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Opens Dispensaries
in Fort Lauderdale,
West Palm Beach,
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Tallahassee

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**December 2022** 

## **CANNABIS NEWS FLORIDA™**

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Jeff G. Konin

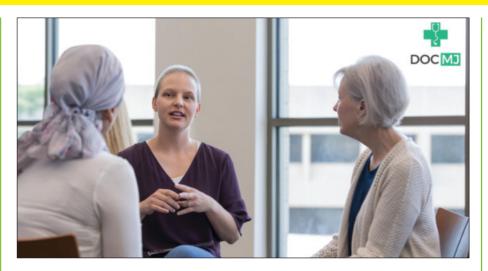
# Leadership Lessons in a Cannabis World

BY JEFF G. KONIN

For the past few years, I have consulted in the cannabis space with athletic teams, athletic organizations, educational institutions, and industry. How does one whose responsibility is to educate others on a unique topic such as cannabis gain an appreciation for leadership? Simply put, the educational role that I have intersects far beyond the differences between CBD and THC, how to read a certificate of analysis, or what role healthcare providers have in the future. Rather, it is about objectively influencing a behavior to accept surrounding societal changes and better learn how to embrace one's stakeholders who likely possess different views than many of us held in the past regarding cannabis.

The first lesson that I have learned is that leadership requires having an open mind, a willingness to learn, and an intentional approach to address all aspects of one's endeavors with the belief that improvement is always possible. I have found this most in the partners that I have worked with directly. In their discipline, they are proven winners. They have demonstrated that they can and will take on every aspect of what is necessary to be the best at what they do. This pertains to leading a company and leading a sports team the same. I have witnessed first-hand and had the distinct privilege to sit down and meet with these leaders, their recep-

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## How Are the New Medical Cannabis Limitations Working for Patients?

BY AARON BLOOM

It has been six years since medical marijuana was legalized by Florida voters and three years since smokable cannabis was legalized in the state for medicinal use. Emergency Rule 64ER22-8 wasn't a surprise to anyone, and there had been several previous attempts to legislate limitations for patients.

After years of discussion, the speed with which the changes were implemented did surprise the medical cannabis community. Many patients were caught off guard by the new restrictions because the changes were implemented by the Florida Department of Health (DOH) as an Emergency Rule with minimal

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Aaron Bloom

## Kimball Named New Director of Florida's OMMU

BY LOIS THOMSON

Newly re-elected Florida Gov. Ron DeSantis has appointed Christopher Phillip Kimball to be the new director of the Florida Department of Health's Office of Medical Marijuana Use (OMMU). Kimball's predecessor, Chris Ferguson, ran the state's medical cannabis program for the previous three years, but has moved into a new role serving as administrator of statewide services for county health systems at the Department of Health (DOH).

Kimball is facing a number of challenges as he steps into his new position. For one, the state's marijuana industry currently has 22 licensed operators. Back in 2014, the Florida Legislature passed a bill permitting a limited number of patients to receive

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Christopher Phillip Kimball



Dr. Safiya K. Lyn

## Spotlight: Safiya K. Lyn, MD

Integrative Medical Cannabis and Emergency Medicine Physician

## What field are you in within the cannabis space?

For the past six years, I've practiced as an integrative emergency medicine and medical cannabis physician in South Florida. By working with patients to approve them for medical marijuana use, they gain access to secure their medical marijuana license. Currently, I assist patients in Florida, Georgia, and California.

Product customization is a unique, yet critical part of the approval process. When working with patients, I create specific medical cannabis regiments that require minimal amount of product to achieve the greatest relief. We set reasonable intentions together as we build our patient-physician relationship with the goal of optimizing medical care. I utilize micro dosing to incorporate CBD and THC into daily health routines, thereby teaching patients how to simultaneously decrease opioid, benzodiazepines and narcotic use. Over time, I challenge each patient to decrease their cannabis use to find the optimal dosing that is effective for each individual.

## What motivates you to be a part of the cannabis industry?

It is our responsibility to prioritize our health and wellness. This single act alone is radical in nature because it challenges what the world says we deserve. My role in the cannabis industry is to explore

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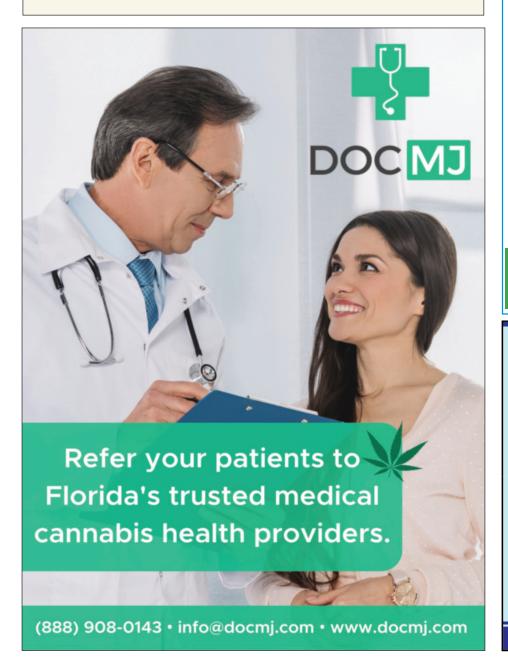


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## Publisher's Note

## There's A New Guy in Town...

More than 16 years ago we ran a Publisher's Note about our new Goldendoodle puppy Gabby. It was entitled "Veni, vidi, vici ..." And that was not an exaggeration. She filled our lives with a joy and contentment we thought couldn't be replaced. When we lost Gabby just shy of her 15th year, Carol and I were devastated. But it takes an empty nest time to heal and just in time for Thanksgiving we got the perfect cure.

