

## LETTER FROM THE DIRECTORS



#### **STAFF**

TERRA J. CARVER EXECUTIVE DIRECTOR

NATALYNNE DELAPP OPERATIONS DIRECTOR

HEATHER LUTHER
MEMBER SUCCESS EXECUTIVE

### **BOARD OF DIRECTORS**

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TREASURER
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KAYLIE SAXON FORBIDDEN FRUIT FARMS The first year of legalization in California was an eventful one for HCGA, for our members, and for the cannabis industry. A lot happened in 2018, a lot has changed—and a lot of exciting new possibilities and challenges are on the horizon.

On the advocacy front, at the end of 2018 we severed HCGA's contract with the California Growers Association. Since then, we have been building out HCGA's own government affairs program, contracted with Jason Bryant Government Affairs in Sacramento, and held an election with the membership to seat our Policy Committee. We are also now holding weekly, web-based Industry Affairs calls with the entire membership. Our commitment is transparent, accountable decision-making to establish HCGA's policy positions and to ensure that our members have a seat at the table providing credible, actionable input on policy decisions.

Our top priorities in Sacramento for 2019 include passing SB 67, which would extend temporary licenses; SB 34, the Compassion Bill; and SB 185 which would expand California's organic program to include manufactured products, as well as clarification around the appellations of origins, both programs are mandated to begin in 2021. HCGA is also making progress locally. Despite growing pains and ongoing challenges, Humboldt County's cannabis industry is doing especially well compared to other California regions. This past year we have passed the second land use ordinances (both with CEQA compliance) and worked with the supervisors to amend the county cultivation tax to allow for greater flexibility. This gives Humboldt farmers a welcome chance to catch their breath in the marathon that began when we started down this path of legalization, regulation and restructuring.

On the public relations front, HCGA has long been pushing for a unified "county of origin" marketing campaign to promote Humboldt County cannabis products to consumers across the state. After nearly two years of brainstorming, negotiating, and seemingly endless meetings, in November 2018 the supervisors directed staff to move ahead on figuring out ways to support the local cannabis industry. In March 2019 the county unveiled Project Trellis, which includes a Humboldt County cannabis marketing strategy along with microgrants and an equity program. HCGA will remain engaged with this process in order to maximize opportunities for our members, and continue to advocate that the Humboldt County cannabis story is told with absolute community engagement and buy-in.

On the education front, HCGA continues to help members develop the business acumen necessary for success, in a growing industry that is still defining itself. In addition to our ongoing webinars and workshops, we recently submitted a grant proposal to the Headwaters Board to build out a new program for "Specialty Agriculture and Niche Manufacturing Workforce Training." This is a competitive process, so we do not yet know the outcome, but if we're successful, then HCGA will start hosting low- or no-cost educational seminars in summer 2019 for owner/CEOs, mid-managers, and entry-level employees so that our businesses have the requisite skills to survive and thrive.

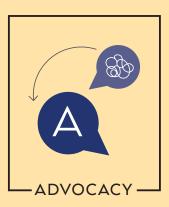
On the networking front, our newest staff member, Heather Luther, is leading our efforts to help HCGA members connect with industry-adjacent businesses through our Allied Industry Business program. As we all know, plant and product cannabis businesses aren't the only folks in Humboldt County whose livelihood depends on the cannabis industry. Success for all requires reciprocity, cooperation, and mutual support. HCGA Allied Industry Business Members include accountants, attorneys, marketing professionals, business management consultants, equipment suppliers, staffing firms, commercial lenders, and more. By integrating these allies into HCGA, we're able to secure valuable resources and loyal friends.

The legal and logistical framework under which our industry operates is still continually evolving, so it may remain the case for a while yet that we're "building the plane while we're flying it." However, the gains and growth achieved in 2018, and the promise of more advances in 2019, demonstrate that HCGA is making undeniable progress as we work to preserve, protect and enhance Humboldt County's world-renowned cannabis industry. Let us continue to grow together as an organization!

