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Route 27 Hopyard LLC (OCM-AUCC-22-000044) has 3,250 pounds of frozen biomass and 1,600 pounds of dry biomass ready to sell to AUCPs. Our farm is not the only farm with an ample amount of product waiting to be sold. It is important to note that currently there is plenty of supply and bandwidth to supply New York state with products. But in order to project crop plantings for the next growing season, it is integral to know the supply and demand of the industry. However, we do not know the supply and demand of the industry due to the industry's doors not opening in a timely manner.

It takes large upfront capital investments for cultivators like us, to start growing in order to supply the market . If small businesses, like us, don't sell harvests soon, they will not be able to pay off bills, could potentially go bankrupt, or leave the industry entirely. This will negatively disrupt the entire supply chain. The DASNY fund is clearly not able to get stores open in a timely matter. If we don't get stores to open immediately, then there will be bankruptcy and collapse within this new industry.

Just like us, other AUCCs and AUCPs are experiencing the same pressures within the industry. Most of these companies are small businesses, who put their life savings into this up and coming industry, and are struggling to attain income for their next season, due to New York's industry doors not opening sooner.

Michael Geraci
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As an adult use cultivator and processor I've harvested last year have approximately 2000 pounds of material ready for sale and I am about to pop seeds for this next season and still sitting on a majority of my material from last year to sell. I also have inventory of over 100000 units of other products from gummy's, pre-rolls, flower, chocolate, vapes all slowly reaching their expiration date due to the slow roll out of not having many stores to work with. I implore you to help expedite the rollout of dispensaries by funding DASNY and giving them the tools to get

more dispensaries open. So far this is the weakest link of the entire program. The supply is there the demand is there just missing dispensaries.

Adam Corrigan
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Farmers are waiting on regulations that keep changing daily and losing money every single day unable to sell crops until stores are OPEN immediately. The DASNY fund discussions without action will impact all growers financially and jeopardize the New York State CAURD & AUCC programs irrecoverably.

We received our AUCC license in November and are not impacted currently but if the DASNY fund does not OPEN stores immediately the consequences will crash the market.

Oksana Pidhoreckyj
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We received our AUCC license in November and are not impacted currently but if the DASNY fund does not OPEN stores immediately the consequences will crash the market.

Warner Bass
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I am actually turning away investors, explaining to them that cannabis in NY is a bad investment because the state has put the cart before the horse. There is essentially nowhere to sell what is grown. Product grown last year is well beyond what can be sold in the 5 open dispensaries before the end of the summer.

Other farmers and processors I speak to are worried and they have no reason to believe the market will develop quickly enough to avert a disaster.

If 1000 dispensaries can not open by the fall, production should be limited from 1 acre/farm to 50 plants/farm to prevent a oversupply crisis.

Christopher Sherwin
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Dear DASNY, OCM we currently have a colocation with 2 AUCC licenses and 1 Processing. Hudson Valley Canna is cultivating 14,560 sqft in green house going on its 2nd run the flower is top shelf. I have 1/2 an acre of outdoor from late 2022, it's about 1,000 lbs of B grade and 600 lbs of A grade for wholesale to the processor at co location. It's going to get bought and put into production on their side. Ice water hash or solventless live rosin, prerolls, live rosin gummies, AAA flower in jars, all in sustainable compliant packaging under the processors brand. My first wholesale P.O. is this month. We're growing all year, looking to supply dispensaries with the best product. I'm waiting to add partners when we can. The processor is looking to create revenue to keep operating and buy our flower. I think we'll be fine and won't go out of businesses. Our location and groups are dialed in and there is synergy. We are all New York locals from cbd hemp operations. I am working on my own brand for dispensary as well. Unfortunately there a lot of farmers have no more money possibly and hoping the seed fund can help distressed farmers out. It's extremely expensive to grow. I think the processors may have to much control on top of everything.

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The lack of stores to sell my products is disheartening. We were promised 20 stores opened by the end of last year. Trying to plan this years grow while sitting on last years harvest is terrible position to be in. You encourage us to grow last season and look we are now. Many farmers I know are debating on growing anything this year. Cultivation takes planning, the season will be here in a blink of eye. Genetics need to be sourced and received before May. We are running out of time! Some farmers desperate to recoup money are selling to processors for much lowered then anticipated prices. Small farmers are be crushed once again by programs that were supposed to help them.

Lucas kerr
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We will have retail products ready in mid April and have invested heavily in this venture. This includes consultants, installing capital equipment, GMP, Biotrack, labor, marketing and numerous tradeshows to make these contacts. We have the capacity to supply (already agree upon contracts) 800 lbs of pre-rolled flower .5 grams that will have passed NYS/OCM testing standards and we have a brand under contract. We also have invested in very expensive machines, operators, electrical upgrades, land purchases and website development.

If we do not have the opportunity to sell then we will be out of business, in many ways.

Rick Weissman
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We are a farm in the Hudson Valley and spent considerable time, resources and energy growing what we believe to be amazing outdoor cannabis in 2022, in anticipation of the adult-use roll-out. In order to achieve what many consider to be of ""indoor quality"" without having to remediate contaminants, we spent considerable resources with active ""field""management, including many regenerative farming practices in order to achieve an amazing crop. We invested \$250,000 in creating a state of the arts curing facility with the proper humidity and temperature controls to ensure that what we harvested in the field was minimally processed

into the best outdoor cultivated cannabis in the state. Even though we received our license late (mid-July), we still managed to grow about 1,000 lbs of high end cannabis, in addition to another 700 lbs of biomass (being made into gummies), and 15 kg of high quality kief, which we will market in 1gram containers. The flower itself will translate into 100,000 3.5 gram packages and 150,000 pre-packed glass smoking devices holding 1/3 gram each.

If we are not able to bring this cannabis to market, it will create a financial burden for our farm which is doing what we believed would be supported by a vibrant legal retail market. We are staffed with 16 people in our enterprise to help bring our products to market. We are supporting many in our local community as well as ancillary businesses which service the needs of our our enterprise and our employees.

If the cannabis farms fail due to a lack of retail, that will leave the MSO to rule the NY state industry. Is that what you want? I'm sure not, but that is what we will get if this situation is not fixed ASAP.

I urge you to do what you can to expedite the roll-out of the dispensaries and do something to shut down the illegal dispensaries which are opening up daily as the proprietors of such realize that it is profitable to run the business despite the threat of tickets or closure.

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We are Licensed AUCC#22-000031. We have about 100 pound of trimmed, cured flower ready for retail. we need to move this flower and get paid ASAP. to get our 2023 season started. the longer we wait, the flower will degrade in quality and will have to be disposed off. Image if 50% of the farms dispose of flower. How would that look for New York. that would be a major loss to our small farm. We spent all our cash getting the 2022 season started and now were stuck. We need to start our seeds in a few week, so they can go in the ground June 1st. We need to get these Retails open, if not Farmers Market could be a option. Not to say that Labs are taking 4-7 weeks to get test result.
We need your Help!!!!!!

Michael Kudrewicz
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I'm writing to make you aware of the circumstances that are specifically effecting our farm as well as I'm sure many others. Please note that we entered into last season believing that we would have dispensaries open when our crop was harvested and ready to go to market. Understanding the need for product we planted approximately 1700 plants to optimize our harvest. This start up venture entailed a large amount of personal capital. Based on the ROI coming in by Q4 2022 and Q1 2023. Unfortunately that is not the case. Due to the lack of roll out by DASNY for CAURD applicants.

We succeeded beyond our expectations. With a harvest of 400lbs of A+ grade flower, enough B grade flower to produce approximately 900,000 pre-rolls and 800lbs of bio mass for extraction. However due to the lack of dispensaries at this point in time we have been forced to hold off on the completion of our product for sale. We had anticipated having sold product to provide more working capital to complete these tasks. This is also effecting our ability to prepare for the upcoming 2023 season in regards to purchasing seeds, soil, etc. The clock is ticking and if there are not dispensaries opened ASAP I fear that I that I will miss the 2023 season and ultimately have to close my business. We have personally tapped out our resources and are barely scraping by from week to week.

Katherine Miller
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I am writing to you to share my deep concern over the slow rollout of CAURD dispensaries in New York State. As an AUCC licensed grower, I have over 500 lbs of cannabis that can not be sold because there is no market. This represents my entire income from this crop, and is supposed to be the source of funds to pay for the next year's crop as well. This is the time we normally buy seeds, soil mix, compost, and other items to get the season started. We begin to bring staff back on payroll to help plant and prepare the fields. We are doing none of those things because the finances are just not there.

We have followed all the rules; we took a great financial leap of faith and produced an incredible sun grown cannabis crop based on the promise of having a ready and willing market. Yet through no fault of our own, we can't sell it. There are hundreds of farmers in the same situation, and it is rapidly becoming dire. We remain deeply committed to the equity ethos that underpins the entire CAURD program, but worry the program is crumbling without the necessary inputs to make it happen on a real timeline. The DASNY fund is clearly not able to

get stores open, and if we don't get stores open immediately, I fear there are going to be farms going out of business and the entire cannabis market will fail. I urge you to take all steps necessary to fulfill your promises to the farmers and open dispensaries NOW.

Michael Warholic
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As a licensed Aucc farmer I am proud to be involved with this program, but... those in positions to move this program forward need to understand that these products do have a shelf life, outlets for cannabis grown in the state need to be open. All licensed parties in this program have challenges to become operational but the farmer faces the most. Climate , market shifts, all the agriculture challenges, we don't get 30 day net on our purchases. Yet the very essence of what this program is about , we at the ground level are responsible for. Agriculture planning , growing, maintenance, harvesting, drying, curing, transporting, all the required paperwork. I'm actually paying tax tommorow on product I sold , that I haven't got paid for yet. We are doing our job quite effectively, those of you reading this letter need to review your efforts. Get these dispensaries open ASAP. Please!

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I am a cultivator who along with many of my cultivator colleagues are very concerned about our future in adult use cannabis business. The current direction of this rollout is clearly not working. We as cultivators have persevered through many obstacles to produce a quality and sufficient quantity of product to support the proposed number of dispensaries in New York. We have product with a retail value of \$5,000,000.00 sitting in storage due to the insufficient number of operational dispensaries !

We are now reaching the time for planning our crop for 2023. If we are not able to move our 2022 crop to market, there will be NO 2023 crop and we will be forced to liquidate our farm in order to pay off our debt that was established in order to provide the cannabis which was needed for the adult use market.

We, along with our numerous cultivator partners are asking that you rapidly move forward in order to expedite the opening of retail dispensaries before this adult use market becomes the first to fail!

