

## CANNABIS PRACTICE



*The Cannabis industry offers significant growth opportunities to companies and investors committed to navigating a burgeoning business environment and developing a sound strategy, efficient operations, and rigorous compliance processes.*

### Grow Your Business with Confidence

CohnReznick provides services to plant and non-plant touching companies complemented by industry insight, technical expertise, and regional resources to help companies comply with changing regulations, give transparency to investors, and develop the business and technology infrastructure to support rapid growth. Together, we'll help build much needed regulatory infrastructure to sustain the industry's economy.

### Industry Insight Meets Growth Market

While the cannabis industry is relatively new, CohnReznick's years of experience supporting other growth industries with similar goals, business issues, and operating models help resourceful companies from the real estate, life sciences, manufacturing and distribution, technology and retail sectors succeed in the cannabis sector. CohnReznick's integrated team of accounting, tax, and business advisory

professionals help cannabis companies adopt compliance, financial, and operating best practices to protect assets, strengthen balance sheets, and drive growth.

### Resources Where You Need Them

As a global firm, CohnReznick has the resources to help you stay ahead of changing national and state regulations, U.S. and international tax code changes, and complex audit disclosure issues. We have professionals located where you need them, to help address the regulatory, financial, and operational challenges faced when expanding your cannabis business.

### Technical Excellence

CohnReznick provides business valuation services, nuanced for the nascent stage of the industry. Our due diligence services address operational, financial, tax, and IT areas, and recognize the unique dynamic of competing state-to-state regulatory regimes and the challenges presented when financing and transacting industry assets.



### A Long History of Social Advocacy

CohnReznick has a deep history supporting progressive issues around community development, and enhancing the growth for clients and their respective industries with strategic advice and creative ideas. Over 30 years ago, we were on the cutting edge of innovative community development and the dawn of housing policy as an agent for social change. Now, we see the cannabis movement evolving similarly. Helping companies navigate these ever-evolving areas is a core component of our mission statement.

### Services Tailored for the Cannabis Industry

Our cannabis industry team, professionals that have helped thousands of owner-operated companies prosper, have focused their energies on helping clients adapt to the unique accounting, tax, and business challenges of the cannabis industry.

#### Assurance Services

Cannabis companies face significant scrutiny by regulators, investors, and lenders. Needed is an audit leader with a reputation for instilling confidence in your financial reporting while helping you maintain transparency, reduce risk, and fine-tune compliance policies and procedures. CohnReznick's attest and audit team provides objective assessments you can use to improve the overall performance while providing valuable information for financial statement users.

#### Tax Compliance and Advisory

CohnReznick helps Cannabis company stakeholders navigate federal, state and local compliance challenges, strategize and plan for Internal Revenue Code Section 280E, and take full advantage of relevant tax incentives and credits, including those provided by IRC Section 199, and the interest charge domestic international sales corporation (IC-DISC) export tax incentive.

#### Technology Advisory

Technology is at the center of the industry's efforts to enhance regulatory transparency and operating efficiency. Our services include the design and implementation of seed-to-sale programs, accounting systems, ERP systems, business analytics, customer relationship management,

inventory management, and digital marketing solutions. CohnReznick helps cannabis companies leverage data to enhance productivity, create compelling customer experiences, and drive performance.

#### Entity Formation, Capital Sourcing, and Transaction Support

CohnReznick assists in determining proper entity structures and in accessing sources of equity capital including private equity funds and family offices. And if your growth plan calls for acquiring or divesting a business, our extensive due diligence services identify financial, IT, and tax risks.

#### Financial and Operations Advisory

Regardless of whether you are developing/licensing, growing, packaging, distributing, or retailing cannabis products, we help finance and operating teams identify key performance indicators, manage working capital, implement business planning strategies, reduce the cost of transactional processes, and stay ahead of changing technical accounting requirements.

### About CohnReznick

CohnReznick LLP is one of the top accounting, tax, and advisory firms in the United States, combining the deep resources of a national firm with the hands-on, agile approach that today's dynamic business environment demands. With diverse industry expertise, the Firm provides companies with the insight and experience to help them break through and seize growth opportunities. The Firm, with origins dating back to 1919, is headquartered in New York, NY with 2,700 employees in offices nationwide. CohnReznick is a member of Nexia International, a global network of independent accountancy, tax, and business advisors. For more information, visit [www.cohnreznick.com](http://www.cohnreznick.com).

### Learn More

To learn more, visit [www.cohnreznick.com/industries/emerging-markets/cannabis](http://www.cohnreznick.com/industries/emerging-markets/cannabis).

**Ira Weinstein**  
**Cannabis Industry Leader**  
**[ira.weinstein@cohnreznick.com](mailto:ira.weinstein@cohnreznick.com)**  
**410-783-8328**

[cohnreznick.com](http://cohnreznick.com)