We salute you,

Terra J. Carver & Natalynne DeLapp

Tem Janu Notelyus Dolyns



HCGA represents the interests of our membership to state and local government. We lobby for sensible public policy, collaborate with regulators and key stakeholders, and support responsible research on issues and challenges facing the cannabis industry. HCGA members contribute to these efforts via transparent, democratic, representative committee processes.

#### **HCGA** legislative activities in 2018 included:

- Multiple trips to Sacramento
- Conference calls with regional partners
- A thousand+ phone calls
- In-person meetings
- Coalition building across the state
- Engagement with state agencies

## California Legislative Session

It takes a lot of effort to "work a bill." So in 2018, HCGA worked in strategic partnership with the California Growers Association (CalGrowers), with HCGA Executive Director Terra Carver chairing the CalGrowers' Policy Committee. In 2018, CalGrowers tracked more than 100 pieces of legislation with potential to impact the cannabis industry. Nine CalGrowers-sponsored or -supported bills were signed into law by the end of session.

### Legislation Signed by the Governor



#### **AB 2020**

#### **Temporary Events: Any Permitted Location**

Allows temporary cannabis events to be held at any locally permitted venue. Previously, events could only be held at county fairgrounds or district agricultural associations.



#### **SB 311**

#### **Commercial Cannabis Activity: Licensed Distributors**

Allows a cannabis product to be transferred between licensed distributors after certified testing. Previously, a product could only be transported from a distributor to a retailer following testing. This legislation is effective immediately due to an urgency clause.



#### SB 1459

#### **Cannabis: Provisional License**

Creates a new "provisional license" as a bridge between temporary and annual licenses. Provisional licenses are exempt from the CEQA findings that are required for annual licenses.



#### **Cannabis: State and Local Equity Programs**

Creates a state equity program that includes technical assistance and low-interest grants and loans.



## Legislation Vetoed by the Governor Brown



#### **SB 829**

#### **Compassionate Care Licenses**

Would have created a new "compassionate care" license, available to M-licensees, for businesses that donate cannabis to patients for free. Donated cannabis would have been exempt from state taxes. The governor's stated reason for the veto was that the legislation would have conflicted with the intent of Prop 64.

**CalGrowers Position: Support** 

## Legislation Held in Legislative Committee



#### **AB 2641**

#### **Temporary Events: Producer Sales**

Would have allowed cultivators and manufacturers to sell their own products at permitted cannabis events. Instead, only licensed retailers are currently authorized to sell at cannabis events. The bill passed the Assembly but was held in the Senate appropriations committee.

**CalGrowers Position: Support** 

#### **AB 2555**

#### **Cannabis: Mature Plants**

Would have defined a mature plant at eighteen inches of height or width and required a UID to be affixed at that point. The bill passed the Assembly but was pulled from the Senate floor.

CalGrowers Position: Oppose Unless Amended







HCGA 2018 ANNUAL REPORT

### **Humboldt County Policy Advances**

HCGA maintains ongoing engagement with Humboldt County's Board of Supervisors, Planning Department, Planning Commission, Sheriff, Agricultural Commissioner, Treasurer/Tax Collector, and County Economic Development Department, as well as Cities of Eureka, Arcata, Rio Dell and Fortuna.

#### **Throughout 2018**

HCGA staff attended the twice-monthly Humboldt County Planning Commission hearings, to provide support for member projects as they seek approval for their Conditional Use Permits.

#### February 2018

HCGA supported a recommendation that the Board of Supervisors pass interim permits for remaining county permit holders. This important policy ensures that some of our pre-existing operators have a pathway forward for temporary licenses.

#### March 2018

HCGA successfully advocated for amendments to the cultivation tax ordinance, "in order to bring clarity, transparency and leniency" including reduced the penalties for nonpayment of cannabis cultivation taxes; allow growers to reduce the size of their gardens; and grant refunds on 2017 cultivation taxes paid by permit holders who can demonstrate that they didn't wind up growing any crops last year.

