



2017 ANNUAL REPORT

Photo credit: Winterbourne Farms

LETTER FROM THE DIRECTORS



STAFF

Terra J. Carver
Executive Director

Natalynne DeLapp
Operations Director

2017 BOARD OF DIRECTORS

Cody Stross, Northern Emeralds,
Chairman

Nathan Whittington, Ladybug
Farms, Secretary

Jessi Rockenbach, TerraVida Farms,
Treasurer

Scott Davies, Humboldt Legends &
Winterbourne Farms

Patrick Kanzler, Peak Industries

Scott Vasterling, Humboldt Family
Farms

Dear Member of HCGA,

Here we are in 2018, standing at the precipice between where we've been and where we're going. Nothing about this transition has been easy, and at times we have had to remind ourselves that there is no turning back, to stay focused and to remain diligently engaged as we all work to shape our collective future. Henry Ford once said, "Coming together is a beginning. Keeping together is progress. Working together is success." These words ring so true during this turbulent time.

Looking back this past year we have worked hard to armor you with as much relevant information as possible. Our main channels have been through direct engagement on our online community 'Slack', weekly policy calls with our state partner, the California Growers Association, and countless meetings, workshops, and updates. Make sure you're taking full advantage of these resources!

This year we are even more inspired and committed to provide you with as many opportunities as possible to learn and network. Stay tuned for more Professional Development Workshop Series dates; and please join us for our second "Speed Dating with Distro" in September, where we will once again connect you to other parts of the supply chain across California through a partnership with the California Distribution Association.

Looking out on the advocacy front, we are determined to advance the following objectives: conclude our engagement with Humboldt County and stakeholders in shaping 'Ordinance 2.0'; work to reform Measure S Tax phase 3 to address 'crop loss', gather grassroots support in concert with CalGrowers to ensure that AB 2641, which would provide direct-to-consumer sales for farmers and manufacturers at temporary special events, is signed into law; while continuing to engage the state and local regulatory agencies on permanent regulations and programs.

In the public relations arena our strategy includes participating in market development discussions on cannabis tourism and geographical indicator programs; as well as education and networking with various local institutions. Internally, we will carry on building out our focused committees, developing our board of directors, bringing on more staff, and launching our business sponsorship campaign.

It is through this work and your continued success that we will: achieve a unified voice for Humboldt County's cannabis industry; lead the state in the most environmentally responsible cannabis products; and enhance Humboldt County's brand competitiveness through our undeniable cannabis story, in the California market and beyond. Working together is the only way forward. With that we thank you for your continued support, inspiration and courage.

We salute you.

FEBRUARY 2017

The State of California accepted HCGA's Articles of Incorporation.

MARCH 2017

HCGA's Board of Directors were appointed.

APRIL 2017

We began building our membership, going from zero to 175 in less than a year!

MAY 2017

HCGA advocated for workable solutions for applications in violation of the Commercial Medical Marijuana Land Use Ordinance. The Supervisors agreed that a one-size-fits all approach to addressing violations was not in the best interest of the burgeoning industry.

JULY 2017

HCGA organized a tour to a farm, manufacturing facility, and a processing a packaging facility for the California State Association of Counties (CSAC).

AUGUST 2017

Hosted "Making Sense of the Trailer Bill" with CalGrowers with over 200 people in attendance.

SEPTEMBER 2017

HCGA successfully advocated for an amendment to the County's Measure S Cultivation tax that would prorate taxes for new, expansion and Retire, Remediate and Relocation cultivation sites.

SEPTEMBER 2017 TO FEBRUARY 2018

HCGA actively engaged the public process that developed the second installment of the Commercial Cannabis Land Use Ordinance (Ordinance 2.0), participated in all twenty public meetings, drafted comments and delivered testimony. Nearly all of our comments have been incorporated into the newest iteration of the CCLUO.