Ryan McGrath
Assembly District 105
Senate District 39

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I want to take a minute to express my initial gratitude for the leaps that have been made thus far regarding recreational cannabis, as well as the opportunity that has been extended to small New York Farmers. Without the conditional cultivator program, it is likely farmers like me would not have had a chance to participate in the legal recreational market. Only to be pushed out by larger registered organizations of multi-state operators; resulting in what I believe to be a travesty for New Yorkers, giving our industry away to carpet baggers. I proudly announce that I was the 47th license approved, in the first round, wearing this information like a badge of honor.

The ultimate success of this program is vital to many farmers, CAURD recipients, processors, and the such. I know in my given situation that should the industry not be successful, I may be in the situation to sell the family farm given the high operational costs in downstate NY. Farmers like me have sunk hundreds of thousands of dollars into infrastructure, raw materials, labor, etc. to be in the position to supply the NY Recreational market with their cannabis supply. My organization currently has approximately 1,000 pounds of smokable flower products. This equates to approximately 453,592 one-gram pre-rolls or 128,000 eighth of an ounce packages. Additionally, we have approximately another 1,000 pounds of biomass material suitable for the production of edibles such as gummies. These 1,000 pounds could equal over 300,000 individual edibles or 30,000 ten packs. Close to half a million potential products available, and we intended to be halfway sold out of these products when we were harvesting in the fall.

To say I am concerned, would be an understatement. The slow rollout and delayed opening of stores is detrimental to the industry, and the small farmers like myself. While not completely at fault due to court injunctions, the Dormitory Authority of NY seems to be unable to find suitable, complete and funded spaces for the currently license applicants. Additionally, in conversations with many of these license holders, there have been many delays and road blocks from the office of cannabis management further delaying their ability to secure a location and open.

These delays have cause major backlogs for farmers, both with product aging, and with delays in expected cash flow. We are gearing up now for the 2023 outdoor growing season and are facing issues with funding, but more importantly have a lack of confidence in the current NY market and regulatory bodies. If there is not significant progress made, or an alternative

resolution to allow farmers to get their product to market now, many farms will go under or drop out of the market.

I urge all in a position to assist to please do so with urgency. Doing so could ultimately save a new industry, increase revenue for the state, and protect the people from potentially tainted black market goods.

These fears are echoed by many, if not all, of my peers.

Anne Banks
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I am a cannabis grower with an OCM-AUCC license. We grew a good crop last year and have 300 lbs ready to sell. We have invested all our personal savings and desperately need to make cannabis sales. The process has been made difficult because of the evolving regulations and guidance. The OCM needs adequate funding so that they can support the cannabis program in which we have invested so much work, time, money and effort.

Benjamin Banks-Dobson
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I was born on an organic vegetable farm in New York State where in order to make ends meet my father planted cannabis until his arrest in 1991. He was fortunate enough to avoid sentencing, but the experience left a lasting impact on our family. My views and activism in the cannabis space have been shaped by that experience, twenty two years of professional agricultural experience in several states and four countries, and an interracial marriage that has spanned the past twenty years and produced five beautiful Haitian American children.

In 2017 our farm received the 10th hemp license in New York State. At that time we were enthusiastic that New York would become a leader in the hemp industry and that a pathway to a just and equitable cannabis industry was possible. In served on Richard Ball's initial hemp

advisory committee and then on the CBD subcommittee. Later I was tapped by Allan Gandelman as a founding board member of the New York Cannabis Growers and Processors Association.

I would first like to thank the Office of Cannabis Management for their good intent towards individuals and communities negatively affected by the war on drugs and specifically New York States draconian Rockefeller drug laws. Furthermore, I applaud the Office of Cannabis Management for its support of hemp farmers, almost all of whom suffered major losses, partially due to misinformed and poor leadership from the Department of Agriculture and Markets and also due to a national oversupply and lack of FDA regulations.

Unfortunately, despite the good intentions of the Office of Cannabis Management (OCM) I feel its mission and effectiveness have been undermined by the relationship to DASNY. The placement of the Executive Director of DASNY, Rueben McDaniel on the Board of Directors of the OCM appears to be an open conflict of interest. The Executive Director of DASNY has failed to raise any capital beyond the original \$50 million provided through the state and has repeatedly not delivered on promises to the justice affected communities the OCM aims to support. Furthermore, CUARD applicants are afraid to speak out because the Executive Director of DASNY is on the OCM board and could potentially retaliate against them by not approving their applications. I strongly urge the governor and all legislators to discontinue the relationship between DASNY and the OCM. The situation has been exacerbated by misinformation from Mr. McDaniel that there isn't enough cannabis to open more stores, it strikes me that Mr. McDaniel has no experience in any part of the cannabis industry, yet is ready to make highly impactful, misinformed statements that affect all of us on the ground. Most AUCC growers I know have yet to make any sales and are out of money, with some on the verge of bankruptcy.

Many CUARD applicants have identified their own locations and their own sources of cannabis from AUCC cultivators and processors. I strongly suggest that the OCM allow such operators to open. Any rational business operator will not open if they haven't identified a supply. While a proper framework is needed for a fair market, ultimately supply and demand are tried and true.

Diane Curley
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I am writing this letter in regard to the slow roll out of the cannabis dispensaries and pending lawsuits against NY State and the OCM. I have a small farm in Dutchess County. In 2020 I planted hemp and lost over \$100,000 tried again in 2021 and lost another \$50,000. When OCM

came along and said I could grow cannabis and it was going to be great, I finally felt the effort was going to be worth it. In 2022 I invested another \$100,000 and now I am sitting on what is potentially millions of dollars of cannabis material that every day becomes less viable while the OCM keeps mandating more tests and more track and trace. Everyone has their hand out for money (the lab testing, insurance, tracing systems) they want their money up front and at this rate we will all be bankrupt. The cart was definitely put before the horse. The dispensary should have all been online before a cultivator put a seed in the ground. At this point we only have four open dispensaries, and we were promised twenty by December of 2022 and twenty each month after that. WHAT HAPPENED? The only people making money are the 1,400 illegal dispensaries while we are all here dying. With all the recent issues regarding the dispensaries, we are considering planting a token crop to keep our conditional license. I believe a lot of cultivators are doing the same. Any sense of urgency you can impart on the people making the decisions to open the dispensaries now, would be greatly appreciated.

Kristen Garringer
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As we near the end of the first year of New York's conditional adult-use cannabis program, we at Hudson Cannabis have concerns over the pace of CAURD license approvals and dispensary openings. Hudson Cannabis (Hudson Hemp) currently has over 4,900 pounds of flower that is being stored and awaits further processing. This is in large part due to the very limited demand for flower products. With only 5 retail stores open across the state, we have chosen to pace our production of final packaged products accordingly in an effort to preserve our source flower quality, rather than leaving final packaged products to degrade on our shelves.

The current glacial pace of the DASNY's opening of storefronts is a recipe for a NY cannabis market defined by an ongoing and massive oversupply. If not remedied immediately, this will have crippling impacts to operators. Our first harvest of 2023 is slated for the last week of June, while somewhere around 85% of our 2022 harvest remains in our inventory. Being just 3.5 months away from the first harvests of 2023, this continued added supply will exacerbate the supply glut unless AUCCs and ACUPs have a destination for the 2022 season's harvest.

If the DASNY and the OCM are not able to rapidly increase the number of retail location openings over the next quarter, market crash potential is very real. The current scenario is already impacting Hudson Cannabis's communicated revenue goals to our investors. All of the Adult-Use Conditional license holders of NY have contributed immense resources of time, vision, sweat and capital to build New York's adult-use cannabis market. The DASNY and OCM must follow through on the promise to open the cannabis market for New York.

Jeremy Peele
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I am writing to you as a licensed Conditional Cultivator in NY.
We need your help - Urgently. I have 1500lbs of good quality cannabis flower, painstakingly grown, cured and prepped - ready to go to market. But there is virtually no market to sell into. We need more Dispensaries open - NOW!!
We invested a great deal of money to make this crop and product. The Next growing season is upon us and we badly need some return on our last crop to finance the next one. Our credit lines are exhausted. We need a way to pay for the next crop and that can only be from sales of our inventory.
If we can't make sales in the next few weeks and months we may not be able to continue in this business.
I have been talking to many other growers and processors and we are all in the same boat. We really need your help here to get the dispensaries open or our inventory will age and be worthless when the 2023 crop starts being harvested and cured. So we have a matter of a few months to make something happen.
Please take this matter seriously, a lot of NY's Cannabis farmers are relying on your organization to get something done

Chris Regan
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I am getting very nervous. I have fully devoted the last two years of my life to starting this farm. I have borrowed two million dollars. I have 600 lbs of high quality cannabis flower, most of it in jars, but I have no where to sell it. I am loading up my personal credit cards, trying not to lay off my crew. I have done everything that the State wanted and needed me to do, but here I am, sitting on product hoping that it doesn't dry out before it can be sold. Without sales I am not going to be able to start season two. I just spent \$5k on fertilizer, \$12k on seed, all of it on my personal credit card. I need customers immediately.

I am sure that what the OCM is trying to do is extremely challenging. And in many ways I applaud their efforts and their successes. But this moment is pretty crucial, make or break. I urge you to pull out the stops and get more dispensaries open!

The state might want also to crack down on the thousands of black market shops I would think.

Kristine DeMarco
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Please help fund the opening of more cannabis retail stores. We have hundreds of pounds of cannabis to sell to retail and need to be able to do this.

Sales are key to our success and many other cultivators are experiencing the same issue

Please help support DANSY in opening more retail stores

Thank you

Tom Weille
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\$6 Million Daily in Taxes Not Collected

Reports from NYS Comptroller - <https://comptroller.nyc.gov/>
2013 - 1.7 billion - NYC Only - August 2013 [https://comptroller.nyc.gov/wp-content/uploads/documents/NYC_RegulateMarijReport.pdf]
2018 - 3.1 billion - May 15, 2018 [<https://comptroller.nyc.gov/reports/estimated-tax-revenues-from-marijuana-legalization-in-new-york/>]

2023 - ?

\$15 million - Daily in Sales

\$6 million - Not Collected Daily?

Axel Bernabe, the chief of staff and senior policy director for New York's Office of Cannabis management

Article March 22, 2023

Exclusive Interview: New York's Cannabis Czar on the Legal Market's Long Play

[<https://www.greenmarketreport.com/new-york-regulatory-development-qa-with-policy-czar-axel-bernabe/>]

"... there are absolutely, unequivocally no restrictions in the ability of anyone in New York or outside New York or globally to invest in or own a cultivator license, a processor license, or a distributor license. Anything on the supply tier is entirely wide open for anybody, ..."

"We're going to have good growers, but relative to California and Arizona and Texas, who can outgrow us just because of environmental conditions, we're really a demand market. We consume more than we supply.