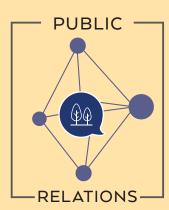
After nearly two dozen public meetings, the Humboldt County Board of Supervisors passed its second Commercial Cannabis Land Use Ordinance. HCGA attended every meeting, with specific focus on how "Ordinance 2.0" would impact our "Ordinance 1.0" members.

#### October 2018

the City of Eureka voted to adopt an ordinance allowing on-site consumption of cannabis at licensed retail establishments. HCGA staff and members met with city officials and council members to talk about ways the city could allow for on-site enjoyment, and about opportunities for tourism.

Working in conjunction with the Southern Humboldt Visitors Bureau, the Humboldt-Eureka Visitors Bureau and Visit Eureka, HCGA worked to ensure that cannabis had a seat at the table, and would be included in discussions about coalition building with tourism groups and new approaches to attract visitors to Humboldt County.





HCGA works to encourage positive public perception of the regulated cannabis industry, to deter negative images and stereotypes, and to build mutually beneficial relationships with the Humboldt County community of which we are an important part. We accomplish this through demonstrating the value that a professional, well-regulated cannabis industry brings to Humboldt County through its contributions of tax dollars, jobs, and commitment to social responsibility and environmental stewardship.



## **HCGA Public Relations Activities In 2018**

- Foundational work to launch Humboldt County of Origin marketing campaign
- Press tour with Papa & Barkley to Dave and Lorelie Sandomeno's Sunrise Mountain Farm, for a Forbes article about craft cannabis, appellation and artisanal product lines
- Participation on two different "Let's Talk Tourism" panels hosted by the Southern Humboldt Visitors Bureau, to discuss tourism, marketing and destination development in southern Humboldt

- Hosted several private tours to showcase farms and develop stock photo content for media requests
- Co-hosted a tour with the Southern Humboldt Visitors Bureau introducing Humboldt Eureka Visitors Bureau members to a dispensary, One Log House, and Huckleberry Hill farm
- of Co-hosted the Board of Directors of Rural County Representatives of California. This tour provided opportunity for elected officials from rural counties, most of which are "ban" how cannabis can be done well.



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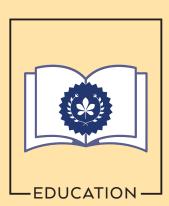


# Economic and Market Development

Since HCGA's inception, one of our main goals has been to help advance a consumer-facing campaign to promote Humboldt cannabis products to consumers across the state.

Since 2017, we've been talking about this need and various ways it could be accomplished. In November 2018, the Board of Supervisors directed county staff to look at ways they county could reinvest in economic development through supporting the cannabis industry, and specifically developing a "county of origin" marketing campaign.

Our work throughout 2018 paid off in March 2019, when Project Trellis, a multi-pronged approach that includes not only a marketing plan, but also an equity program and micro-grants/loans was unveiled. Project Trellis was approved by the Board of Supervisors in March 2019.



Knowledge is power, and HCGA works to empower its membership by providing expert educational opportunities at in-person and webinarbased professional development workshops. We host and co-host B2B supply chain networking events. Through our Governmental Affairs program and weekly Industry Affairs call, HCGA promotes compliance with state and local laws, and provides up-to-date information, resources, and access to affiliated organizations.

## **Education Activities In 2018**

Our Professional Development Workshop Series connected HCGA members with experts sharing free information and knowledge:

Human Resources Workshop with attorney Lance Rogers and Deanna Callahan of Root Essential: Project Management and Consulting

Intellectual Property Workshop, with Intellectual Property Attorney Dave Branfman & Mowgli Holmes of Phylos Bioscience

Hot Legal Topics in Cannabis: Supply Chain contracts, Corporate Conversions & Partnership Deal Structures, with attorney Nicole Howell Nuebert

Cannabis Cultivation and Processing & Cal OSHA Regulations with George Walker, of Safety by George

