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

Standards

Pharmacy Council of SVG

Hon. Saboto Caesar
Minister of Agriculture

Cultivation and Manufacture Licensees

Medicinal

Traditional Farmers

Dispensing Licensees

Coreas Hazells

Imperial Pharmacy

Live a healthy life

Roy's Pharmacy

The Future of Pharmaceutical Care

Green Lava Labs

CaraCann

Cannasvg
Cannabis Industry in St Vincent

Few key points

<table>
<thead>
<tr>
<th>SVG Medicinal Cannabis Industry Act of 2018</th>
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<tbody>
<tr>
<td>Decriminalization: up to 2 ounces (56 grams) of cannabis flowers</td>
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<tr>
<td>Access to Medicinal Cannabis</td>
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<td>Licensing the supply of Medicinal Cannabis</td>
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<table>
<thead>
<tr>
<th>Licenses available</th>
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<tbody>
<tr>
<td>Cultivation</td>
</tr>
<tr>
<td>Manufacture</td>
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<tr>
<td>Transport</td>
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<tr>
<td>Research</td>
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<tr>
<td>Import</td>
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<tr>
<td>Export</td>
</tr>
<tr>
<td>Dispensing</td>
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<tr>
<td>Prescribing</td>
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<table>
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<tr>
<th>5 classes of cultivation licenses for the different farm size</th>
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<tbody>
<tr>
<td>Class A: &lt;1 acre</td>
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<tr>
<td>Class B: 1 to 5 acres</td>
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<tr>
<td>Class C: 5 to 25 acres</td>
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<tr>
<td>Class D: 25 to 100 acres</td>
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<tr>
<td>Class E: 100 to 300 acres</td>
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<table>
<thead>
<tr>
<th>Tourism opportunities:</th>
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<tbody>
<tr>
<td>Dispensaries</td>
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<tr>
<td>Tours</td>
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<tr>
<td>Consumption Lounges</td>
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<tr>
<td>Wellness Centers</td>
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</table>
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

Medicinal THC
Heal Lotion
Medicinal THC
Taste
Terpenes
MCA

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FOREIGNERS AND LOCALS fill your prescription at an authorized dispensing pharmacy.

LOCALS get their permanent medicinal cannabis ID card from MCA. The cost of the permanent ID card is $20 XCD.

Tourists must spend up to $155 XCD before purchasing products.

Doctor’s Consultation: $40 - $100 XCD

MCA Medicinal Cannabis ID: $55 XCD

Medicinal Cannabis Products: $15-200 XCD

⇒ 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
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
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 developed 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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