And we set brands. We have high tourism, a lot of brand visibility, a lot of money in the state. So whatever we decide to create in New York, whatever our dispensaries decide to carry, is actually going to impact consumption patterns globally."

Federally - Deschedule / reschedule from class 1, Interstate Commerce - SAFE Banking Act

NYS Residents - Our Window of Opportunity Closing

Farmers - Want to Reinvest Year 1, Expand and Improve Quality, Grow.

Processors - Products that Create Lines, Expand Equip - Need Volume

20 million residents opportunity

60+ million tourists

New York is Legislating World Cannabis Market with NYC as the Center but

"We're going to have good growers, but relative to California and Arizona and Texas, who can outgrow us just because of environmental conditions" [Axel Bernabe- above]

Focus is not the New York State Residents or Business Owners

Focus is on the industry, interstate commerce, world cannabis capital.

Not New Yorkers.

Christopher George

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The slow roll out of dispensaries is hurting the entire market. I currently have about 6.3 Million in wholesale product that has no throughput due to the defunct DANCY fund. While I understand there are overwhelming complexities involved in rolling out this nascent market; Getting approved products into the hands of consumers is the driving force behind not only a healthy start to the market, but of timely tax revenue for the state. Given the unfortunate situation we all find ourselves in currently, I urge lawmakers and all at the OCM to take action and not make perfect the enemy of good. We can together make this the best market in the world, we just need to think outside the box a little.

Seth Jacobs

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Our family are AUCC license growers. We are long time farmers, having raised vegetables in New York for almost 40 years. We were chosen as AUCC growers, because the state through OCM wanted to select smaller farms from throughout the state to grow the first cannabis crop for New York. As small growers we have been put in an extremely precarious position, as New York State, for multiple reasons, has failed to provide us the promised market for our cannabis. While large MSOs can afford to lose money for a year or two, small farms like NYS selected absolutely cannot. But with no market that's what we're facing, losses.

We currently have 100 litres of extract, and several hundred pounds of flour to sell. This has a wholesale value of \$500,000, and a retail value of 2 and 1/2 million, which is a tax value to the state of \$500,000.

And yet because of the lack of markets, we cannot raise the money to get a crop in the ground this coming year. It's time to fast track the opening of stores. A multitrack approach is urgently needed. Social equity is crucial, but so is getting stores open, and in other states social equity took a while to get rolling because it's complicated. The current situation is hanging farmers and processors and qualified store owners out to dry.

We are very discouraged and have never been so fearful in our long farming career. Get going and get this done, stop breaking your promises to us.

Everyone I speak with in the industry is in the same boat, swimming against the adverse conditions the state has created. It's time for a warp speed rollout. The situation as it stands is not okay. The OCM has embarrassed the governor and the state and is ruining the AUCCs and the AUCCPs. There are 1400 brick and mortar locations throughout New York City selling cannabis. Only two of them in the legal market.

New York State has been very good to us, a good place to live and farm. We find the current situation very discouraging though.

Thanks for your attention to this matter.

Kalon Jacobs-Johnson

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My name is Kalon Jacobs-Johnson. I work with my parents on a farm they established in Washington County in 1983. The situation we face today is unprecedented in the almost 40 years of operation- while we have experience storing crops over winter, due to the current shortage of dispensaries and thus market for biomass or retail flower, our job since harvesting in October of 2022 has been to figure out how to safely store the nearly thousand pounds of biomass and several hundred pounds of flower that comprise the fruits of our labor for 2022. This raw material requires humidity and climate controlled indoor storage space that does not exist on our farm.

As we wait in limbo for some development on the retail side that would allow us to earn some income we are at best 60 days out from germinating the first batch (of several) seeds for the 2023 crop (at a minimum of \$1 a seed), with no current plans to start work on any of the infrastructure we were hoping to invest in to make our lives easier for the coming year, or for that matter much of a plan for how we intend to repair the damages incurred over the course of a long and difficult growing season & a particularly harsh winter. We intend to continue participating in the AUCC program, if only because we're already in debt (especially my parents, who've leveraged retirement savings to keep the bills paid as of late), but that's not been an easy call to make given the continuously rising costs of storage as well as the increasing list of expenses the OCM has been reminding us we'll have to make in the near future to remain in the AUCC program. You all draw a steady salary and health care through your job. We don't draw a salary even in a good year, and right now we can't draw much of anything until the dispensary bottleneck is dealt with.

While I wish we were an outlier in this regard, our conversations with other growers & processors do not assuage my own concerns. A few growers and processors are weathering the current situation adequately, having started out with emergency funds or outside investment. Most who I have spoken to are stuck in limbo alongside us- and we all have gotten to watch a tremendous number of black market operations make consistent income for the duration of our membership in the AUCC program while deadlines pass, court cases pile up, and we are continuously reminded that participation in the legal marketplace means following the rules and thus tightening our belts until the dispensaries are open.

I do not wish to impugn the good faith in which the OCM has largely operated with regards to the AUCC program. I am a great believer in our state's vision for a robust domestic cannabis industry built and regulated to protect our state from large operators that seek to monopolize markets and drive independent farmers and dispensaries out of business through predatory and corrupt practices in the name of their own profits- both out of my own self interest and because it is clear the healthiest outcome for our state is to keep the fruits of this project- all the income, jobs, and tax revenue it entails- within our own borders. I still have a great deal of hope for the future and faith in our elected representatives & state employees- but I see cracks beginning to form in this nascent industry & I hope for all of our sake that you folks have a plan to deal with the current dispensary bottleneck. I'd really like 2023 to be a boom for all of us, not a bust.

Martha Johnson

District 114

District 43

177 Gilchrist Rd.

Argyle NY 12809

martha@slackhollowfarm.com

(518) 951-4039

I am an AUCC license holder with a family farm in upstate New York. My husband and I have been growing certified organic vegetables for the past 40+ years, with our two sons joining us in the past 10 years. My husband and I were working towards retiring when we were granted our AUCC license. We have seen a lot of ups and downs in our years as farmers, but never have I been as scared about our future as I am now. We are currently sitting on several hundred pounds of flower and have 120 liters of crude and distillate at AUCPs that we are unable to sell because there are not enough retail markets in NYS. The OCM said that 100 dispensaries would be open by the end of 2022, which was reduced to 20 dispensaries and, as you know, the actual was 1. There is no money in the system for us to sell our crop. The only money is investment money and that dried up a while ago as investors saw how long the retail market rollout was taking.

We have put a lot of our retirement money into getting this business going because we had the word of NYS that there would be a thriving market for our goods. Both my husband's father and my father passed away in the past 2 years and the inheritance that we both received has gone towards this cannabis business. We now find ourselves at a point where we do not have the funds to buy the seed to grow this coming season's crop. We need to buy seed asap as we need to start sowing seed by the middle of April. We also have a hefty farm insurance bill and cannabis insurance bill. Crop supplies such as fertilizer, fencing and trellising for plants need to be purchased. And there are bills for fuel for the propagation greenhouse and tractors, as well as utilities. Just writing this down is making me incredibly anxious.

We cannot continue much longer. A business that has no cash flow is not sustainable. Expenses for a cannabis farm are higher than for other farming businesses, whether it is the

price of seed, or banking fees or insurance premiums, or high cost of compliance expenses. Plus we have 2 employees and 4 family members relying on our farm for their income.

We are not alone in this situation. Every grower that we have talked to has expressed anxiety about their financial future. Our processing partner is already talking about selling out. Other processors that we are working with are sitting on our product and withholding money. We are all suffering from the lack of retail outlets to sell our crop.

NYS had a great idea to start the legal cannabis market with small scale growers and processors. Action must be taken now so that these small businesses are not casualties of the transition of cannabis from an illegal to legal market.your message out here.

Bradley McWhorter

District 114

District 43

5 McEachron Hill Road

Argyle NY 12809

bradcompany@yahoo.com

(518) 681-6244

I am writing to you today on the issue of how slow dispensary's are rolling out. It is critical for my small family farm, Blackberry Falls Farm, to get last years harvest to market.

With everyday that passes, our products are losing their shelf life. We must need to get these products to a dispensary soon.

We currently have 75 lbs of premium flower for jars and pre-rolls. Plus another 45 lbs of biomass. Around 29lbs of our flower has been tested, jarred, labeled, and ready for the dispensary's.

I've talked to many other AUCC's and this is a big concern to them also. As many of the other farms, we will be germinating seeds in less than a month and we haven't even sold a penny's worth of product from last year.

I urge you to stop the slow rolling out of dispensary's and pick up the pace immediately so we can get last years products to market.

Todd Bessette Sr.

District 114

District 45

1221 County Route 10

Lewis/aka Westport NY 12993

dbessette@westelcom.com

(518) 918-6277

I am a licensed AUCC grower and I have approximately 400 pounds of product to sell. Clearly the DASNY fund is not able to get stores open to sell my product which I need to do as soon as possible in order to fulfill my license so that I may begin to work on 2023 grow in order to see the cannabis industry reach its full potential. We will begin planting at the end of May but there is much work to be done to get this years crop sold. Please help us do this by getting these dispensarys open to accept product ASAP. Other growers are having the same issues as us.

Dean Laubscher

District 116

District 45

55 Lower Pine St.

Potsdam NY 13676

dlaub@twcny.rr.com

(315) 212-6002

We are a NY licensed AUCC in Northern NY: OCM - AUCC-22-00200, and in addition I am the 51% service-disabled owner of our license.

We (Grasse River Hemp, LLC) reluctantly decided (for many reasons) to participate ...but in "good faith" trusted the newly established OCM AUCC (Adult Use Cannabis Cultivation) program would have dispensaries, processors, etc. up and running by the end of 2022.

Unfortunately, this has not been the case as it has been a seemingly tenuous, stressful and slow rollout of the NY cannabis industry for whatever reasons.

However, it is not so stressful to the state workers in the OCM, DASNY or other bureaucratic stakeholders who most likely have no financial involvement such as the case with most of the cannabis cultivators we know and have been in contact with. We have yet to make a "dime" from our investment and it looks like we may not in the near future.

The problem now is... time is ticking down on the cannabis flower we have grown based upon the degradation of product we face every day when there are no retailers available to procure our cannabis flower.

We have done our part, and our farm has approximately \$12,000.00 invested in the cultivation of our approximately 450lbs of tested and paid for dried flower, not to mention all of the time, effort, energy, research, and compliance paperwork etc. that has been put forth in growing this agricultural product.

We are just attempting to illuminate you to the fact we cannot go much further down this road financially unless of course we can sell some of our product. It seems there is really no one

purchasing cultivator's flower unless they seemingly have an "in" with the handful of dispensaries open, unfortunately we do not have this advantage.