Demystifying Cannabis Regulations with Amber Morris of Green Guidance Solutions, and former Branch Chief with CalCannabis

- Hosted sold-out business-to-business conference in conjunction with the Cannabis Distribution Association, bringing more than 40 distributors to "Meet the Buyer"
  - Hosted Genine Colman of the Mendocino Appellations Project to discuss ways appellation can be used to preserve, protect and enhance Humboldt County's cannabis industry
    - With the CalGrowers Cooperative
      Committee and Uplift Co-op, hosted two
      workshops in southern Humboldt to inform
      the public about how cannabis cooperatives
      can help small farmers





## **Our Amazing Members**



#### **Coalition & Community Development**

Sanctuary Forest
Humboldt Made
Southern Humboldt Visitors Bureau
Napa Valley Vintners
American Origins Projects
Industry Trade Associations
Eureka / Humboldt Visitors Bureau
Eureka Rotary
Garberville Rotary
McKinleyville Chamber
Arcata Chamber of Commerce
College of the Redwoods, guest lecturer

#### **Events Attended**

- Meadowlands
- Cannawest
- NCIA San Jose and Anaheim
- MJ Biz Con
- Weed & Wine Symposium

## Membership In 2018

 $_{2018}^{\text{JAN}} 163 \rightarrow _{2019}^{\text{FEB}} 278$ 

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139	Cottage Boutique Pillar Keystone Allied Industry Business		
60			
20			
12			
47			

288 100+ NEW MEMBERS



1400+

messages per month on newly launched online communication platform





Increased access to statewide supply-chain. Through our online communication platform, enabled Humboldt cultivators and manufacturers to connect with distributors from across the state

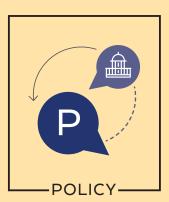
## **NEW HIRES**

Heather Luther joined HCGA staff as Member Success Executive

Jason Bryant joined HCGA Government Affairs Program



## Spring Seed-to-Sale Event



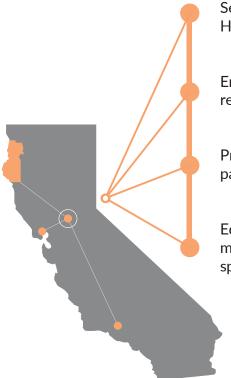
#### 2019 Government Affairs Program

For the Humboldt County Growers Association, advocacy on public policy issues is a core function, carried out by its government relations team to promote and protect the interests of the Humboldt County cannabis industry it represents.

## 2019 Government Affairs Program

HCGA government relations professionals monitor proposed legislation and regulations to evaluate their impact on members. Information is presented to the membership during weekly Industry Affairs calls and via its online communication platform for group discussion and feedback. The Policy Committee, an elected and appointed decision-making body, votes to direct HCGA's policy positions. HCGA staff implements the directives of the membership, and manages HCGA's lobbying activities. Staff implements grassroots organizing programs that engage members in communicating the organization's message to policymakers.

## What We Do For You



Serve as a unified voice for HCGA's membership

Engage and impact State legislation, regulation and public policy

Provide a platform for members' participation in a democratic process

Education and inform public policy makers and influencers with its specialized knowledge and expertise