Introducing Loki, a 2-year-old black and white Goldendoodle, who needed a new home, and we were more than ready to welcome him. And so far, it's a match made in heaven (probably by Gabby). This gentle giant – all 65 lbs. of him – fits us like a glove. He's a cuddler who seems to like nothing more than hopping into bed with us



for an early night, finding our king size mattress just the right size. He loves ALL his toys — especially the squeakers, joining me on car rides and walks around the neighborhood, meeting our neighbors and his new canine friends. Yet, true to his name, he has just enough mischief and sass to keep us in line and seems destined to "run the show" much as Gabby did. A sincere thank you to Moss Creek Goldendoodles who once again filled our hearts and our home. What can I say, we're in love and once again, our *Hospital News* staff is complete. Happy Holidays!

Charles & Carol Felix

You can reach Charles Felix at Charles@cannabisnewsflorida.com



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## Trulieve Celebrates the 12 Days of Cannabis

BY DANIEL CASCIATO

During the 12 Days of Cannabis, Trulieve patients can celebrate the holidays with the cannabis company with great deals from their daily featured brands, receive gifts with their purchases, and have a chance for a doorbuster deal each day.

## Brand Partner Days & Gifts with Purchase (while supplies last) are as follows:

- 12/13: BHANG
   Gift: Bhang Totes
- one ondry roce.
- 12/14: DELISIOSO
   Gift: DeLisioso Dab Mats
- 12/15: BLUE RIVER/ALCHEMY
- Gift: Alchemy Dry Bag
- 12/16: BLACK TUNA
   Gift: Black Tuna Playing Cards
- 12/17: CULTIVAR/BELLAMY BROTHERS
- Gift: Cultivar Lighters & Beanies, Bellamy Brothers T-Shirts
- 12/18: MIAMI MANGO
- Gift: Momenta Water Bottle, Miami Mango Lanyards & Stickers
- 12/19: SUNSHINE/O.PEN
- Gift: O.pen Hat Pin
- 12/20: SWEET TALK/LOVE'S OVEN/ CONNECTED CANNABIS
- Gift: Sweet Talk Mug,
   Connected Stickers, Lanyards
- 12/21: BINSKE/ROLL ONE
- Gift: Binske Dab Tool Kit on Key Chain, Roll One Fanny Pack
- 12/22: MUSE
- · Gift: Muse Pin
- 12/23: KHALIFA KUSH
- · Gift: Khalifa Kush Grinder
- 12/24: LAST DAY TO SAVE BEFORE THE HOLIDAY!
- Gift: Branded Blanket

"We'll also be holding in-store events on December 17 and December 23 with games to win great prizes, food trucks, DJs, a photo booth and more," says Kristin Robertson, Trulieve's Executive Director of Marketing in Florida.

• SATURDAY, DECEMBER 17 Panama City Beach Tampa Dale Mabry



N. Miami Beach Clearwater 19 Coral Springs Daytona Beach Eustis Deerfield Beach Jacksonville Southside Estates

• FRIDAY, DECEMBER 23 Pensacola 9 Mile Orange Park Hollywood Sarasota Millenia

"We want to show our patients and team members we care during the holiday season," explains Robertson. "Especially after Hurricane Ian, we hope that we can ease the stress off our patients and help them celebrate. We owe so much to the beautiful state of Florida and its people, and we want everyone to have a wonderful holiday this year."

Robertson adds that the goal for this holiday campaign is to spread holiday cheer and provide the exceptional customer service they are known for to patients during this busy and exciting time of the year.

"We hold our 12 Days of Cannabis campaign annually and love getting to celebrate the holidays with our patients and team members," she adds.

In addition to the 12 Days of Cannabis campaign, Trulieve is also launching new products from Connected Cannabis and Alien Labs this month.

"Starting December 9, patients can purchase new strains from Connected Cannabis and Alien Labs, two very popular brands on the West Coast that we're excited to launch here in Florida," says Robertson.

The products are initially available at 75 select stores and patients receive a free t-shirt with purchase (50 per store).

For more information, visit www.trulieve.com.

# Curaleaf Celebrates Opening of New Dispensaries in Orlando and Miami, FL

Curaleaf Holdings, Inc. announced the opening of two new Florida dispensaries, Orlando International Drive and Miami South Beach. The new locations are Curaleaf's 53rd and 54th locations to open in the Sunshine State and 144th nationwide.