Please hear our current plight, and do what is best for all...get these dispensary, processor, manufacturers license's up and going as it is imperative for the numerous cultivators who are on hold for the up and coming grow season. In addition... EXTEND the June deadline for the so called "minimal processing" clause. Based upon the June deadline we have refrained from purchasing an approximately \$8,000.00 piece of pre-roll manufacturing equipment, as after June it would be an 8000 dollar paperweight.

In closing, while we have appreciated and applaud all the bureaucratic work done thus far as it would be no easy task and we want it done right the first time...please, please consider your Farmers/Cultivators at this time and get the NY cannabis industry open for business!

Jenna Johnson

District 116

District 49

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Watertown NY 13601

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(315) 771-6783

The slow rollout of CAURD licenses coupled with out-of-state brands taking up shelf space in the existing 4(FOUR) stores is crushing AUCC and AUCP license holders. The challenges we face competing with THOUSANDS of unlicensed, untaxed stores would be enough on its own to sink multiple businesses, even if the legal supply chain had the 60+dispensaries we were promised by this time. How did DASNY and the OCM go from opening 20 dispensaries per month to 1 per month? That shift in policy will destroy the industry as intended and pave the way for a select few to prosper while everyone else fails.

As it stands, we have 500 pounds of flower that could be processed into 50,000+ finished products. If you place an average cost of \$20/unit, the potential revenue number is \$1,000,000. We need that money to continue our operation.

The state is missing out on 200K-250K in Tax Revenue and we will have missed out on an entire season because there are not enough stores open to sell our product.

The 2023 growing season is upon us. The schedule is tight and unforgiving, like the land. We need to order our seeds/seedlings by May 1, 2023 to have a chance at a successful harvest. The work that goes into our field takes time and money, both of which we are short on. Something has to give, and it isn't us. We are giving everything we have and are receiving zeros in return. Without more outlets for us to work with, multiple small businesses will fail before they even start. How can we even afford to plant this season if we can't even sell last season's harvest?

The OCM and DASNY need to open up 100 stores in the next 60 days to hold up their end of the bargain with license holders. Time is of the essence. In addition, DASNY and the OCM need to take immediate action with a policy change that includes an opportunity for AUCC's and AUCP's to sell their products without breaking the 2 tier system. The solution is in the form of a temporary retail license, similar to a temporary liquor license required to serve alcohol at an off premise site, that can sponsor a regional farmers market for all license holders. Every sale gets run through the temporary retail license. AUCC's and AUCP's can sell our products and NYS can collect the tax.

It's a win-win situation that we could all use right now.

Bill Allen
District 120

District 50

370 gifford rd.

Hannibal NY 13074

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(315) 591-6213

We here at unhinged are concerned that our cannabis will eventually lose a lot of its final quality the longer that we have to wait for the opening of the dispensaries. There is no one that is buying at the moment and all of the cultivators and processes are waiting for the final step into supply chain to roll out. We have several hundred pounds of flower and biomass waiting to be sold so that we can reinvest for the planting season starting very soon

Tim Moshier

District 120

District 50

676 Baldwin Road

Fulton NY 13069

tim.moshier@icloud.com

(315) 439-9991

I would like to impress on you how critically important it is that you expedite the opening of Adult Use Cannabis (AUC) dispensaries. I am an AUC Cultivator who is sitting on eighteen pounds of dried and cured flower since last October, and am already preparing for this season's crop (seeds start 1st of May) without having been able to sell a single ounce of last year's crop.

I, like every other AUC Cultivator, have invested a significant amount of money to apply for the license, and implement all of the changes required to stay compliant with the State's rules. There was an implicit contract that we would grow the cannabis in time for dispensaries opening last fall, and the state would award and certify for operation the rest of the supply chain,

including the dispensaries, by last fall. Six months later, and there is still no clear path of when the rest of the supply chain will be able to meet our current product inventories. Our collective risk as Cultivators is going up exponentially, and will force some of us out of business, especially in this worsening economic climate.

I am asking you to please honor that implicit contract, and move rapidly to open more dispensaries. Thank you in advance for your efforts to help the nascent New York legal cannabis industry be successful for us all.

Bruce Kellogg

District 121

District 51

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Bainbridge NY 13733

bkrealestateservices@hotmail.com

(607) 316-3332

We are Next Gen Hemp Growers LLC, with a farm in Bainbridge, NY. 13733. We have been involved in the Cannabis industry since June 1, 2023.

We planted about 7500 sq ft, or 100+ pounds of material, and are presently waiting for DASNY to open up more dispensaries to market our products to.

The slowdown of the openings is adversely affecting our financial success, as it is coming spring planting ytime and we need money to get things underway. If we do not get a market for our crop, there is very little chance we can survive for this growing season, as no bank will work with us.

In 2019, we tried to open a checking account under our corporate name at NBT, Norwich, NY, we had given them all the NYS approved licenses, permits, corporate documents. The home office called, the wordage of the call was we do not work with illegal drug growers, and we were to be escorted from the Afton NY branch immediately.

We were able to open an account at M&T bank, which was closed on August 3rd, 2022, leaving us being a pure cash business,

We have heard ""rumors"" of a state funded bank being opened special for hemp and cannabis growers. If this is a possibility, please act on it now.

Failure to act could mean the end of the infant Cannabis industry as we know it, and would negatively impact hundreds of small farms and jobs across New York State.

Donald Markoff

District 121

District 51

116 Frost rd, 1

Windsor NY 13865

jmarkofffarms@yahoo.com

(607) 343-5454

As you are aware the 2023 farming season is at hand. We are sitting on several Thousands of dollars of Cannabis product from 2022. we need to get Started soon on 2023. Please expedite the opening of legal dispensaries in NYS.

Cash Flow is important to all businesses. Lack of operating dispensaries is hindering our ability to produce for the 2023 season.

Rick DePalma

District 123

District 41

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(203) 948-0542

Please be advised we are a licensed Hemp/Cannabis Farm in Sullivan County and have been operating since 2018. To date we have not benefited from any sales neither Hemp or Cannabis products and are looking forward to selling our recent 2022 harvest of 250 lbs of flower that is being stored in a secured controlled environment storage room, We are just awaiting our results of line testing and the opening of more retail outlets. This business has been a big investment of time and money and we have just received our permission to grow again in 2023 and are starting to prepare beds, start seedlings etc.. all this endures countless hours and more financial investment to bring this business to fruition only for reinvestment to continue on a sensible sustainable business plan that we set forth upon entering into the marketplace with the state of NY. Please hear our concerns as we united with other registered/licensed growers and processors. Looking forward to your amicable decisions supporting all aspects for this new industry.

Pete Shafer

District 123

District 52

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Endicott NY 13760

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(607) 341-1755

I am writing as a representative of an AUCC license as well as an AUCP license. As a conditional license operator I am grateful for the opportunity to operate in the legal space in NYS. Although it has been a roller coaster of a challenge to navigate the regulatory landscape, we are willing to put forth the effort and expense to maintain compliance to be part of this legal market.

As cultivators, we maximized our square footage of flowering canopy in the summer of 2022 in order to harvest enough of a crop to meet the speculative demands of 150 retail operations as advertised. Here we are approximately 5 months after our harvest has completed and the state has helped facility opening only 5 of these stores. Our costs just keep adding up as we are trying to make our Fall harvest, which consists of multiple hundreds of pounds of product, stay fresh through this period of waiting.

The challenges compound as we are trying to plan for our next crops. We have to invest further to secure seeds, order pots and soil, and we haven't yet seen a profit from our first crop since we have limited outlets to sell our current inventory.

We request that DASNY and the OCM increase their focus, their efforts, their sense of urgency and funding to expedite the opening of these already licensed Conditional Adult Use Retail Dispensaries. If stores can't be opened faster, then the OCM must get creative and find ways for Cultivators and Processors to move their product before it goes bad.

Thanks in advance for your consideration.

Erik Carbone

District 124

District 58

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Berkshire NY 13736

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(516) 410-1441

First and foremost I want to commend the groundbreaking efforts - and progress - that the OCM has made towards making NY's regulated cannabis industry a truly equitable and inclusive space; a regulatory framework that not only recognizes the sordid, racist history of cannabis prohibition, but actually prioritizes the commitment to right its wrongs is a rare and beautiful thing that should not be taken for granted.

That being said, I fear that if the current conditions persist much longer we are at risk of harming the very population that the program sought to make whole.

DASNY has not only failed to raise the money promised to fund the CAURD program, they have failed to support the existing pool of licensees at every turn. The failures of DASNY and the fund do not just hurt current and hopeful CAURD licensees, they threaten the foundational values of the MRTA, and the success of NY's AU market as a whole. The delayed retail roll out has created a real and immediate threat to the most vulnerable AUCCs - those of us who qualify as "distressed farmers" have only become more distressed despite the opportunity this license promised.

We have 1300 units of packaged, tested pre roll packs, 200lbs of extraction biomass and enough distillate to create 20,000 units of gummies. There are also 4000 units of our packaged gummies that have been awaiting final test results for over a month.

We were able to get our pre rolls into William Jane but had we not been local enough to drop in on them days before opening we might not have been so lucky. It has become nearly impossible for AUCCs to even get a response from the 4 (now 5) retailers, let alone shelf space. The few options available are opting to reorder with existing vendors rather than take the time to onboard new ones. We are fortunate enough to have existing relationships with 3 of those dispensaries. They were ready to place POs pre-opening, but our products were not ready yet. Now that our products are ready, it has proven incredibly difficult to nail down a PO. Just imagine what this process is like for cultivators who do not have those relationships or an existing brand recognition. Even if cultivators choose to pursue the lower-margin path to market, selling their material wholesale to a processor, they are being just as negatively affected. Without more retail open, and without more brands and more volume moving through the shelves, processors are (a) unmotivated to purchase raw materials from cultivators, especially not at a competitive price, or (b) unable to pay cultivators on the agreed upon "splits" on finished products.

5 retailers cannot accommodate the amount of product that AUCCs and AUCPs are sitting on right now - product that is losing value with every day that passes. Without more retailers to accommodate that product, many AUCCs (ourselves included) are questioning if we will be able to make it through the 2023 season.

To be clear, I do not support the recent lawsuit filed by a handful of the ROs. While many of their points are not without merit, their self interest in this pursuit is clear, and I once again commend you for making NY an inhospitable place for \$msogang.

I truly believe that things can move much more quickly by expediting the approval processes for CAURD licenses who are using their own real estate or do not need the assistance of the fund. The profitability of the fund should not trump the profitability of the licensee. Something has to give.

AUCCs and AUCPs cannot survive the current market conditions much longer.

I urge you to consider all available options to expedite the opening of more CAURD locations.

Thank you for your time and consideration. We truly appreciate all of your hard work and your commitment to creating a new model for equitable cannabis markets going forward.