# POLICY COMMITTEE MEMBERS

KAYLIE SAXON CHAIRPERSON BOARD MEMBER

DYLAN MATTOLE
DISTRICT 1
MATTOLE VALLEY ORGANICS

GALEN DOHERTY
DISTRICT 2
WHITETHORN VALLEY FARM

BRYAN WILLKOMM
DISTRICT 3
HUMBOLDT PATIENT
RESOURCE CENTER

MICHAEL KRAFT
DISTRICT 4
PAPA & BARKLEY

HANNAH WHYTE
DISTRICT 5
EMERALD QUEEN FARMS

NATALIA CRAIG-SMITH
APPOINTED
BOARD MEMBER

EDITH ROSEN
APPOINTED
NORTHERN EMERALDS

GILLIAN LEVY
APPOINTED
HUMBOLDT APOTHECARY

THOMAS MULDER
APPOINTED
HUMBOLDT REDWOOD HEALING

NIGAM ARORA
APPOINTED
HUMBOLDT LEGENDS























## 2018 Financial Report

## Overview 2018

Income				
Donations	\$1,900.00			
Allied Industry Business	\$32,408.33			
Cannabis Membership	\$175,802.49			
Booth Fees	\$8,240.00			
Total Income	\$218,350.82			
Overhead Expenses				
Advertising	\$990.56			
Bank Charges	\$2,015.21			
Web Tech	\$2,028.28			
Insurance	\$8,613.60			
Internet -Phone	\$3,032.05			
Office Supplies	\$4,647.24			
Rent	\$6,400.00			
License Fee	\$(140.00)			
Travel Expense	\$8,970.49			
Event Cost	\$11,536.59			
Total Overhead	\$48,094.02			
CalGrowers Membership	\$33,377.08			
Payroll Expense	\$115,594.04			
Professional Fees	\$21,963.00			
Total Staffing Expense	\$170,934.12			
Total Expense	\$219,028.14			
Total Income	\$(677.32)			

## **Statement of Financial Position**

Current Assets				
Cash	\$58,503.30			
Recievables	\$20,645.00			
Other	\$1,245.49			
Total Assets	\$80,393.79			
Liabilities				
Accounts Payables	\$6,317.41			
Prepaid Membership / Retainer	\$107,785.00			
Payroll	\$6,508.76			
Total Current Liabilities	\$120,611.17			
Equity				
Retained Earnings	\$(39,541.99)			
Net Incomes	\$(675.39)			
Totals	\$(40,217.38)			
Total Liabilities & Equity	\$80,393.79			





## A HUGE THANKS TO OUR MEMBERS

**ALLIED INDUSTRY BUSINESSES** 

1 Degree Consulting

Agricloud

Be Green Legal

**Beneficial Living Center** 

Bio365

**Bloom Network** 

Branfman Law Group, P.C. Bryant Government Affairs

Campus Humboldt
Cannabiz Media
Compost TeaLAB
Dark Staffing Solutions
Denali Accountants

Eagle House/Inn at 2nd & C Eco Packaging Solutions Emerald Hills Environmental George Petersen Insurance

George Walker Workplace Safety

Green Road Consulting

Haiikuu Design

Hillside Ag Consulting

Humboldt Cannabis Magazine

Humboldt Wholesale James Industry Jansen Malloy Law

Law Offices of Lance Rogers Lesley Kushner Print Design

Light Heart Collective

Linda Sundberg Insurance Agency

Lost Coast Plant Therapy

Magneculture

Making Waves Management Northcoast Horticulture Supply

Northpoint Consulting

Oxalis

Paper Tube Co.

Pauli-Shaw Insurance Agency

Phylos Bioscience ReProp Financial

Sarah Trapkus Life Coach

Sequioa Gas Simplifya

SL Consulting Services Inc Solstice Agriculture Sonoma Lab Works Steve Harris CPA

Studio Leoa

**SYMBYS** 

Tagrisk Insurance TimberDocs

LICENSED CANNABIS BUSINESS

12/12 Distribution 1L Garden Supply

36Works 4 Ponds

8-Mile Family Farms

ABC Farms Aged Vineyards Alchemy Atelier

Alderpoint Road Holdings

Aloha Humboldt
Alpenglow Farms
Altum Mind
Amaranth Farms
Apotheca Farms
Ascension Farms
Azure Terra

Badass Mothers Farm

**Barrett Farms** 

Barter Mountain Roots Bear Extraction House

Big Leaf Ranch

**Butterfly Creek Collective** 

Cache Farms

California Packaging Co

CaliSun Farms
Canigou

CARE Cooperative CASA Humboldt Chamise Creek Farms Cherry Valley Farms Chronic Creek Farms

