

Cannabis and Health Tourism

Differentiating the tourism product
in an ever-competitive marketplace

Kelly Glass

April 2023



agenda

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Cannabis Industry in St Vincent

Government Agencies



SVG Ministry of Health

Regulating body



Standards



Pharmacy Council of SVG

Hon. Saboto Caesar
Minister of Agriculture

Cultivation and Manufacture Licensees



Traditional Farmers



Dispensing Licensees



Cannabis Industry in St Vincent

Few key points

SVG Medicinal Cannabis Industry Act of 2018

Decriminalization: up to 2 ounces (56 grams) of cannabis flowers

Access to Medicinal Cannabis

Licensing the supply of Medicinal Cannabis

Licenses available

Cultivation

Manufacture

Transport

Research

Import

Export

Dispensing

Prescribing

5 classes of cultivation licenses for the different farm size

Class A: <1 acre

Class B: 1 to 5 acres

Class C: 5 to 25 acres

Class D: 25 to 100 acres

Class E: 100 to 300 acres

Tourism opportunities:

Dispensaries

Tours

Consumption Lounges

Wellness Centers

Cannabis Industry in St Vincent

How to purchase cannabis?

QUALIFY
for at least one of the 20 medical conditions recognized by the Medicinal Cannabis Authority (MCA)

BOOK
a consultation with an authorized doctor who can prescribe medicinal cannabis

OBTAIN
your prescription, medical certificate and temporary medicinal ID card via your doctor.
Foreigners: Pay a \$55 XCD fee to the MCA through the doctor.

FOREIGNERS AND LOCALS
Fill your prescription at an authorized dispensing pharmacy

LOCALS
Get your permanent medicinal cannabis ID card from MCA.
The cost of the permanent ID card is \$20 XCD



Cannabis Industry in St Vincent

How to purchase cannabis?

QUALIFY
for at least one of
the 10 medical

BOOK
a consultation with

OBTAIN
your prescription,
medical certificate
and temporary

FOREIGNERS AND

LOCALS
Get your
permanent

Doctor's
Consultation
\$40 - \$100 XCD

MCA Medicinal
Cannabis ID
\$55 XCD

Medicinal
Cannabis Products
\$15-200 XCD

Tourists must spend up
to **\$155 XCD** BEFORE
purchasing products

➔ SLOW UPTAKE IN TOURISTS AS CANNABIS PATIENTS DUE TO PROHIBITIVE PRICING



Key players in the Industry



- Vertically integrated seed to sale company
- 45 employees
- 3 Sites:
 - farm
 - drying facility
 - laboratory (extraction & formulation)

OUR BIG FIRSTS

First legal cannabis extraction in St Vincent
First local line of cannabis-derived products to reach the market
First cannabis company to achieve Good Agricultural and Collection Practices
First cannabis company to obtain SVG-Good Manufacturing Practices
First legal exportation of cannabis from St Vincent
First consumption lounge in the region



Key players in the Industry



- First consumption lounge in the region
- Opened May 6, 2022
- Organization of cannabis clinics with doctors and MCA where patient can get their prescription, their cannabis ID card, buy their product and consume in a safe environment



Key players in the Industry



- Greenhouse Café mobile also visits different events throughout the Grenadines to increase awareness and visibility



Pop Up Market at Coconut Grove



Pop Up Market at Plantation House



Bequia Music Festival

Key players in the Industry



- Second branch was opened April 23rd 2023 at **Bequia**

Key players in the Industry

- Hotels in Bequia and Canouan started incorporating CBD products in the spa treatment that they offer to their guests
- It is expected that more and more hotels will follow their lead
- CBD massages have become popular



BEQUIA
PLANTATION
HOTEL

Key players in the Industry

- Cannabis infused products are becoming more and more popular around the world
- CBD-infused drinks and food are a new way for clients to consume CBD to help treat their medical conditions
- THC-infused products are also widely popular on the illegal market but have not yet broken into the legal market in SVG

 SOHO BEACH HOUSE Medicinal
CANOUAN

CBD INFUSED MENU

January 21st, at 5:30 pm

Call us for transportation + special room rates

Invite Only Event

+1(784)530-7400

reception.canouan@sohohouse.com



Future ventures:

BUDS & BREAKFAST

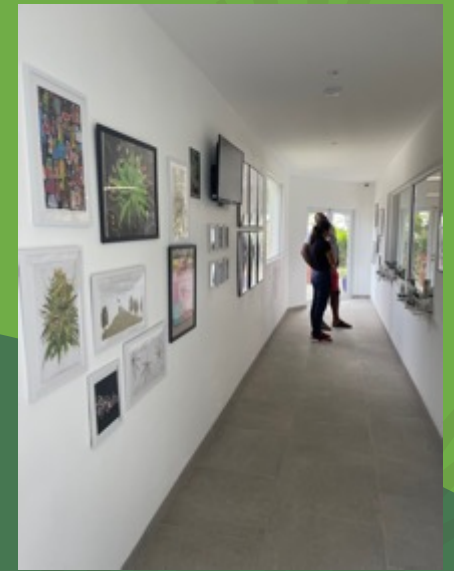
- Hotel rooms where patients can consume cannabis

CANNABIS TOURS

- Currently available at Caracann
- Educate yourself about all the processes involved in the industry, from seed to sale!

WELLNESS CENTERS

- Educate yourself about all the processes involved in the industry, from seed to sale!



Summary

- With our new international airport and increased number of flights per week, Medicinal and Greenhouse Café are hoping to broaden their footprint as much as possible
- Medicinal has adapted and grown along with the cannabis industry in SVG, recording many firsts within the industry
- Possibilities for expansion and integration of our products and methods are wide-reaching
- Medicinal has a 22 current existing products available at many different locations to satisfy an array of customers, with more being develop as we speak
- We can assist with cannabis farm development, white label, dispensaries and much more
- Medicinal, under the umbrella of KGroup, is uniquely positioned to satisfy the needs of the current and future cannabis industry in the Caribbean region and are actively looking to export around the world
- Please contact us to learn more about what we can offer and how we can collaborate



thank you

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