NOVEMBER 2017

Hosted "Speed Dating with Distro." Seventeen distributors from across the state met with nearly 200 cultivators and manufacturers to begin connecting the legal supply chain.

NOVEMBER 2017

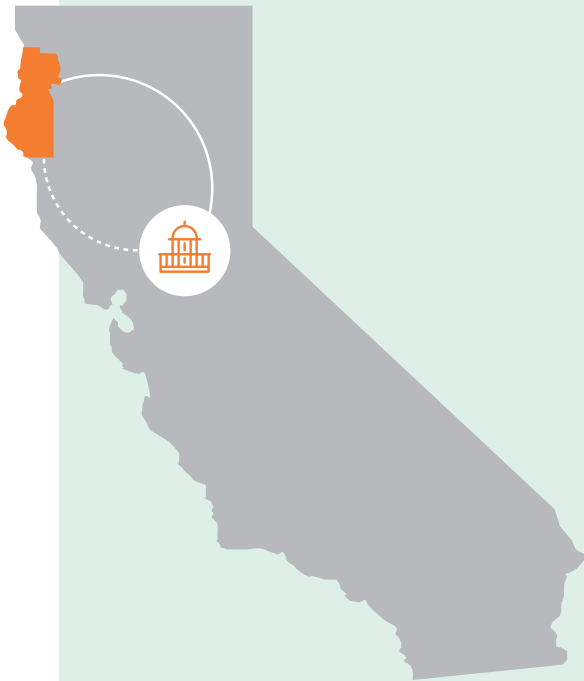
The County adopted Interim Permits finding that "is in the best interest of the County of Humboldt" to provide access to state licensure in time for the January 1, 2018; this was the top policy priority HCGA in 2017.

2017 HCGA ACCOMPLISHMENTS



Throughout the year, HCGA participated in dozens of panel discussions, presentations, and media interviews, additionally, we held countless meetings with state agencies and legislators, as well as local policy makers to advocate and educate people about the state of Humboldt County Cannabis.

**2017
ACCOMPLISHMENTS IN
PARTNERSHIP
WITH
CALIFORNIA
GROWERS
ASSOCIATION**



FIXED THE “HARVEST TAX.”

Developed new policy that clarifies that tax collection will happen when cannabis flower/trim enters the commercial market and only after the product has completed testing and clarified the tax will be remitted by the distributor instead of the cultivator.

**ESTABLISHED AGRICULTURAL
COOPERATIVES ASSOCIATIONS FOR
CANNABIS.**

Limited to license type 1’s & 2’s, to allow cultivators to organize to create greater efficiencies and compete in the new marketplace. Cannabis cooperatives can cultivate, process, market and distribute cannabis products.

**ENSURED AUTHORIZATION FOR
DELIVERY/NON-STOREFRONT
DISPENSARY.**

Established a new authorization for the “Type 10 Retailer” license that authorizes a licensee to conduct sales exclusively by delivery so long as there is a physical location for the licensee.

**SECURED CANNABIS APPELLATIONS &
ORGANIC STANDARDS.**

Policy was achieved to require the Department of Food & Agriculture to develop a California organic designation for cannabis by 2021. The Department will also include standards, practices and varieties as part of their appellations program.

**ACCOMPLISHED CO-LOCATION OF
MEDICAL & ADULT-USE CANNABIS
PRODUCTS, AND PERMITTING OF
MULTIPLE LICENSES IN ONE LOCATION.**

Ensured that the co-location of medical and adult use products “type A” and “type M” licenses could be issued to a single entity; and achieved policy that allowed multiple cannabis businesses to be licensed at one facility or location.

**SECURED CASH MANAGEMENT/TAX
PAYMENTS.**

Achieved new policy that would require that the Secretary of Business, Consumer Services & Housing work with the Legislature, the Bureau of Medical Cannabis (Bureau), the Department of Food & Agriculture, and the Department of Public Health to ensure there is a safe and viable method to collect taxes and fees related to the regulation of cannabis activity.