Chronic Creek Farms
Church Farm
Clear Water Farms
Cloudhands Farm
Coastal Praire
Countyline Ranch
Coyote Ridge Farms
CW Analytical
Dean Creek Farm
Dean Farm

Deep Roots Farm Dew Point Down River Farm Dry Creek Gardens East Mill Creek Farms

Eden Farms
Eel River Organics
Eight Mad Farmers
Elaborate Genetics

Elk Ridge Holistics Emerald City Genetics Emerald Family Farms Emerald Mountain Farm Emerald Queen Farms

Empress Farms Evio Labs Exotic Flavorz

Fire Mountain Farms
Flor De Vida

Flow Kana

Forbidden Fruit Farms Forever Honeydew Farms Forever Loving Humboldt

Fresh Off the Hill
Full Moon Farms
Full Sun Farm
Golden Gardens
Gravel Spur Farm
Green Acres Farm
Green Truth Gardens
Greenwood Farmz
Hanging Gardens
Happy Dreams Farm
Happy Head Ranch
HBD Kneeland

Heart of Humboldt Hendrx Farms HF Raw & Uncut Extracts

Hidden Prairie Farms Higher Ground Agriculture

Highline Nursery
Hill to Valley
Hiller Cultivators

Hilltop Farm Humboldt Honeydew Grade A Farm Honeydew Valley Farms

House of Jade

**Huckleberry Hill Farms** 

HumBee

Humboldt 36 Farms

Humboldt AF Cannabis Humboldt Apothecary Humboldt Bay Organics Humboldt Boutique Gardens Humboldt Brand Cannabis Co.

Humboldt Brothers Humboldt Canna Co. Humboldt Cheeba Works Humboldt County Indoors Humboldt Craft Farms

**Humboldt Cut** 

**Humboldt Distribution Company** 

**Humboldt Family Farms** 

**Humboldt First** 

Humboldt Flower Power Humboldt Green Light Kitchen

Humboldt Green Tree Farms Humboldt Grove

Humboldt Growers Collective Humboldt Growers Network

**Humboldt Harvest** 

Humboldt Harvest Moon Farms Humboldt Herb Star Farms Humboldt Hygrow & Riverbar

**Pharms** 

Humboldt Legends Humboldt Live Resin Humboldt Medicine Man

Humboldt Patient Resource Center

Humboldt Redwood Healing

Humboldt Royale

Humboldt Seed Company Humboldt Synchronicitrees

Humboldt Trees Humboldt.Farm

HumCo

HuMMari Farms Humming Bud Farms Ice Box Flat Farms

IXXCO

Joshie's Holistics Kalifornia Green Akres King Range and Co.

Kiskanu Klamath Sky Kuda Cannabis Kurdish Cannabis Ilc Lady Sativa Farm

Ladybug Herbal Sanctuary Co-op

LIV Emerald Live Oak Meadows Long Creek Ranch Lost Coast Botanical Lost Coast Cannabis

Lost Coast Lady Farms Lucy Gulch Madrone Farms

Mama Bear Farms

Mamba Humboldt Logistics

MannaWell Mattole 1

Mattole Valley Organics
MCB Valley Properties
Medicine Wheel Farm

Mermaid Spring Estates Miller Farms

MOCA Humboldt Moon and Stars Farm Moontime Medicinals Mountainwise Farms Mr Beans Veganix Music Mountain Farms

**NASHA** 

Native Humboldt Farms

Mystic Mountain Farms

Nature's Jar Navaya

Northern Emeralds

Northern Nights Music Festival

Omni Security Organnabliss Farms

Palo Verde Farms
Papa & Barkley
Paradigm Cannabis
Patterson Flat Farm
Perissos Enterprises
Point Bay Distribution
Power Flower Farm
Prolific Flower