Located at 6600 International Drive, east of Interstate 4 and near several resorts and entertainment attractions, Curaleaf Orlando International Drive is the Company's 4th dispensary in metro Orlando and conveniently stationed for patients on-the-go. Curaleaf Miami South Beach, located at 550 Collins Avenue, is centrally positioned to serve patients in the heart of Miami's vibrant South Beach neighborhood and brings the Company's Miami footprint to 7 locations. The new locations offer a broad selection of premium cannabis products, including high-quality flower and pre-rolls, BlueKudu Chocolate, Select Squeeze, Select X-Bites, Select Elite, Elite Live and Live Rosin vape cartridges, as well as other concentrates by Curaleaf.

"We are thrilled to welcome Florida's diverse and rapidly-growing medical cannabis community to these new locations on International Drive in Orlando and Collins Avenue in the heart of South Beach, Miami," said Matt Darin, CEO of Curaleaf. "We look forward to serving new and returning patients from across the Sunshine State with the quality, trusted products they rely on, along with an unrivaled retail experience."

For more information on Curaleaf's locations, patient resources and products in Florida, visit https://curaleaf.com/dispensary/florida.



**ZOOM** Meeting

Wednesday, December 14

6:30 PM Eastern Time (US and Canada)



A Zoom meeting exclusively for Certified Medical Marijuana Physicians and MMTC Medical Directors in the State of Florida

Purpose: to discuss current medical, legal and business issues facing the Medical Marijuana industry.

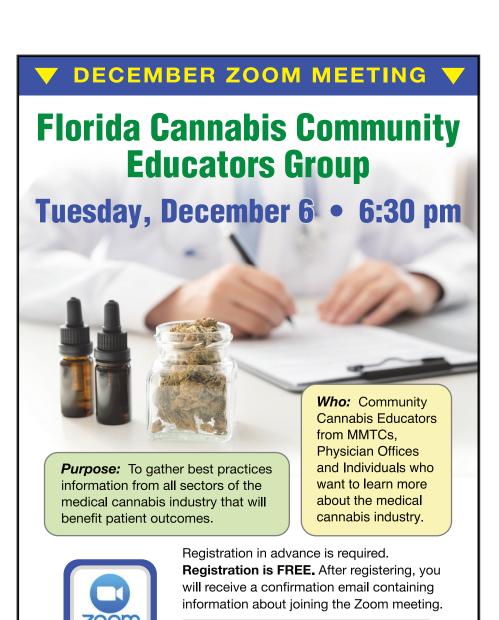
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After registering, you will receive a confirmation email containing information to join the Zoom meeting.

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## Mr. Cannabis Law Serves as Lead Counsel for KetaMD, Assisting with the Acquisition by Braxia Scientific Corp.

Mr. Cannabis Law's team, led by Partner Amanda Barton, Esq., served as lead counsel on all legal aspects relating to KetaMD, Inc. – a telehealth company focused on expanding access to ketamine through safe, effective, and affordable at-home treatments. The law firm assisted with the launch of KetaMD, operational compliance for KetaMD, seed round financing of KetaMD, and the acquisition of KetaMD by Braxia Scientific Corp.– a leader in the treatment and research of mental health conditions through ketamine and psychedelic medicine.

The acquisition of KetaMD by Braxia Scientific Corp created one of the most robust networks of physical ketamine clinics and virtual ketamine telehealth services. KetaMD recently launched operations in Florida, with the intention and infrastructure to expand across the nation in the coming months. Through its secure, HIPAA-compliant telemedicine platform, KetaMD hopes to revolutionize the treatment of those who are suffering from depression, anxiety, and other mental health challenges.

In June 2020, KetaMD hired Mr. Cannabis Law to help with all legal aspects related to launching one of the first ketamine telehealth companies, including corporate structuring, operational compliance, telehealth compliance, HIPPA compliance, seed round financing, and various other legal matters.

As an early mover in the industry with strong technology, KetaMD quickly attracted several publicly-traded companies interested in acquiring KetaMD. To determine the best partner, KetaMD and Mr. Cannabis Law performed significant diligence on many of these publicly-traded companies. Ultimately, KetaMD determined that Braxia was the best fit to scale the KetaMD business and to become one of the leading ketamine providers in the world. Barton of Mr. Cannabis Law was able to lead a team of attorneys to help guide KetaMD through the entire acquisition process. The transaction closed on August 2, 2022. Dustin Robinson, Esq., founding partner of Mr. Cannabis Law, explained, "KetaMD operates at the intersection of two highly regulated industries: psychedelic medicine and telemedicine. Supporting KetaMD from launch through seed financing and all the way through acquisition demonstrates our firm's deep expertise in highly regulated industries as well as our ability to support companies through various stages of maturation. I couldn't be more ecstatic for our client, KetaMD, for being acquired by Braxia Scientific Corp. With Braxia's extensive focus on clinical research led by one of the best depression researchers in the world, along with their operational experience of their brick-and-mortar clinics, the positive synergy between the companies will prove a competitive advantage as they expand their reach together in the future."