ESTABLISHED NORTH COAST FIELD OFFICE FOR CANNABIS BUSINESSES.

Achieved policy that the Bureau will coordinate with the Department of General Services to establish an office to collect fees and taxes in the County of Humboldt, Trinity, and Mendocino to ensure the safe payment and collection of cash in those counties.

DETERRED MONOPOLIES, EXCESSIVE CONCENTRATION OF CANNABIS BUSINESSES.

Achieved policy that requires each licensing authority to evaluate certain factors before issuing or renewing a license – those factors include whether the issuance of the license would create a monopoly or an excessive concentration of licensees.

ACHIEVED STATE TEMPORARY EVENT LICENSES.

Achieved policy that would allow the Bureau to issue a state temporary event license for a local cannabis event that features or allow sampling of cannabis products for those over 21 years of age.

PEOPLE, PLANET, PROFIT



TRIPLE BOTTOM LINE

MISSION:

To preserve, protect, and enhance Humboldt county's world-renowned Cannabis industry.



A HUGE THANK YOU TO OUR MEMBERS

12/12 Distribution
8-Mile Family Farms
ABC Farms
Aged Vineyards
Alderpoint Road Holdings
Amaranth Farms
Amore Farms
Ancient Tech Cultivation
Apotheca Farms
Azure Terra
Badass Mothers Farm
Barrett Farms
Bear Butte Farms
BlakHum Organics
Butterfly Creek Collective
California Packaging
Company
Canigou
CannaEye Cannabis
Cannazine
CARE Cooperative
CASA Humboldt
Castle Ridge
Chamise Creek Farms
Chronic Creek Farms
Clear Water Farms
Coastal Praire
Countyline Ranch
Crown Public
CW Analytical
Dew Point
East Mill Creek Farms
Elk Ridge Holistics
Emerald Mountain Farm
Emerald Organics
Cooperative
Emerald Queen Farms
Empress Farms
Fire Mountain Farms

Forbidden Fruit Farms
Full Moon Farms
Generation Farms
Humboldt
Golden Gardens
Good River Farm
Gravel Spur Farm
Green Truth Gardens
Green with Envy
Greenwood Farmz
Grune Blume
Happy Dreams Farm
Happy Head Ranch
Heart of Humboldt
Hendrx Farms
Hidden Prairie Farms
Higher Path
Hilltop Farm Humboldt
Honeydew Farms
Honeydew Creek Farms
Honeydew Grade A Farm
Honeydew Valley Farms
House of Jade
Huckleberry Hill Farms
HumBee
Humboldt AF Cannabis
Humboldt Apothecary
Humboldt Boutique
Gardens
Humboldt Clone Nursery
Humboldt County Indoors
Humboldt Craft Farms
Humboldt Cut
Humboldt Dawn
Humboldt DNA
Humboldt Family Farms
Humboldt First
Humboldt Green Light
Kitchen
Humboldt Green Tree
Farms

Humboldt Grove
Humboldt Growers
Collective
Humboldt Harvest
Humboldt Medicine Man
Humboldt Mountain
Humboldt Origins
Humboldt Patient
Resource Center
Humboldt Processing
Company
Humboldt Seed Company
Humboldt Trees
Humboldt Weed Farm
Ice Box Flat Farms
Infuzions
Joshie's Holistics
Kind Solutions
Kiskanu
Klamath Sky
Ladybug Herbal Sanctuary
Laughing Tabby
Lazy S Ranch
Leaf Detective
Light Heart Collective
Live Oak Meadows
Lost Coast Botanical
Lost Coast Lady Farms
Lucy Gulch
Magneculture
Mamba Humboldt
Logistics
Mattole Valley Organics
MCB Valley Properties
Medicine Wheel Farm
Medix Organix
MOCA Humboldt
Moontime Medicinals
Mr Beans Veganix
Mule Creek Ranch
NASHA Extracts