Proper Wellness Proxima Investments

Quantum Genetics

Redwood Roots Family Reed Mountain Pharms Ridgeline Farms Riverview Gardens

Rolling Acres Organics

Sacred Solutions
Safier Family Farms

Salmon Creek Family Farm

Salmon Creek Farm Satori Wellness Schackow Farms Scrap Acres

Seal Camp Farms of Humboldt

Sensi Vally Farms Simple Solutions Sisu Extracts Sky High Humboldt Skyfall Family Farm

Skyline Farms

SoHum Royal Cannabis

Sohum Sown Source Nursery Space Gem Candy Stoney Bottom Farms

Strain Theory Sugarleaf Holdings Sun Green Farms Sun Growers Guild

Sungold Flat Sunnabis

Sunnyside Farms

Sunrise Mountain Farms Swayback Ridge Farms

Tan Oak Farms

The Honeydew Creek Original

Farm

The Humboldt Cure
The Winterland Farm
Three Creeks Farms
Tree Frog Botanicals
UpNorth Distribution
Vital Herb Farms
West End Farms
White Farms

Whitethorn Valley Farm

Wild West Herbs Wildseed Oil

Willow Creekside Farms Woody Ridge Farms













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Green Road Consulting is an engineering firm that specializes in rural land development and can bring your property into compliance with county and state agencies. They are located in Humboldt County with clients and projects throughout California and the United States. With swiftly evolving regulations, having a partner that can guide you through the many obstacles towards compliance is more important than ever.

To Learn More Visit Or Call For A Free Consultation Greenroadconsulting.com 707-630-5041.

## **√**begreenlegal

Be Green Legal has provided planning, permitting, and licensing compliance services to the land development community for decades. Our consultants have operated cultivation and medical marijuana businesses for 7 years and are intimately aware of the rapidly changing legislation. Our strategic guidance has typically saved our clients significant time and money as we guide them through the maze of regulations.

Visit Begreenlegal.com To Download Our Free E-Book Or Call Us Today At 707-382-3424.



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Visit Papertube.co To Speak With A Packaging Consultant Call 847-802-9868



A love of plants and the environment inspired the creation of Lost Coast Plant Therapy. As dedicated organic gardeners living on the Humboldt California coast, their farm was suffering from powdery mildew mold, and mites and they tried everything without success. From a dissatisfaction with everything on the market, Lost Coast Plant Therapy was born after 45 years of experience and two years field testing. Protect your valuable crops from damaging pests, mold and mildew with Lost Coast Plant Therapy a non-toxic solution.

Visit Lostcoastplanttherapy.com Or Call 1-877-558-0808

## Pauli-Shaw INSURANCE AGENCY We've got you covered

Pauli-Shaw Insurance Agency strives to offer you quality insurance coverage, a high level of professional service and a long-term relationship. As independent agents, they'll research rates and coverage from top insurance companies to find the best insurance rates and insurance plans for you. We do the insurance shopping and comparing for you to save you time and money!

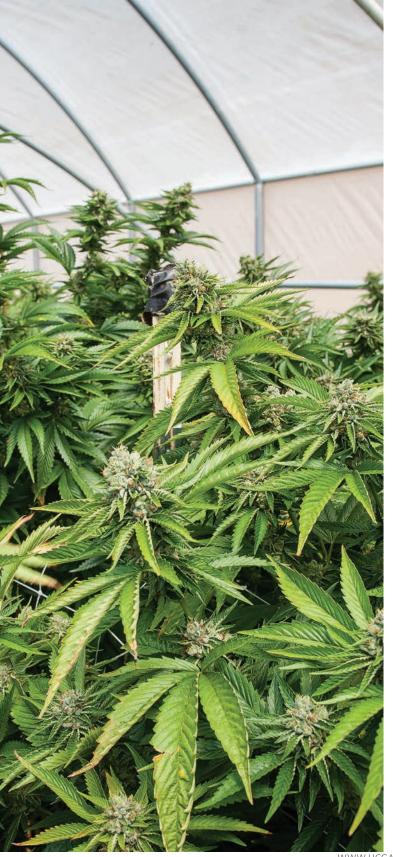
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