Zappy Zapolin, co-founder of KetaMD, stated, "We spoke to various law firms and ultimately decided to work with Mr. Cannabis Law because of their deep expertise within the psychedelic space and ability to lead us through launch to acquisition. Amanda is an absolute all-star and was able to guide us at every step along the way. Beyond just being great attorneys, the Mr. Cannabis Law team shares our passion for trying to help as many people as possible with psychedelic medicines. We are grateful for their guidance and look forward to working with them as we integrate KetaMD's operations into Braxia's operations."

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## Marijuana Research Bill Sent to President Biden for Signature

BY LOIS THOMSON

A bipartisan bill on cannabis research has been sent to President Biden for approval. The bill was filed in July and passed quickly through the House of Representatives, then moved along to the Senate, which unanimously approved the legislation.

The thrust of the bill, according to Senate Majority Leader Chuck Schumer (D-N.Y.), is to eliminate the red tape that hampers cannabis research, and therefore pave the way for possible new treatments that can be developed from cannabis. Because so many people deal with conditions or symptoms that might be helped – problems like Parkinson's disease or epilepsy – such research could provide relief.

Before that can happen, however, the research needs to be done, and this bill is taking a step in the right direction. For a long time, Congress was accused of standing in the way of getting anything accomplished, but Republicans and Democrats alike agree on the principle – that it is essential to be able to fully study the impacts it may have.

The research may not only discover new treatments for various conditions, but may also provide insight into the way medical marijuana is currently used. Rep. Andy Harris (R–Md.) said that while some data indicates medical marijuana may assist in treating certain diseases, only research will be able to verify those claims. He added that the public deserves to know the effect marijuana has on the human body. Rep. Earl Blumenauer (D-Ore.) agreed that it is essential to be able to study the impacts of cannabis use.

Rep. Chuck Grassley (R-Iowa) commented he is aware that some of his constituents have tried using untested derivatives from the marijuana plant to treat ailments. For that reason, he considers the research to be critical to make sure derivatives are regulated like any other prescription drug.

However, while both parties agree that it was important for something to be done, many on both sides reiterate that they are opposed to recreational marijuana.

The hope is that once this bill has been passed, progress can be made on other cannabis legislation.

This legislation includes language that, among others, would (a) give the U.S. attorney general a 60-day deadline to either approve a research application or ask for additional information from the applicant; (b) encourage the Food and Drug Administration to develop cannabis-derived medicines; and (c) require the Department of Health and Human Services to look at both the health benefits and the risks of marijuana.

In the past, the president has indicated an interest in the medical potential of marijuana and has been supportive of more research, so he is expected to sign the bill.

## Cover Story: Kimball Named New Director of Florida's OMMU

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low Tetrahydrocannabinol (THC) products, and the original 22 licensees were part of the initial group that applied after the bill passed.

Then in 2016, voters passed a constitutional amendment that allowed greater legalization of medical marijuana in the state.

Following that, in 2017, a law required the DOH to issue new licenses to correspond with the increase in the number of new patients. However, with more than 750,000 patients in Florida now authorized to use medical marijuana – a number that is continuing to grow – at least 22 more licenses need to be issued to keep pace with the demand.

A recent budget request by the DOH expects that eight licenses for medical marijuana treatment centers will be awarded by June 2024, and one of Kimball's responsibilities will be issuing those licenses. The state is anticipating

the number of qualified medical marijuana patients to jump to more than one million patients by that time. In addition to the centers – and in an effort to keep up with the demand for medical marijuana – the DOH foresees the need for an additional 31 full-time employees to work in OMMU's headquarters in Tallahassee, as well as in regional offices expected to open in the future.

Immediately prior to serving in this new position, Kimball had been a health care policy advisor for the state, and before that was working as an assistant attorney general in the office of Florida Attorney General Ashley Moody. He also has more than two decades of experience in the Navy, including serving nearly 14 years in the Judge Advocate General (JAG) Corps. Kimball earned his bachelor's degree at Rensselaer Polytechnic Institute and his J.D. from Albany Law School. He is admitted to the Florida Bar.

# Sunburn Cannabis Opens Dispensaries in Fort Lauderdale, West Palm Beach, Sarasota and Tallahassee





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## Cover Story: How Are the New Medical Cannabis Limitations Working for Patients?

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notice to providers, patient advocates, or the public.

Medical cannabis dispensaries and health evaluation providers had to pivot quickly on August 29, 2022, to comply with Emergency Rule 64ER22-8. Patients needed to comply, with short notice, with the new 35-day and 70-day supply limits, which varied depending on the route of administration.

Three months after the implementation of the emergency rule, practitioners are still inundated with exception requests. That is because the unilateral limitation to purchase quantities of medical marijuana (while intended for patient safety) does not universally apply to each patient. This is why the ability to apply for an exception was allowed, even though it is an arduous process.

#### **How Much Medical Cannabis Are Patients Allowed to Purchase?**

As Florida's largest medical cannabis health evaluation provider, once Emergency Rule 64ER22-8 was publicized, we experienced a high volume of patient communication. People were understandably concerned about how the new limitations would impact their ability to moderate symptoms effectively.

