with increased safety, logistical efficiency and profitability. From credit and debit card processing to check acceptance and equipment sales and financing, Guardian's comprehensive view of all available cannabis industry financial products and services allows them to cherry-pick only the most trusted products that offer the maximum utility to marijuana enterprise stakeholders.

Recently, all of Ott's experience, industry connections and marijuana-centric world-view coalesced, resulting in the development of his latest cannabis offering, Pay With Change.

How cool would it be if your customers could establish an "account" with your legal marijuana business and instantly load value to that account, with virtually any payment option, 24/7? Your clients could make a payment online, then show up to collect their order, with no cash transaction required. Or just show up and swipe their card. That's just one of many scenarios that can happen using Guardian Data Systems' new Pay With Change marijuana business payment solution. Pay With Change was crafted from the ground up with marijuana enterprise in mind. It features the latest, secure technology that drives all US electronic commerce, but implements the technology in a smarter manner, which translates into more utility for both the merchant and the customer.

And it's faster, cheaper and vastly more robust than any other payment option. Pay With Change transactions are instantaneous and give marijuana business owners access to sales funds at the completion of the transaction—no waiting three days for PayPal funds to inch their way to your account. And there's zero interchange fees, no monthly minimum and the transactions are virtually fraud and even chargeback proof. The Guardian team can have your business up and running with Pay With Change in minutes, so call them at (888) 900-0420 if you'd like more information.

Guardian's experience, and their vast network of all the important players that comprise the payment processing industry, allows them to constantly integrate new technology, new rules and new institutions into their product mix. Ott thinks traditional merchant accounts are still 12 to 24 months away for most US legal marijuana businesses. Regardless of when they arrive—the smart money says that Guardian Data Systems will be among the first to offer you access to those financial products.





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*by F. Thurston Pearson*

Credit and debit card acceptance is the key to dramatically reducing the amount of cash a marijuana business has on hand. Many marijuana businesses manage to eke by with credit card acceptance that relies upon their credit card processor not knowing what type of business they are running. Organizations like PayPal, Square, Quickbooks, Wave, etc. officially prohibit providing financial services to marijuana related businesses, yet I've been in dozens of dispensaries using those vendors for card acceptance. Scarier yet, some merchants are forced to rely upon offshore merchant account products, which are risky and often take longer to electronically transfer funds, or the dreaded "self-

The silver lining of dysfunction is often innovation. And Guardian Data System CEO Lance Ott is the Superman of adapting breaking technology to the needs of the cannabis industry. Lance is a 14 year veteran of the electronic payment processing industry. His core competency and expertise covers every aspect of merchant services including credit and debit card processing, PCI security, fraud and chargeback management, technology implementation and payment consulting. Formerly the Vice President of National Bank of California Merchant Services, Lance created Guardian Data Systems specifically to provide secure, reliable and transparent financial services to America's legal marijuana industry. He's a cancer

It's a fragile way to be. "stocked" ATM machine-which requires you to keep an entirely stressful amount of cash on premises.



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