The Cannabis Industry Accounting and Appraisal Guide:

Indispensable resources on taxation, financial accounting and the appraisal of cannabis related intellectual property and business interests



Brenda M. Clarke, CPA/ABV/CFF, CVA Ronald L. Seigneur, MBA, CPA/ABV, CVA, ASA Stacey D. Udell, CPA/ABV/CFF, CVA

The Cannabis Industry Accounting and Appraisal Guide:

Indispensable resources on taxation, financial accounting and the appraisal of cannabis related intellectual property and business interests

Table of Contents

About the Authors

Introduction

- Chapter 1: What is Cannabis?
- Chapter 2: History and Regulation of Cannabis
- Chapter 3: Why is the Cannabis Industry So Hot Today?
- Chapter 4: Your Cannabis Enterprise: Exploring Entity Structure Options
- Chapter 5: Cannabis Industry Accounting and Bookkeeping Fundamentals
- <u>Chapter 6</u>: The Complicated World of Cannabis Taxation
- Chapter 7: The Approaches and Methods of Valuing a Cannabis Business
- Chapter 8: Market Multiples in the Cannabis Sector
- <u>Chapter 9</u>: How to Interpret a Cannabis Appraisal Report
- Chapter 10: Start-up and Pre-Revenue Valuation in the Cannabis Industry
- Chapter 11: Unique Issues in Cannabis Appraisal
- Appendix A: Sample Request for Documentation
- Appendix B: Sample Chart of Accounts
- Appendix C: Sample Risk Assessment Analysis
- Appendix D: Sample Report
- Appendix E: "Must See" Documents
- Appendix F: Landmark Court Case Summaries
- Appendix G: Finding a Qualified Valuation Analyst
- Appendix H: Top Resources for Cannabis Industry Information
- Appendix I: Banking and Financial Resources for the Cannabis Industry

Why you need this book

The cannabis and hemp/CBD industries are rapidly evolving. There are varying and often conflicting rules at the federal, state, city, and county levels. With regulated cannabis, every state requires a license, but obtaining those licenses can be a very different process, depending on where you are, and the costs can be quite different. The complexities regarding both industry segments require the use of knowledgeable professionals, who are adequately trained and familiar with industry trends and protocols. As Certified Public Accountants who work regularly with a wide range of business and clients, nothing has come close to the intellectual challenges encountered when addressing issues and concerns in these expanding niches.

The cannabis and hemp/CBD industries may be outside of the comfort zone for accountants, lawyers, valuation experts, consultants and potential investors, yet it can also open doors to a new client group that up until several years ago didn't exist. The purpose of the *The Cannabis Industry Accounting and Appraisal Guide* is to provide useful information about the unique financial aspects and intricacies related to businesses operating in the licensed and regulated cannabis industry. Much of the information provided is also useful for hemp and CBD matters.

The guide also presents everything a cannabis business owner needs to know about choosing a business structure; basic accounting; setting up an accounting system, taxes, how to avoid an audit, the basics of valuation, and how to build value into your business for the future.

We plan supplement this guide on a regular basis on our website providing subscribers with value-added benefits, including updates on the latest developments in cannabis accounting and tax compliance, practical tools and guidance to be used for bookkeeping and accounting. In the medium to long-term, we hope to provide access to proprietary market data on industry transactions unavailable elsewhere. (<u>www.CannaValuation.com</u>)

What Others Are Saying:

The Cannabis Accounting and Appraisal Guide is a very good resource that digs deep into the accounting, taxation, regulatory, and valuation issues faced by investors and valuation analysts. I learned a lot by reading this well written guide. If you are thinking of getting into this business or are already in this business, you need this guide.

James R. Hitchner, CPA/ABV/CFF Managing Director, Financial valuation Advisors CEO, Valuation Products and Services President, the Financial Consulting Group

Any legal or tax professional representing cannabis clients must have THE CANNABIS INDUSTRY ACCOUNTING AND APPRAISAL GUIDE as part of their reference library. It is the cannabis compendium of current financial, tax and legal information in an easy-to-read form. It is essential to the professional's understanding of the cannabis industry.

James Thorburn, Esquire Thorburn Walker LLC

Product Order Form



CannaValuation LLC 940 Wadsworth Blvd., Suite 200 Lakewood, CO, 80214 303.980.1111

Customer Information	Customer's Personal Order	
Name	Ship directly to me Now Other Date:	
Billing Address	Ship To:	
Billing Address	Description Qty. Unit Price	Amount
City	The Cannabis Industry Accounting and 140.95	
State Zip		
Home Phone # Work #		
Your Shipping Address (if different from billing address)		
City State Zip		
Method of Payment Check Visa MasterCard Discover	Subtotal	
Cardholder's Name (print)	NJ residents add 5% sales tax	
Account Number	Shipping Charge	12.00
Expiration Date	Personal Order Total	
Cardholder's Signature		
	Grand Total	

Make Checks payable to: Ultimate Valuation LLC

Return this form with payment or credit card information to the attention of:

Pam Marion Seigneur Gustafson LLP 940 Wadsworth Blvd., Suite 200 Lakewood, CO 80214 Pam.Marion@cpavalue.com

You can also order on-line at: www.CannaValuation.com