DocMJ quickly moved to communicate with our patients and help them understand the terms of the new medical cannabis purchase limitations. Many patients with moderate to severe or intractable pain were very concerned. As well as patients with debilitating symptoms of PTSD, Epilepsy, and individuals receiving Cancer treatments.

One of the 'catch-22' situations that the Emergency Rule created was that it would not apply to patients who were currently registered with a valid card. However, the new limitations would take effect once their follow-up appointment and update to their medical cannabis recommendation were completed.

Will this prevent patients from updating their recommendation? Or worse yet, will it lead to attrition or patients resigning from the medical cannabis registry in the state of Florida? It is too soon to tell.

### What Is the Patient's Right to Request an Exception?

One of the challenges of legislating limits to medical cannabis is accommodating patients with individual needs. Medical marijuana laws in Florida apply to all patients in the OMMU registry. But is it possible to determine a single limitation to purchase quantities that will meet the needs of all patients?

The right to request an exception to Emergency Rule 64ER22-8 was an accommodation for patients and a method to address their needs with a physician and explain how the new restrictions inhibit their ability to manage symptoms. However, many patients felt that the request for an exception would be automatically granted, which was not the case.

Patients who did qualify for a "Change Order Request" with a DocMJ physician were able to complete the "Request for Exception" (RFE) with the Florida Office of Medical Marijuana Use (OMMU) and then wait for a decision from the OMMU.

#### Some Patients Are Struggling With the New Restrictions

Every day, our team of providers and staff support patients who are currently registered medical card holders and individuals looking to join the patient registry. Since the implementation of the Emergency Rule, the feedback from patients has been frequently negative.

Some patients are struggling to "stretch" the new limited quantities of cannabis by minimizing their doses where possible. Imagine having a heart condition and trying to adjust your medication, so you do not run out. The risks associated with poorly controlled physical or mental health symptoms are great.

But that is the reality for many patients with debilitating symptoms. It is not just an inconvenience; it can impede their ability to work, self-care activities, and overall quality of life. For a great number of patients in Florida, the new restrictions have created a substantial hardship.

## **Understanding the Impact on Patients Who Rely on Medical Cannabis**

This sentiment was mirrored by Florida Commissioner of Agriculture and Consumer Services Nikki Fried. On September 8, 2022, Fried wrote a letter urging the Florida Department of Health (DOH) to roll back the new dosage restrictions.

In her letter to Florida Surgeon General Dr. Ladapo, Nikki Fried states:

"By limiting patients to purchasing only a maximum of 24,500 milligrams of THC over a 70-day period and a limit of 2.5 ounces of smokable cannabis in a 35-day period, the state is overriding the professional judgment of doctors and endangering the health of patients. Many patients require the ability to purchase a higher dosage in multiple forms in order to test combinations and find the best balance to treat their particular condition in consultation with their doctor."

DocMJ is assisting patients who qualify for an exception to Emergency Rule 64ER22-8. However, the growing sentiment is that some patients, unable to acquire medical marijuana through dispensaries, will seek out alternative methods.

This could present an even greater risk to public health and safety, with an increase in Floridians using cannabis without medical supervision and guidance.

Aaron Bloom is CEO, DocMJ.

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### Know

The routes affected by this change are the edible, inhalation, oral, sublingual, suppository, and topical routes.

Smokable flower and CBD are NOT affected by these limits.

### Understand

You can purchase from any route, up to 24,500 mgs total for each 70-day period.

Route of Administration	Daily Dose Amount	70-Day Supply Limit*
Edibles	60 mg THC	4,200 mg THC
Inhalation (e.g., vaporization)	350 mg THC	24,500 mg THC
Oral (e.g., capsules, tinctures)	200 mg THC	14,000 mg THC
Sublingual (e.g., sublingual tinctures)	190 mg THC	13,300 mg THC
Suppository	195 mg THC	13,650 mg THC
Topical (e.g., creams)	150 mg THC	10,500 mg THC
Marijuana in a form for smoking	2.025 grams	N/A

#### Don't Panic!

The "Daily Dose Amount" will not limit how much medication you can purchase in one day! This number is simply used to calculate a 70-day supply.



#### IT IS NOT AN EXEMPTION...It is an EXCEPTION

Exceptions may be requested, but are <u>not guaranteed</u>. You are able to discuss this with your physician at your regular Follow-Up Visit or by completing a "Change Order Request" on the DocMJ website under Patient Resources and in the Patient Portal. Your Doctor will review this within 7 business days. If approved, your physician will submit your "Request for Exception" form to the state, and **the state will approve or deny your request within 14 business days.** 

If you have any questions, you can contact the OMMU at MedicalMarijuanaUse@FlHealth.gov or call their support line at (850) 245-4657, option 1. www.docmj.com https://knowthefactsmmj.com/







## Cover Story: Spotlight: Safiya K. Lyn, MD

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how medical marijuana can be a major part of this radical self-care and help patients understand the value of the cannabis plant. This motivation has propelled me to diversify my portfolio—I am now invested in building my patient-centered cannabis practice. I'm excited to announce that I am opening an office location in Aventura, FL (January 2023), accepting new and transfer patients. This location offers cutting edge technology services, HIPAA regulated electronic patient medical charting system, video streaming platform for virtual patient consultations, same day guaranteed medical cannabis card approvals, customized medical cannabis recommendations, fair competitive pricing, and in-person consultations with a licensed physician.