Andrew Pirozzolo

District 124

District 58

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(607) 425-1805

Farms and cultivators are the horse that pulls the wagon. The cornerstone and foundation of the product that NYS is attempting to roll out. Without the growers producing the product then all that energy put into retail and dispensary's is just marketing hot air. Without access to capital or a market to actually sell our harvested product, there is no feasible way to carry the debt, risk, and costs to continue and survive after four years of clawing to stay above water. And like dominoes every facet of our operation falls and ceases to function properly. I suggest a heavy investment into the cultivators, and watch how cheap it becomes to market a genuinely top quality sustainable product. Put the horse in front of the wagon

Richard Tarantelli

District 124

District 58

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SPENCER NY 14883-9582
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(607) 738-7191

I am a small cultivator who also grows vegetables. I have had to continue farming veg. to pay bills while trying to enter the cannabis market. Right now i have around 75 pounds of top grade flower that i am trying to get into the market.

For quite awhile myself and other growers have been in the stressful position of not knowing...much at all. How to plan for this years crops or how to approach the future. The few dispensaries that are open are overwhelmed and not checking out samples or adding to their initial product line. I have called, texted, and messaged with no response.

If more dispensaries are not opened now I'm looking at serious difficulties moving forward. Even possible loss of my business of 23 years. As a small farmer i have no cash reserves and have put everything into compliance, lab testing, a bank account, insurance, and more. I really don't know how much longer i can hang on.

I do have a great product and there is a huge market but the barrier to sale for a small farm like me has to be removed.

Thank you for your time and consideration

Jason Beizavi

District 125

District 52

260 Hines Road
Newfield NY 14867
jason@enfieldglenhopyard.com
(607) 738-4345

Hello. I am a AUCC licensed farmer in Tompkins County. Writing in to give one more additional perspective. I speak from my own experience as well as a good number of AUCC farmers I

speaking with on a regular basis. Many are on the brink of collapse financially. The majority of us are small farms that lost out tremendously in hemp. We came into this program with very stressed financial situations. I have been sitting on 2,628lbs of premium grade biomass since harvest. All attempts at selling this material have fizzled out eventually due to the story “we just don't have the money” & “it's a cash flow thing”. My material as well as ALL of the other farms I speak with is still sitting in storage. We all have been holding out hoping to sell and it has not happened. Suddenly it's March. Clean up and spring prep is literally around the corner. Seed purchases and season planning should be happening now and it's not. Many I speak to are in a situation financially where- if they do not sell the crop from 2022- they are not in a position to plant in 2023. The problems seem to stem from a few things but most importantly is the lack of retail stores. These stores are needed immediately for this program to work. The farmers, processors and retailers are all equally needed for this program to work. The processors, farmers and large retail cannabis brands need stores to purchase inventory to make the flow of money cyclical. New York should be a booming market for all participants and it's not. We farmers have the ability to grow good flower. The processors the ability to make top tier extract products

Wayne Bishop

District 125

District 52

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(661) 378-4555

I am writing to you with a concern we have that both organizations are not moving as fast as should be in getting dispensaries open to allow the market to push product to consumers. The current farmers already have cannabis that is not being pushed to market and you have created a bit of a cart before the horse situation.

The delay is creating major financial implications for the farmer/producers/processors not being able to push product to market.

One of my major concerns is that the real estate you are acquiring with DASNY is stopping or blocking other dispensary operators from entering the market on their own as you are purchasing real estate that is within 1,000' of prime real estate that is available. In addition, the money you have, or should I say not have, is not sufficient to actually turnkey these facilities to the new license holders and you are not being transparent on the cost or the timeline to obtain a turnkey facility. In essence, you are creating a monopoly!

I urge you to stop this nonsense and allow the current license holders who have the financial ability to open a retail store to do so and not block them with potentially procured real estate that is not moving forward because you don't have the \$200M you said you did.

Jeff Jones

District 125

District 52

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Newfield NY 14867

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(415) 692-4840

I am an AUCC farmer with a half-acre of cannabis outside of Newfield, NY in Tompkins County, smack dab in the middle of the Finger Lakes' "Emerald Necklace" conservation area. I applaud the efforts of the governor, the legislature, and the OCM to ensure real social and environmental justice are at the core of New York's cannabis industry, and to protect our nascent industry from the rampant dysfunction that has hampered the roll out of adult-use cannabis in so many other states, short circuiting the awesome power of cannabis to effect positive change in those communities.

I write to you today to raise the warning flag on the slow pace of retail cannabis store openings in New York. We are at a crisis moment. The DASNY fund is clearly not able to get stores open at a pace that will support a functional marketplace that can achieve New York's bold social and environmental goals, and help small farms like ours survive.

We are scared for the future of our farm and need decisive action from New York's leadership. Without an immediate increase in retail capacity, the entire supply chain is at risk, especially small farms and processors. We work all year on the promise of being able sell our crop into a functional marketplace sometime in the future, outlaying 9 - 12 months of work before ever seeing a paycheck. To stretch this to multiple years is a likely death knell for many small operators — cash flow is king for small businesses. I have talked to dozens of fellow AUCC farmers who are all frustrated with the slow pace of retail openings and who are worried about having to take a loss on their 2022 crops, which will be harder to preserve as the weather warms.

As AUCC's, we have been given the opportunity to mentor legacy industry hopefuls through the CCTM program. I am finding it increasingly difficult to recommend to my mentee that they even attempt to enter the industry at this time. The promise of a functional marketplace in which legacy and social justice operators can hope to have a chance at success is not being delivered at present. I implore New York's leadership to engage in creative problem solving and industry dialogue to put us all on a more positive path. One thing is certain: if there is not significant change in the next few months, small farms will take a huge blow and critical trust between the state and current and prospective small operators will be lost.

We are excited to participate in an equitable, prosperous, and sustainable cannabis industry as it was envisioned by the state and the OCM. Let's get those stores open, get the flower to the people, and start rollin'!

Joseph Segal

District 125

District 52

362 State Route 392

Dryden NY 13053

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(607) 237-2737

We are an AUCC, and have not been able to sell any of our product due to not enough dispensaries being open. We are sitting on more than 4,000 lbs of total material (flower/trim//biomass) that we have not yet been able to sell to a processor due to the low demand caused by the delay in getting dispensaries open. We have a huge concern that we have not been able to sell our product yet, as we have invested hundreds of thousands into infrastructure to get our operation off the ground. We desperately need dispensaries to open as quickly as possible so that this unnecessary bottleneck in the market is resolved and we as farmers can continue to our operate our business. We simply cannot succeed without dispensaries getting open as quickly as possible.

We have talked with many processors who have said that without more dispensaries getting open, they have no market to sell their finished product to; and thus cannot buy wholesale product to process from farmers.

The delay in getting these open is ridiculous, as there is a huge customer market in NY that remains untapped.

We urge you to move as quickly as possible to get more dispensaries open, so that already struggling farmers can move their product to market.

Trever Sherman

District 125

District 52

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It is imperative that many more dispensaries open as soon as possible.

Ithaca Organics/Flo Extracts is a cultivator and processor with hundreds of pounds and potentially hundreds of thousands of units to sell on the NY legal market right now. Our product is aging and we are turning away cultivators who are not fortunate enough to have their own processing capabilities. I am laying workers off starting this month but still have work that needs to get done if my business is going to continue. The volume and potential for sales is abysmal and absolutely not sustainable. As a result, I am not spending money I need to spend now for people and this year's growing season. Every day that goes by without sales outlets hurts my ability to stay open this year, next year, and beyond.

Throttling dispensary openings does not just impact the NY market now but it drives small operators out of business and hobbles the businesses that do survive for the time when full licensing becomes available.

Josh Allyn

District 126

District 48

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Skaneateles NY 13152

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(720) 254-3409

I am writing to provide feedback on the current state of the Cannabis market in NYS. As a conditional cultivator who grew one acre last summer, we have products that are ready to go. However, we are facing a major challenge in finding places to sell them.

After talking to several other cultivators and processors, we have learned that this is a common issue in the market. Cultivators have raw biomass sitting around with few outlets to sell it to because processors have already exhausted their budgets, and there is no money coming in to replenish their bank accounts to purchase more.

This situation is concerning as many cultivators have invested significant amounts of money into their operations with the expectation of making a profit. However, they have not been able to make up for the losses they incurred over the last four years with hemp. As a result, they are in desperate straits.

We urge you to consider bringing online more dispensaries and quickly, as this market may crash if nothing is done. Thank you for your attention to this matter.

Jennifer Basic

District 127

District 53

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Cazenovia NY 13035

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(315) 815-4221

My name is Jennifer M. Basic, and my husband and I own Rippin' Ridge Farm, LLC., a 352 acre farm in upstate NY. We were one of the first 52 Cultivator Licenses granted. We had a very successful season and yielded 1,860 lbs. of biomass, some of which we sold and some of which we toll processed for our gummie line. The proceeds from the 2022 season allowed us to invest in and reinvigorate a 100 year-old family owned dairy farm in upstate NY, that was basically dilapidated. This industry is giving lifelong farmers a chance at a new way forward and is vital to saving family farms.

DASNY must fund and open stores throughout the State or our product will not get to market, which will be a disaster for our business. We have built our business based on NYS guidelines and we have had faith in our legislature's promises that this industry would move forward.

We are planning our grow for 2023 by cutting our clones for planting NOW, and plan on being bigger and better than last year. We have forged great relationships with reputable processors and worked hard at creating our Rippin' Ridge Farm ""brand"". Please do not let this industry fail by not funding stores, our product must get to market for us to continue to succeed. This fresh start for our farm has been extremely hard work, but well worth it, and will keep the family farm going for generations to come.

Farming is a cornerstone industry in New York State, support us, and keep farming in NY strong!

Mack Hueber

District 128

District 48

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(315) 420-9584

First off I want to thank you for the opportunity to participate in NY's AU program as an AUCC and AUCP. We were fortunate enough to have a successful harvest and one for the first processors to turn on, allowing us to supply ready for sale ayrloom products to housing works on day 1. As Chris mentioned in yesterday's press conference at William Jane, no other state is doing what NY is doing right now, and that needs to be appreciated. That said, many of us AUCC's and AUCP's are struggling to find outlets for the excessive amount of inventory on hand right now.

To help quantify this, we cultivated approximately 3,500 lbs last year and purchased another 5,000 lbs from local cultivators for extraction purposes. In addition, we've worked with even

more local cultivators to turn their degrading harvests into a stable extract oil based on splits (neither party has the cash flow to purchase more nor pay for tolling) and every day more and more concerned cultivators reach out about this offering. All-in, we've extracted over 20,000 pounds of flower to date which has yielded nearly 1,000 liters of THC extract (or 1 billion milligrams of THC). This alone could make 10million bags of gummies, or 2million 1/2g vape carts.

