

Jourdan Samel
South Portland
LD 1942

Dear Senator Grohoski, Representative Cloutier, and Members of the Committee,

My name is Jourdan Samel, and I'm the Head of Sales at Dreamscape Farms SP, LLC, a licensed adult-use cannabis cultivation company based here in Maine. Before joining this team, I worked for several years in Colorado's cannabis market and saw up close the impacts that overly aggressive tax policy can have on small operators. What's happening in Maine right now is all too familiar—and it's headed in the same dangerous direction unless meaningful reform is enacted.

In Colorado, we saw businesses struggle under a rigid tax framework. When the state finally adjusted its excise tax policy to reflect average market rates, it wasn't just a business decision—it was a move to save an industry that was collapsing under its own regulatory weight. Maine now faces a similar tipping point.

The \$335-per-pound excise tax may have made sense when it was introduced, but the market has shifted. With wholesale cannabis now averaging between \$1,100 and \$1,500 per pound, the tax now eats up between 22% and 30% of every transaction—before factoring in the 10% sales tax. That level of taxation leaves almost no room to operate, let alone grow.

As the person responsible for sales, this burden creates relentless pressure. Every single week, I feel the weight of needing to move enough product just to keep the company afloat. The stakes are incredibly high—not only for the business, but personally. I have a newborn baby at home, and the constant stress of trying to sell under such a narrow margin is something I carry with me every day. It's taken a toll on my mental health and on my family. The pressure never lets up.

We're not a bloated company with unnecessary overhead. We run lean. We work hard. Our team is deeply committed to building something lasting and contributing to Maine's economy. But this tax structure is making that virtually impossible.

I strongly urge the Committee to consider the following changes:

- Replace the flat \$335-per-pound tax with a percentage-based model, tied to actual average wholesale prices and recalculated regularly to reflect market conditions.
- End the taxation of internal transfers between licenses under common ownership, which are essential to vertical integration and should not trigger redundant taxes.
- Implement a deferral period for excise tax payments so businesses aren't taxed on inventory before they've had a chance to generate revenue from it.

These changes aren't about escaping taxation—they're about making it manageable and fair so that legal businesses can survive, grow, and compete with the illicit market.

Thank you for your time, and for giving voice to those of us on the front lines of this industry—people working hard, raising families, and trying to make this work in good faith.

Sincerely,
Jourdan Samel
Head of Sales
DREAMSCAPE FARMS SP, LLC