#### How did you get started within the cannabis industry?

When I launched my career in the cannabis industry in 2017, I was met with opposition from several traditional Emergency Medicine colleagues who lacked knowledge of the plant. Despite their skepticism, I continued forward in my path to acquire knowledge and education about cannabis and its cutting edge, multifaceted progressive approach to pain management. I engaged digital media to amplify my platform and brand myself as one of the leading voices for cannabis reform and patient education, focusing my efforts on historically underserved communities.

## What benefits do you see for patients throughout Florida within this space?

The Florida medical marijuana industry provides legal protection, effective medication, access to dispensaries, and verifiable products. It's important that Florida residents understand the benefits of the medical marijuana program. The CDC reports that cannabis can help cancer symptoms, reduce inflammation, minimize headaches, relieve chronic pain, stabilize mental health, and improve appetite. Florida designed a streamlined medical marijuana registry that allows qualified patients to gain instant access to a medical marijuana card, with the help of their physician. Once a patient is approved, they have same-day access to a dispensary to begin medicating with cannabis without delay. It is critical to choose third-party, laboratory verified medical grade cannabis over black market weed to minimize side effects of exposure to crosscontaminated cannabis that may be possibly laced or cut with deadly additives like fentanyl, heroine, ketamine or fungus.

## How can people in Florida benefit from the company you represent?

Ask Doctor Lyn was founded in 2017 to educate patients about the benefits of medical marijuana and assist qualifying patients obtain their medical marijuana card. I operate a boutique agency with the ability to customize cannabis recommendations for each patient according to qualifying medical condition(s). Our goal is to work together to achieve maximal relief with a minimal amount of cannabis product. We accomplish this through diversifying cannabis delivery methods to maximize the effectiveness of flower, vape, oral, topical, and edibles with careful precision and execution. My goal is to empower patients to unapologetically select medical cannabis as a first choice for treatment for qualifying ailments. "Traditional" social norms have influenced public opinion to believe that cannabis should be an "alternate" or "final option" for medical management once western pharmaceutical treatment has failed. To gain more information about a cannabis-centered approach to medical management, schedule your appointment via www.askdoctorlyn.com or call my office at (305) 487-0902.

### Are you personally a MMJ card holder?

Yes, I became a licensed FL MMJ card holder in 2020 when I was formally diagnosed with PTSD, caused by the tremendous uncertainty and loss I experienced as a front line Emergency Medicine Physician practicing during the height of the COVID-19 pandemic.

I've utilized cannabis as a tool in my healing journey. My family has roots in Jamaica, where cannabis and plant-based medicine have been infused into the culture through salves, teas, tinctures, and inhaled herbs for centuries. My appreciation and



respect for cannabis stems from my island upbringing. As a child, I recall my father smoking ganga as a healing method to cope with stress. Burning the herb was daily therapy for him. I couldn't understand the real power of cannabis back then, but I knew it was normalized at home. Because of this, I never shunned marijuana use. Fast forward, I am so grateful I have a professional opportunity to expand the narrative of medical marijuana use.

## Do you see Florida moving forward with recreational marijuana/cannabis and how will it affect your business?

New efforts are underway in Florida to get a recreational marijuana amendment on the 2024 ballot. Trulieve, the state's largest medical marijuana operator, has been a bold supporter of this proposal. Currently, the state has over 770,000 registered medical marijuana patients and roughly 2,600 physicians approved to recommend medical cannabis. If Florida becomes a recreational state, I don't foresee my medical practice being negatively impacted because patients will still require the guidance of a physician to help customize medical cannabis therapy and explain its benefits. Some patients are fearful about the potential negative side effects of cannabis as seen with incorrect dosing and federal implications due to lack of legalization. Therefore, there's always an opportunity to educate and dispel myths for my patients. From the business aspect, purchase and possession limits are higher for medical marijuana patients. Therefore, it is beneficial to secure a MMJ card because you can purchase greater quantities of product at lower tax rates (10% or less).

Dr. Safiya K. Lyn can be reached at (305) 487-0902, info@askdoctorlyn.com or visit www.askdoctorlyn.com.



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### **Attention FL MMTC Licensees**

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## Cover Story: Leadership Lessons in a Cannabis World

#### Continued from page I

tiveness and desire to utilize my expertise in an effort to improve their businesses and programs. This is bold leadership, but also the type of leadership necessary for the advancement of where the cannabis world is taking all of us. Very similar to how these leaders put their programs and businesses out there to navigate uncharted territory in their disciplines.