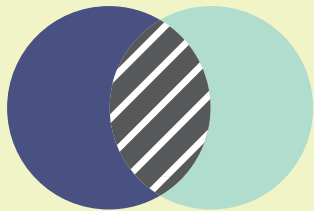
Native Humboldt Farms
Navaya
Northern Emeralds
Organnabliss Farms
Painted Mountain Farms
Palo Verde Farms
Papa & Barkley
Paradigm Cannabis
Patterson Flat Farm
Peak Industries
Phylos Bioscience
Power Flower Farm
Prolific Flower
Proper Cannabis
Distribution
Proxima Investments
Quantum Genetics
Redwood Roots
Reed Mountain Pharms
Ridgeline Farms
Rise Distribution
Riverview Gardens
Rolling Acres Organics
Ryan Vineyard
Salmon Creek Family
Farm
Sarkara
Satori Wellness
Sayrina Fieldbrook Farm
Seal Camp Farms of
Humboldt
Sisu Extracts
SoHum Royal Cannabis
Sohum Sown
SoHum Sweet Tea
Southern Humboldt
Concentrates
Space Gem Candy
Sugarleaf Holdings
Sun Growers Guild
Sungold Flat

Sunhouse Gardens
Sunnabis
Sunnyside Farms
Sunrise Mountain Farms
Terravida Farms
The Hills
The Honeydew Creek
Original Farm
The Humboldt Cure
Three Creeks Farms
UpNorth Distribution
West End Farms
White Farms
Whitethorn Valley Farm
Wild West Herbs
Wildseed Oil
Winterbourne Farms
Woody Ridge Farms

BUSINESS SPONSORS

Beneficial Living Center
Branfman Law
Campus Humboldt
Dark Staffing Solutions
Green Guidance Solutions
Green Road Consulting
GreenspoonMarder
Harris & Gray CPA
Hillside Ag Consulting
Humboldt Cannabis
Magazine
Humboldt Green
Inn at 2nd & C
Laura Cutler, Esq.
Lysander Professional
Manhard Engineering
Magneculture
North Coast Horticulture
Pavlich Professionals
ReProp Financial
Trim Scene Solutions

FINANCIAL REPORT



OFFICE

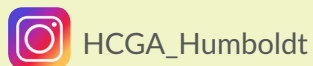
427 F Street, Suite 237, Eureka,
CA 95501

WEBSITE

hcca.co

TELEPHONE

707.599.6670



REVENUE & SUPPORT

Membership	\$167,575.00
Donations	\$4,295.32

TOTAL REVENUE	\$171,870.32
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EXPENSES

Insurance	\$8,251.70
Rent & phones	\$1,350.00
Office supplies	\$5,140.75
Database, bank charges, internet & phones	\$3,008.58
Payroll & taxes	\$62,456.00
Attorney, Branding & Bookkeeping	\$14,977.53
CalGrowers membership	\$33,308.00
Advertising	\$1,750.93
Event costs	\$4,188.12
Travel	\$1,103.81

TOTAL EXPENSES	\$135,535.42
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NET INCOME	\$36,334.90
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TOTAL ASSETS	\$39,425.33
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MEMBERS

Our membership is exclusively comprised of cannabis business with local permits and state licenses. As a trade-association, we work on behalf of our members, providing advocacy, education and public relations.

BUSINESS SPONSORS

Supported, in part, by businesses that value our efforts to preserve, protect and enhance Humboldt County's world-renowned cannabis industry.

Not already a member or Business Sponsor? Contact HCGA.co to join the Alliance today.
HCGA is a non-profit, mutual-benefit corporation.

Humboldt County Growers Alliance
600 F Street, Suite 3 #125
Arcata, CA 95521



Save the Date

SPEED DATING WITH DISTRIBUTION

Friday, September 21, 2018
Fortuna River Lodge