Ayrloom/GenV is not the only one in the position. As the chair of CANY's processing committee, I have the privilege of speaking with more than half of the other processors each week and their situations mirror ours. When we all hear of rumors the OCM and/or DASNY is questioning whether there is sufficient inventory in the market to support a quicker rollout of CAURD stores, it frustrating to say the least. Now I understand that without a up and running seed to sale system in place, its difficult to gauge what the supply chain is truly capable of, however I would encourage both DASNY and OCM to visit processors facilities to see these for yourselves.

If the state fails to quickly speed up the rollout of CAURD retailers, then I can assure you that wholesale prices will crash faster than any other adult use state has seen. With just 5 stores now open, the price compression is already being seen in. As brands race to the bottom, this will not only impact processors and cultivators ability to operate sustainably but more importantly, the CAURD retailer's gross profit dollars per transactions will decrease just as fast, jeopardizing the retailers ability to cover all overhead, taxes, and interest payments to the fund.

I strongly encourage both the OCM and DASNY to visit as many processors as possible to help paint a clearer picture of what were capable of supplying today and please expedite the licensing & opening process of new CAURD store fronts.

Todd Town

District 129

District 48

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Warners NY 13164

ttown@ceicny.com

(315) 277-0295

I (1821 Hemp LLC) have weathered the Hemp pilot program for 4 years with combined losses. I am currently sitting on 2400 pounds of cannabis. With out selling it would make it tough to continue. Much more money was invested for the 2022 grow season, and have started investing for 2023 based on the OCM initiatives. Us cultivators were told dispensary's will be open by the end of 2022, here we sit with product ready and very few dispensaries open. We have done our part to kick start the program and have followed the Regs. We need stores to be funded/opened to move the product.

Michael Viens

District 130

District 54

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(585) 314-8407

As NYS Farmer's, we have invested in the new Adult Use Cannabis industry with almost all of our resources, without partnering with larger interested out of state entities.

As of today our product is ready for market, with no outlet to sell. The expectations that were given to us , was that the Dispensary licenses were going to be given out by the first of the year.

The illicit market is thriving and we are sitting on aging LEGAL cannabis.

We(my wife and I), both work full time jobs and contribute to our communities as well as run a non-profitable farming business.

The glimmer of hope was there, based on your promises of an open legal market.

At this point all that has happened is further unmanageable regulation and no enforcement of illegal markets.

We do not have the answers to the the challenges you face ,but it seems that you concerns are not for the constituents that pay your bills.

Please live up to your side as we have, by remaining compliant and not giving in to the highly profitable temptations of the illicit market.

Edmond Shabo

District 131

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Hello, I am writing this message as a concerned farmer here in Deruyter. We have thousands of units ready to be sold to the market, with a value of well over \$350,000.

It seems that DASNY hasn't been working out as planned, and we need more stores open ASAP. If this does not happen then we risk losing our product due to more time passing. All of us with product need to have the ability to sell to more locations. It's been very tough just dealing with the four. There is only so much they can buy.

This is critical to the success at our farm. If we're not able to sell this product soon, it will start to become very difficult to sustain the cost and investment that's been put in over the last 10

months. We've been expecting for months now to sell our prerolls but there just isn't enough stores open. Please open another 100 within next four months at least.

Joseph Calderone

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District 58

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(607) 731-3117

I am the Chief Operation and Chief Compliance Officer of Grateful Valley Farm, a woman owned AUCC holder (#34) in Steuben County. In the inaugural year of NY's adult recreational program, we have done everything we can as licensed cultivators to produce high quality biomass and flower to be sold in New York's cannabis dispensaries. We have adjusted and complied with all the rules and regulatory changes. We have sunk thousands of dollars and thousands of hours of work into our efforts. Like many of our colleagues, next year's preparation and harvest depends on the accounts receivable we would have expected if more dispensaries were open. In addition, our financial strategy is hamstrung, as we cannot take out loans without showing sales deposits in our bank accounts.

Still, at the time of this letter only a handful of dispensaries are open while our costs continue to accumulate, and our smokeable flower inventory begins to lose quality. As you may know, the longer cannabis remains inventoried the greater likelihood that THC oxidizes into CBN. In addition, flower dries out the longer it takes to get into consumer's hands. Time alone is a variable that changes the cannabinoid profile of the thousands of lbs of flower that are choked off from retail sales statewide.

This year Grateful Valley Farm produced 150 lbs of award-winning cannabis flower and 450 lbs of 20% + biomass. Luckily, our biomass has been extracted but we await payment because payment is never immediate after extraction. Market demand dictates when the oils are sold for processing. If dispensaries aren't selling enough infused product, the oils will bottleneck at the processor's facilities. Processed oils have much more stability so there is little to no chance of oil degradation, however, that doesn't help farmers if their oils are held hostage by the lack of dispensaries to sell the infused products the market expects.

The DASNY fund efforts were very disappointing. The fund's failure to launch has held back dispensary operations regarding financial decision making and has locked up the entire cannabis supply chain. Imagine if, overnight, oil companies had no gas stations to sell their refined fuel supplies. The OCM's two-tiered system has guaranteed that "upstream" and "midstream" areas of the supply chain are moving but with little to no "downstream" operations -- the products have nowhere to go.

Naturally, this puts AUCC holders in a very financially precarious position. If the bottleneck is not relieved the products will either be relegated to biomass or must be destroyed in some cases resulting in millions of dollars of potential losses. Not many industries can survive with this kind of model.

Currently, we are making plans for next season which include compliance, field preparation, bulk purchases of pest mitigation supplies, soil amendments, renovations, security upgrades, inventory control systems, hiring. How does the OCM expect that we make this investment without any cash flow? How can we attract investors if our inventory is stagnant?

Naturally, you can see, that without the market opening, it will be difficult for many farmers to survive into the second year. Unfortunately, given the litigious nature of business and government, all I see is legal chaos and industry failure. The entire social equity focus of this brilliant program will suffer if something isn't done to open these markets. In addition, the sticker stores continue to thrive with untested and untracked products coming from out of state or diverted from existing farms. Our farm may survive into the second year, but our position is precarious.

A note about our founder:

Tess Interlicchia is one of the only women owned AUCC holders. This year she has grown award winning smokeable flower and highly rated biomass that tested out as some of the highest regarding potency and terpene profile (according to Urban Extracts). She did this all working in the fields with little help and after losing her main cultivator early in the season. Needless to say, we did it "old school" and the result was amazing products. It would be quite a failure for the state if Tess Interlicchia failed as a women/minority owned small business. She is exactly the kind of person New York needs to champion for this industry to succeed. At Grateful Valley, we want to grow the best Type I and Type II genetics that represent a spectrum of cannabinoid and terpene profiles. We love our minor cannabinoids and look to provide the market with a wide array of unique genetics as the market evolves and grows.

Like many, Tess almost lost her farm growing hemp but continued to produce salves and balms for herself and neighbors who got instant relief from her flower. These farmers were distressed prior to hemp and continued to be more distressed as the bottom fell out of the hemp market. Unfortunately, there was nowhere to sell her hemp after harvest. Like many farms, Grateful Valley is distressed but her passion for this plant is unmatched, and she will never give up.

Our main concern is that the AUCCs are going to be squeezed financially by state regulations, overhead costs and by the market failure of the lack of dispensaries. As it stands, I see a fraction of the farmers surviving into the second year and MSOs taking over and filling the vacuum where these failed businesses should occur, thus nullifying one of the objectives of the OCM: a fair and equitable market that represents economic, racial, cultural diversity.

I really hope that the OCM listens to all the distressed farmers who have transitioned in the adult recreational market. I am encouraged that you will engage with these concerns and earnestly consider relieving the chokehold that is holding back this industry and pushing its greatest champions and constituents to their financial and emotional limits.

Elizabeth Gage

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District 58

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I have 2500 1/8ths of packaged flower ready for market and another 400 pounds of flower ready for packaging, but because there are only 5 dispensaries in the state I cannot find a buyer because there is more product out there than there is retail space. I cannot invest more in packaging because right now it feels like a waste of resources. I have invested all of my money into this farm and it appears DASNY and the OCM are not doing anything to help farmers. You clearly do not understand SOCIAL EQUITY when you are willing to put small farmers out of business. You need to speed the roll out of dispensaries or provide a legal place for small farmers to sell.

We start getting our fields ready next week for this seasons crop while not having sold anything from last year, if we don't have an avenue for retail we will probably loose everything.

You are responsible for this market, the farmers did their part and planted cannabis and you could not do the one thing that would allow us to sell it. The office said there would be stores last year and MULTIPLE each month. WHERE are they? All five stores have the same few brans in them, is this your way to force the market out of state? When each store opens with the same product you are sending a message that the farmers can't keep up with the market. That is not true, it appears that you are trying to force small farms out of the market. Is that your plan?

Tess Interlicchia

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District 58

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I founded Grateful Valley Farm in 2019, growing hemp for CBD and now I am an AUCC holder (#34). I am the only cultivator in my agriculture-rich county (Steuben) and one of the only woman-owned and operated AUCC farms. This has been an incredibly difficult season, not only with not enough guidance provided in a timely manner, but all the while with staying compliant with all expectations set forth by the OCM. The bottle necking is atrocious at every level. My team has grown incredible, award-winning, organic, sun-grown smokable flower, almost ready for the dispensaries. We have over 150 pounds and need to have these dispensaries ready to purchase our products before they are no longer top-shelf quality that we have spent so much of our time, money, resources and energy on. This has taken immense time from our families, the sacrifices have been innumerable. We are struggling financially, waiting for the CAURD holders to be able to purchase our products. We need to start preparing for this season's grow, NOW, but everything is still being held up by not having enough CAURDs to purchase our crop. Additionally, I am still waiting for payment for 450# of excellent quality, organic biomass (greater than 20% THC) I grew and sold to a licensed processor, as we all know they do not have to pay us right away. Which is something that should also be addressed in the future. Most things in developed nations, payment is expected at time of sale. This needs to change. I have received notice from my mortgage holder that I am at risk for losing my farm as I am still waiting to receive payment for my crop to be able to pay my bills. Additionally, I am unable to take out any loans as we are unable to show any sales deposits all the while as my credit scores continue to plummet.

I need to purchase seeds NOW, prepare the soil over the next few weeks, purchase additional fencing and security to protect my children, myself and my crop. I need to hire farm help now and put up a small greenhouse as soon as possible.