The second set of valuable leadership lessons that I have encountered is that of patience, observation, caution, and methodical thinking. In my many discussions with individuals, businesses, organizations, etc., about the direction of where cannabis-based products, laws, policies, and interventions are headed I have been met not with resistance to collaborate but rather a "wait and see" type of approach. These groups of leaders are aware of the cannabis movement in their industry, and they have a mostly clear appreciation for how it has impacted their stakeholders. What they do not have or want to implement are immediate changes to what they view as an ever-rapidly changing world around them where acute changes that

they make could become obsolete in a relatively short period of time. In the sports world where I hover, this holds true in an environment where teams and leagues like to see what others are doing first before they act. As I watch these leaders in action, they remind me of someone saving for retirement and putting their investments in a conservative account which they monitor frequently, not likely to make rapid gains, but also not likely to take huge losses. Ultimately if the timing is right, the education level meets an acceptable threshold, and changes are deemed to be viewed as beneficial to the stakeholders, these leaders act with careful consultation and guidance as they proceed with their cannabis initiatives.

The third type of leadership that I have encountered throughout my travels is one that I would not suggest others subscribe to. Simply put, these leaders operate with an antiquated way of thinking, are set in their ways, unreceptive to learning new approaches, and have a tendency to come across as knowing it all. In all honesty, while this is the type of leader who needs

the most education, it is the person who I spend the least time with trying to convince that they don't know what they don't know. I am not a salesperson at heart. An influential educator perhaps, but in a factual manner who allows others to see for themselves how the content that I share is of value to them. I have nothing to prove or sell as a service. Yet I am so perplexed as it took me many years to build a competent knowledge base, and one that I realize continues to grow daily as I learn from others, these types of leaders make it clear to me that there is nothing more they need to learn about how cannabis will impact their stakeholders. To be honest, I feel bad for their stakeholders, who are being led by closed-minded leaders. And similar to how I noted that leaders who operate with foresight and vision tend to have proven track records of being successful, it has been glowingly apparent to me that the leaders who do not embrace necessary changes around them with this topic also lead in the same way with other topics of critical importance to their envi-

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## **New Sunnyside Cannabis Dispensary Now Open in Northwest Pensacola**



Cresco Labs Inc. announced the opening of its second Sunnyside medical cannabis dispensary in Pensacola, Florida. The store's address is 2122 W. Nine Mile Road. This marks Cresco Lab's 20th Sunnyside dispensary in Florida.

Sunnyside Pensacola - Nine Mile Road is home to the best selection of medical products in the panhandle. The bright and welcoming store is located on the major east-west thoroughfare, Nine Mile Road, and neighbors a wide array of restaurants, supermarkets and more.

"In response to the demand of patients in Florida's Panhandle, we are pleased to open our second location in Pensacola and 20th dispensary in the state," said Cris Rivera, Florida Regional President at Cresco Labs. "Nine Mile Road has recently experienced much growth and we are proud to be part of it by serving patients in this area with the largest local array of medical cannabis products, including flower, live rosin concentrates, vapes, tinctures, topicals and edibles. Our experienced and friendly wellness advisors are here to provide education about different products, forms and dosages so patients may consume confidently and achieve desired effects."

Sunnyside Pensacola - Nine Mile

Road will serve patients with a medical card issued by the state of Florida. Patients who shop in-store will have access to a broad selection of branded cannabis products from Cresco, One Plant, Supply, Good News, Remedi and Sunnyside Chews. Forms include Cresco's bestselling Liquid Live Resin vape cartridges and Live Resin concentrates; One Plant's premium, handtrimmed flower and solventless Live Rosin concentrates; shake and small flower and vapes from Supply; vapes from Good News; tinctures, RSO (Rick Simpson Oil) syringes and topicals from Remedi; and Sunnyside Chews edibles. Sunnyside stores also offer a highly curated selection of accessories, including lighters, rolling papers and more. Patients have the option to place

orders online through Sunnyside.shop or utilize next-day delivery. Orders can also be placed in-store or via phone by calling (850) 517-3986. Regular store hours are Monday through Saturday, 9 a.m. to 8 p.m. CT and Sunday, 9 a.m. to 6 p.m. CT.

> For more information about Sunnyside and to place online orders, visit www.sunnyside.shop.



 Using cannabis and botanical medicine to optimize one's health and lifestyle promotes neuroplasticity.

• Treats common conditions such as pain inflammation, anxiety, insomnia, and other neurogenerative diseases.

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### BUSINESS DIRECTORY

## ACCOUNTING & ADVISORY SERVICES

### Marc Egort, CPA, P.A.

Marc Egort, CPA, P.A. is a South Florida CPA firm of dedicated accountants who work closely with our clients providing accounting services as well as tax preparation and bookkeeping. We offer value-added services in areas of assurance, CFO services, and other areas of compliance. Our philosophy is client focused service that addresses the needs of our personal and corporate clients whether they are considered a startup venture or a seasoned organization. For more information, please visit egortcpa.com or call us at (754) 301-2183.

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Ged Lawyers, LLP has successfully recovered over \$85M representing hospitals and other medical facilities in PIP collections. Our proprietary software analyzes and identifies claims inaccurately paid by insurance companies and generates demand letters, which insurance companies typically pay. In the event the insurance company doesn't, we then file suit. Ged Lawyers' mission is to GET EVERY DOLLAR owed. For more information, call 844-4GEDLAW or visit www.gedlawyers.com.