If this program is something that New Yorkers would like to look back on and say, 'Damn, we did a great job', they need to sh*t or get off the pot NOW and let this beautiful plan go to fruition. Please, just give us a fair shot here, my fellow farmers are THE hardest workers in the industry. Farming is a 7-day work week, 365 days a year. This is our passion, our love, to bring quality and healing products to New Yorkers. Let us grow and please stop stonewalling us.

Casey Oxley

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First, I just want to say thanks for everything so far. Working with the compliance team and your org has been as painless as you can make it. Appreciate that.

For a little context, we are a very small operation and been slowly building towards this monumental legal market opening for three years. As of today, we have not brought in a dollar of revenue.

Short of giving away the farm, we are out of funding options. We are on the brink; two family members have already left and every day we fear the worse.

It's not all gray. All total, we have around 800 lbs. of biomass, three 9 lbs. batches of eighths passed and ready to go; all top shelf sun grown in 56% recycled glass jars with 100% recycled ocean plastic lids and a real nice label design.

Those 3600 units will fund the processing of another 80 lbs. of hand-trimmed behind it; add another potential 400 lbs. of quality flower from the remaining biomass, and we might actually have a chance to capitalize infrastructure to survive the inevitable market correction in the coming years.

If this product can get into the hands of consumers within the next 30 days, we might still be here. If not, and we need to send it to a processor for distillate before it turns, we will be bootstrapping yet another year and will be lucky to make it to harvest.

I know you care about the farmers. We've seen it in your actions; litigation from out of state MSO's and their lackeys; holding off has long as you can so we can get a foothold; and a myriad of crap from all sides.

Please, I implore you, open all the approved CUARDS as fast as possible. We will gladly fill those stores today with quality flower and start a light deprivation immediately to keep those shelf's filled. Connect product-ready AUCCs and CUARDS. Together, we will get fairly-priced quality cannabis into the pipes of New Yorkers ASAP.

Eric Blazak

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Canandaigua NY 14424

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(917) 743-5534

We, at Bristol Extracts, are in dire need of additional dispensaries to open immediately.

We have approximately 200 kg of THC distillate, which makes us 1.6 million edible units to distribute, or 200,000 1 gram vape carts for our three NY brands, Snobby Dankins, Senior Moments and Love Oui'd. We are currently making products daily, and placing in inventory, waiting for distribution. We have access to more biomass from farmers, whom are sitting on hundreds of thousands of pounds in NYS, which will provide us with more distillate, and more products. These farmers will not be able to grow again this season without any money from last year's crop so please get things moving as soon as possible. Before we know it, the 2023 crops will be harvested, providing us with enough to meet demand for the foreseeable future.

Until more stores are open, we do not have enough money to keep the lights on, or to buy more packaging, or to pay employees to make more products.

In addition, that manufacturers have to wait up to 60 days for payment from dispensaries is crippling. We run out of product and cannot possibly then turn around and fulfill new orders because the stores are sitting on hundreds of thousands of dollars, which we need to make more product, buy more packaging, and then send batches in for product analysis. This grace period will absolutely create pockets of drought.

There is a simple solution. Leaf-Link, for example, provides the dispensaries with the payments to the manufacturers at no cost to the retailers. Manufacturers in turn pay 3% to leaf-link to get paid on delivery. This is an easy solution for retailers. There is no reason not to have all payments made on delivery, as long as the manufacturer is okay paying the 3%.

It is hard to continue hearing farmers bash manufacturers for not buying their biomass. It is hard to lay out millions of dollars and then literally give these products to retailers on credit. Why is it assumed that we have the money to float this? We do NOT.

We need payments now, and from much more than three stores, to be able to keep up with demand.

Please make the good decisions to open more stores immediately.

One last thing. It has come to my attention that licensed AUCP companies are making and distributing Hemp derived Delta-9 THC beverages to ""sticker-shops"" throughout NYS with the OCM's blessing. How is this okay? We are looking for the OCM to shut-down sticker shops, not help to keep them open. Please do not allow this any-longer, for the good of the industry.

Your jobs are difficult. Please listen to those of us who are in it, every day. Listen to those of us who are educated, who are competent and who are only interested in the success of your program.

I have one last request. In regards to the excise taxes. It would be in the best-interest of the state to suspend the tax altogether for the time-being and for so long as 280(e) is an issue federally. This will allow NY companies to become profitable and to scale and therefore succeed in this industry and become mature, self-sustaining companies that will in turn create jobs, satiate demand, etc. Once the federal government legalizes cannabis, and 280(e) is no longer a concern, then implement the excise taxes. The NY cannabis companies will then not only be better able to survive, but will be much better earners by then and will actually provide the state much more tax revenue than would otherwise be the case. Consider it an investment that will pay dividends later.

Please call me any time to discuss these and any other issues.

Justin Merkel

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District 54

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(585) 447-0282

As with the conception of ALL Great ideas, the execution plan must continually be assessed and addressed as reality unfolds, and in real time.

Reality is; Time is up, and we're watching our investments deteriorate!

Life savings depleted, assets leveraged to the Max, and No realistic market to sell our ever degrading blood, sweat, and tears.

These words represent Star_Lit420 , however, the familiar sounds echoes throughout just about every grow room, processing facility, lab and empty storefront within reach of the looming black market, and the ever confusing mounds of litigation and pink/red tape.

We are Hustlers. We are Businesspeople. We are a Family that just hasn't had the opportunity to reunite.

Let us DO WHAT WE DO.

We have Unlimited amounts of TOP Grade, Tested, And Taxable Cannabis products available!

Let the Legacy thrive, most of us have been hiding in a shadows waiting on the Green light

Jennifer Sisbarro

District 133

District 54

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Like other AUCC's I am sitting on product from last year with zero revenue. I have 1,600 pounds of fresh frozen flower sitting in a walk in freezer that I'm renting monthly. This product from the 2022 harvest is waiting to be sold to a processor. Processors are not buying product or offering fair pricing to farmers because the market isn't truly open. Not being able to sell our cannabis from 2022 is hurting farmers who are already distressed and in serious debt from the 2022 growing season and prior to that, the failed hemp industry.

The DASNY fund is clearly not able to get stores open, and if we don't get stores to open immediately, selling the crop from 2022 and funding the 2023 grow season will be extremely difficult and a financial hardship for AUCC's.

In addition, the illegal (gray/black) market is a serious issue that the OCM is not addressing. These illegal stores either need to be permanently shut down effective immediately, or allowed to participate in the legal market, immediately. Currently, these stores are selling product from out of state and products that aren't clean. They are undercutting the legal market before it even has a chance to open and thrive.

AUCC's need to sell their crop from 2022 now in order to succeed and survive. The only way this happens is if the OCM immediately and quickly opens dispensaries across the state and gets the market truly open and rolling.

Farmers are starting to clone plants and order seeds for the 2023 season NOW. Seeds need to be planted by April 1st and go in the ground in May. Decisions about major capital investments in infrastructure such as security systems, fencing, and ancillary buildings need to be made. Farmers face other costs like insurances, labor, soil, amendments, IPM, water and soil testing, harvest equipment and storage.....the list goes on. It's very difficult to make any of these business decisions or find the necessary capital for the 2023 season while sitting on last year's crop and with only a few dispensaries open across the state.

I've been talking with other growers and processors, and they are saying the same things. We are all trying to work together to make this an equitable market for small farmers to succeed, but we are all concerned about DASNY's painfully slow roll out of dispensaries. We are concerned about the effect the illegal (gray/black) market is having on the legal market. We are concerned about out-of-state cannabis leaking into NY state when NY farmers grew amazing cannabis and have plenty of product just waiting to support the market. Please turbo charge the opening of dispensaries across the state now!

Frank M Mahns

District 134

District 56

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Please allow more CAURD dispensaries to open. I am working with a processor to manufacture products for retail. We have been unable to sell any due to the lack of retailers.

I am getting ready to purchase seeds for this season. I will grow again for this season, even if I do not sell anything from the 2022 season. I currently have lost money in hemp and cannabis since 2019. I appreciate the opportunity to grow cannabis and enter the market. More outlets

to sell my product would help me recover money from past seasons and also help me become a steady supplier in the future.

I currently have 650 lbs of Cannabis ready to be turned into distillate to make Cannabis products. I have about 4 liters of distillate at a processor which could be turned into about 34000 gummies. 100 pounds of biomass made about 4 liters of distillate. I am ready to sell and supply the market. I believe that the CAURD is the ethical way to get retail going in NYS.

Mike Dulen

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District 56

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(585) 760-4796

A Walk in the Pines is a licensed cultivator that uses all product grown to be put into our own brand. We're looking forward to the market opening more dispensaries at a much faster rate. The slow roll-out has created numerous pain points.

We have almost 2k pounds of premium flower we wanted to sell in the flower category, but due to the slow roll-out we've pivoted most of that flower to longer shelf-life product categories (e.g., gummies, vapes, concentrates). This pivot requires us to use a processor which lowers our top-line revenue (decrease of about \$1,000,000). We still have aspirations to generate \$2M-\$3M in top-line revenue, but we can't do that if the dispensaries don't open. Our product will degrade each day resulting in a quality that's unacceptable to us. The consumer is our top priority and we refuse to put a non-premium product out in the market.

Zachary Sarkis

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District 56

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I would like to first give thanks for the opportunity to be participating at the onset of the opening of biggest consumer market in the world. I know we have all been doing our damn best to make it through this initiatory year - feeling like a right of passage that many of us feel uncertain if we will see the other side.

Know that my gratitude and understanding of the monumental lift at hand is sincere.

Please also know that the level of fragility for myself and many of my fellow cultivators is unimaginable.

My team and I have been diligently working to get our product to market. We have taken on loans to retain genetics, pay labor and now bring products to market in a safe and compliant way. We have over a million dollars worth of whole sale, consumer packaged good inventory prepared, and have planned on bringing it to market by the end of the month.

Through the all out sprint that was last years cultivation season (not to mention devastating thefts) we have found our selves almost ready to market, with out retail outlets who are willing / able to purchase. Shelves are full, cultivators are fighting each other just to try to get one SKU on already full shelves. It feels like the fucking lottery - and most of our tickets are not hitting. It is so scary.

We have everything on the line. The family farm we have operated from (have been building soil, practicing regenerative agriculture, producing the best food for almost a decade, and now the best cannabis since 2019 with hemp and now high THC) is at complete risk to going under. We have everything to our names in a barn / warehouse just waiting. We are sitting ducks. We have not see ANY sales this year. Not even processors are buying, or if they are, we are fronting product that they will pay us for when they are paid...

3/4 of our small team was dependent on a profit share model...For many of us this is the second or third year without any real income. I cannot begin to underline the immensity of stress this holds. Had I personally not had experience working as a share cropper over the years, had I not already been prepared to eat mac & cheese & canned soup until further notice, I would not be here to write this today...I cannot begin to imagine others who have been led into this crazy scheme who have mouths to feed..