### **CBD PRODUCTS AND SERVICES**

#### **PŪRWELL**

PūrWell was founded in 2018 by Nick DiFrancesco who partnered with a farm in Pueblo, CO where PūrWell hemp is grown, cultivated, processed, and packaged. PūrWell's medical-grade products are designed for and are sold exclusively through healthcare professionals and in the PūrWell online store. PūrWell's proprietary formulations are crafted specifically to meet the needs of the healthcare marketplace, offering a range of strengths and applications for seamless customized treatment. PūrWell has a variety of programs that enable healthcare providers to capitalize on the emerging CBD market. For more information, please visit www.purwell.com or call 844-PUR-WELL (787-9355).

## CONSTRUCTION, DESIGN, PROJECT MANAGEMENT

#### **S.R. Construction Services**

From pre-construction through final DOH inspection, SR Construction Services is a valuable and scalable 3rd party extension of your organization's infrastructure. SRCS is a turnkey, division 1, CRB Bankable, statewide contractor experienced in the large-scale commercial, industrial cultivation and retail dispensary projects in the cannabis market since Florida medical legalization.

Having completed over 75+ retail dispensaries, offering 60-day retail fast track construction options and finishing numerous large-scale indoor & outdoor cultivation facilities, S.R. Construction delivers expertise with all phases of your vertical license requirements in FL (Seed to Sale). Please view our portfolio:

https://www.s-r-construction.com/industrial |

https://www.s-r-construction.com/commercial-tenant-projects. Contact us today to discuss your construction needs at Eric@S-R-Construction.com or (561) 290-0402.

## MEDICAL MARIJUANA TREATMENT CENTERS

#### Curaleaf Florida – Cannabis with Confidence

Curaleaf Florida offers premium, safe and reliable medical cannabis products to our patients. Our mission is to improve lives by providing clarity around cannabis and confidence around consumption. Advanced industry research is used to develop our products. We cultivate our cannabis products using the highest standards of production with medically precise extraction and purification methods. Dispensaries are located across Florida with delivery offered statewide. Free patient consultations are available. Please visit us at https://curaleaf.com/

## Insa

Insa is a vertically integrated, independent cannabis company. Founded in 2013, the Company was started in Springfield, MA - home to its co-founders (and best buds), Pete Gallagher and Pat Gottschlicht. Dedicated to making its patients' good days even better (through cannabis), Insa was recently named the most awarded brand in the HighTimes MA Cannabis Cup. The Company specializes in every step of the cannabis process, from sourcing to growing to creating and dispensing meticulously crafted products that suit everyone's unique needs. Insa offers a cannabis experience that's trustworthy and effective, personal and handcrafted. Insa has retail stores in Massachusetts and Florida. In addition to the stores currently open in Tampa and Clearwater, the company plans to open eight more stores in 2022 with locations in Hudson, Jacksonville, Lake Placid, Largo, Orlando, Tallahassee, The Villages and Tampa (N Dale Mabry). To learn more about Insa please visit www.insa.com.

## MEDICAL MARIJUANA TREATMENT CENTERS

#### **Trulieve**

Trulieve is the first and leading medical cannabis company in the state of Florida. At Trulieve, we strive to bring you the relief you need in a product you can trust. We offer an extensive variety of premium medical cannabis products to meet our patients' needs. Our plants are hand-grown in a facility with a controlled environment specially designed to reduce unwanted chemicals and pests, keeping the process as natural as possible at every turn. With over 70 locations statewide, including Miami, Kendall, Deerfield Beach, and Fort Lauderdale, Medical Marijuana Patients in the Miami-Dade area can be sure there is a Trulieve dispensary nearby. We also offer convenient delivery options, including free delivery for patients over the age of 65. For natural relief you can rely on, visit us at Trulieve.com.

#### **PAYROLL SERVICES**

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PayMaster provides payroll processing, time & labor, and human resources to the cannabis industry. Our services include payroll tax service, employee direct deposit, employee self-service, paperless on-boarding and much more. Serving Florida for 25 years. Give us a call and see why PayMaster is "A Better Way To Pay." Contact Rhonda at rbunker@paymaster.net or (561) 735-9969, or visit our website at mygreenpayroll.com for more information

#### **PHYSICIANS**

### DOCMJ

DocMJ was started in August 2016 as a small group of physicians saw the need for affordable, direct patient access to medical cannabis recommendations under the Amendment 2 guidelines. Check out our Pricing page for our current options.

**DocMJ Values -** We're big believers in the virtues we live and work by — empathy, compassion, and kindness. We're here to support patients in getting the help they deserve as quickly as possible. We strive to accomplish that in the most effective way possible. **Our Mission -** We aim to bring affordable medical marijuana recommendations to qualified patients across the state of Florida. We work tirelessly to be the most convenient, streamlined, and cost-effective solution for Floridians, and our mission is to provide the highest quality of care in the process. Check us out at www.DOCMJ.com or call (888) 908-0143

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If your organization or business would like to be featured in our Cannabis Resource Business Directory call Charles Felix at (954) 605-4785 or email Charles@cannabisnewsflorida.com today!