I am certain we have the highest quality product that can hit market, and our branding will be top of the line - and EVEN WITH THAT SAID I am so scared and so spread thin and so in debt just trying to ""make it"" as a small actor in this space...As we see what is going on in other markets, one cannot help but worry about what this means for the future.

We are all scared the market is going to collapse.

We are all scared our product will ""go bad"" (age, naturally) before we can make it to market.

We are scared there will not be enough retailers to help move the 1000's of pounds our community has already produced, let alone planning to produce this up coming season...

We are all scared to put plants in the ground this year, but we need to just to capture any potential value that should ""Be here in the future""...not to mention serving as the cornerstone of this industry.

As I understand it, DASNY is dropping the ball. I hear day in and day out how CAURD folks are ready to go to market, ready to OPEN DOORS TODAY, but have not gotten a response from DASNY. I have lost faith that the fund will ever be full, and I cannot see a viable path forward if

every retail location has to be approved by this mysterious, seemingly dysfunctional and unresponsive entity. I know plenty of people with retail locations who could open doors tomorrow under CAURD - why are we waiting?

What other options do we have? Farmers markets? Home Delivery? Stream lining openings?! Anything, please.

I know this has been a monumental lift - but know we as cultivators have been lifting with you, and really for the past handful of years (if not longer). In the agricultural supply chain, the farmers always get screwed. Lets not start this NY market on the same note.

Mick Stadler

District 138

District 55

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(585) 451-3233

Sparkle Holdings has over 150 pounds of indoor, high-quality Marijuana Flower (25 Strains) available for sales via NY Licensed Dispensaries. Further, we will have at least 75 pounds of indoor grown Flower every 4 weeks thereafter.

It is unreasonable to have Licensed Cultivators/Processors expend large amounts of capital and time producing high-quality, safe Marijuana with few Licensed Dispensaries.

This must be corrected ASAP.

Sparkle Holdings will have approximately 150 pounds of Indoor, Safe, High-Quality Flower ready for sale this April, 2023. We been contacted by many potential licensed dispensaries seeking "indoor grown flower" over field or greenhouse grown flower. Sparkle can fill this need immediately to the benefit of NY consumers.

OCM has told us "we must quarantine our crop" due to their administrative issues and policies.

We must sell our Flower "this Spring" in order to stay in business, and to retain nine new jobs we created in the city of Rochester, NY at Kodak's Eastman Business Park.

OCM not having legally licensed and "Operating" Dispensaries has hurt Sparkle and other NY Cultivators.

Hopefully, OCM's policies regarding Cultivation, Processing, and Dispensaries will be simplified this year.

Jason Abounader

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District 60

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I would like to thank NYS, DASNY, OCM and all other stakeholders for giving me the opportunity to cultivate adult use cannabis in NYS. I support and encourage continued guidance and policy development that assists cultivators, processors and dispensaries to work in a cohesive structured environment. As we have taken this journey together, and established what we have today, there should be no reason this program will not only be successful, but an example of best practice. From a cultivator's point of view, I will echo other feedback from farmers and processors alike that we need to strive to continue opening retail establishments. The current equilibrium of cannabis inventory versus retail point of sale is proportionally skewed. The timing of moving current inventory is ever so important to breed continued success and sustainably in an already risky market. Each day is more important than the prior, as flower quality and marketability degrades, cultivator/dispensary relationships become static, growth and ongoing investment begins to stagger and ultimately the inevitable question of business sustainability overshadows many. I stress the need to expedite and streamline the continued rollout of dispensaries, especially in Western New York. Once again, I am grateful for such an opportunity and I thank you for your continued support and attention.

Paal Elfstrum

District 145

District 62

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We founded our hemp farm in 2018 and were thrilled to learn that we would get an opportunity to participate in the emerging Adult-Use market that was being set-up in NYS. After receiving our AUCC license we invested in our facility to make it one the most advanced Cannabis Cultivation and Manufacturing operation in the United States. We now have millions of dollars at risk pending the roll out of the retail side of the NYS market. We now have the plants, people and equipment to supply the market. The missing link is the retail outlets to support our production. We are located near Buffalo NY the closest open retail location is over 4 hours away. We desperately need more retailers to open as soon as possible. Please help us make

this market the best most equitable and sustainable in the USA by allowing open applications for retailers to open all over NYS.

Todd Giolando

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The need for more dispensaries is critical to the continued operations of NY small business owners that grew in 2022. The OCM board all stood in our facility June 2022 and stated from the podium that Jan 2023, 200 stores have the potential to open. Only one opened. As for the OCM building this platform to allow NY Small Business to have the first shot at the market, we have all spent thousands of dollars to be the compliant cultivators NY OCM is looking for. All of our product was delivered to Empire for processing in December 2022. Empire has hundreds of pounds of final packaged products ready for store shelves. 8 cultivators are supplying Empire with Raw materials and the lack of shelf space is keeping all this product from being sold. This also puts us cultivators' payments on hold as we have all banded together and agreed to be paid when paid.

2023 has begun, we have 300 mothers awaiting mass cloning set for April 2023. We continue to spend thousands of dollars again to bring NY raw materials to market. We cannot wait for the opening of stores any longer. Our conditional licenses will be ending, and we will be preparing to file for additional licenses and manufacturing and processing license, additionally thousands more dollars spent.

NY growers and cultivators stepped up to the plate when offered to be on the front lines of NY Cannabis. We have brought amazing, packaged products and simply cannot sell any of it without additional stores opening.

We are a Western NY company and furthest from the few stores that are open.

Drew Krouse

District 147

District 60

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Hop -n-Hemp Tea Inc is a compliant NYState licensee and has been involved in the Cannabis Cultivator initiative since 2018. Doing business as Buffalo Kind and working in Wyoming and

Erie counties to supply are customers with too shelf flower products. With our best efforts we have produced a high quality compliant line of smokable flowers and we are now heavily invested with products ready for sales. As you are aware the flowers produced under the AUCC License are a time sensitive product and deserve to be sold to consumers in the highest quality. We have worked continuously to provide the freshest quality available and our Business reputation depends on this brand awareness. We have 800 lbs of compliant smokable flower ready to sell and we implore you to provide us with a local Western New York retail Dispensary or let us do sales ourselves under the Micro Business license. H-n-H Tea believes strongly in the Farm to Table concept and like many of our neighboring cultivators we have experienced the awareness for direct sales to our CBD clients.

Ethan Waterman

District 147

District 60

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We are from the Buffalo area

We have 500 lbs of product ready to sell Our processor can't even get product on the shelf of the few open dispensaries open being so far from NYC they won't even look at us

If we don't sell this product we are NOT able to plant this spring

We lost money in the Hemp farming thought Cannabis would be a way to recoup what we lost

We will go out of business

All the growers from this area have the same feelings of hardship.

Please make this an industry a place where my FAMILY can survive

Michael Casacci

District 149

District 61

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My family and I are AUCC holders and have borrowed over 1.3 million this year getting our greenhouse ready for cannabis production and full licensure, under the current law. Last year we were limited to production and were still able to create several hundred pounds of premium greenhouse grade flower. Next year we will be capable of several thousand lbs. This years' jarabe flower has been held in stalemate between CAURD store openings and testing challenges. Not for microbials (like the news claims), but for cost and stable shelf life once

jarred (90 days). I have 60,000 units and 40 SKU's in total of retail ready (compliant labeled) packaging. If stores aren't opening soon, then this product will not get jarred and will be become unusable for a loss of over 1 million dollars to my business and about 250k in tax revenue to the state. This would create a hardship financially and cause us to layoff employees. We are begging you to open more CUARD stores OR allow us to sell our jarred flower and pre-rolls in farmers markets or any other way. After speaking with many CAURD holders, they say they are waiting for DASNY to help, well now I'm asking you for help too.

Lisa Keller

District 150

District 57

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As a licensed AUCC cannabis grower, Weaver Road Farms LLC is facing a critical issue that we urgently need your attention to. Our farm currently possesses 370lbs of top-quality cannabis worth a minimum of \$130,000, but we are unable to access the market due to the lack of legal dispensaries in New York.

The sale of our crop is essential for the purchase of seed, nutrients, pest control, and other necessary items for planning this coming summer's crop. As a business, we have invested significant resources in producing high-quality cannabis that meets the highest safety and quality standards. However, without legal sales outlets, we are struggling to sustain our operations and may not be able to continue growing for the upcoming season.

We implore you to take immediate action to facilitate the opening of legal cannabis dispensaries in the state. The DASNY fund has not been able to address this issue, and we cannot wait any longer. Our farm, as well as other legal cannabis growers and processors, are facing significant challenges and require urgent action.

Please be assured that we are not alone in this struggle, and we have collaborated with other growers and processors who are facing similar challenges. We are all in urgent need of your support, and we hope you will consider this matter with the seriousness and urgency it deserves.

Thank you for your attention to this matter

Kerry Trammel

District 150

District 57

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I am writing to you today to express my concerns about the current situation facing cultivators in our state's burgeoning cannabis industry. As you are likely aware, the slow rollout of retail dispensaries has created a serious problem for myself and other hardworking farmers, who have been left with product they cannot sell until more stores are opened. I am currently waiting on processors to take my 300+ pounds of product for extraction. This will not happen until more retail locations are opened and the need for more distillate, crude oil is needed. So, I am forced to wait on the market to open to get reimbursement. This is leaving my business like many others in dire need. Keep in mind most of the licensed cultivators have not received any income in the last year also.

This situation is not only unfair, but it is also harming the overall growth and development of the cannabis industry in our state. Without a healthy ecosystem of cultivators, processors, and retailers, we cannot hope to fully realize the benefits that legalized cannabis can bring to our communities, including tax revenue, job creation, and increased access to safe and regulated products.

I implore you to take action to address this problem as soon as possible. Specifically, I urge you to work with the Office of Cannabis Management to expedite the licensing process for new retail dispensaries, and to explore additional measures to support and incentivize the growth of this vital sector. I feel the Conditional Cultivators have held their end of the bargain and are being portrayed as we couldn't handle the task we were given. This is not the case.

In the meantime, I would also like to suggest that you consider offering some form of relief or assistance to the cultivators who have been negatively impacted by the current situation. Whether it be through tax credits, low-interest loans, or other forms of support, I believe it is important that we do everything we can to help these farmers weather this difficult time and continue to provide high-quality cannabis products for our state's consumers. Most of us have had no income coming in for over a year. Others and I are in process of building greenhouses and infrastructure for the upcoming growing season not knowing if we will ever sell our first season harvest.

Thank you for your attention to this matter, and for your continued commitment to ensuring the success and sustainability of our state's cannabis industry.
