

Dear esteemed members of the committee,

My name is Lisa, while not an owner of an AU cannabis business, I am a stakeholder in the industry (I'm hoping this is my last job). As operations manager for AAA Pharms, now an adult use cannabis business who has served both customers and patients alike, I feel I have insight into the challenges we face operating in the adult use market and why I support LD 104, and legislation in support of track and trace and testing requirements in the medical marijuana program.

When I started in the industry as a caregiver assistant, nearly 8 years ago, obtaining a medical card required an in person visit with a doctor. The patients we saw were seeking medicine to treat a variety of serious illnesses such as: Cancer, Lyme disease, Veteran's suffering from PTSD, etc. These patients had seen a doctor specializing in cannabis as a form of treatment, they had a treatment plan and were looking for medicine recommended in that treatment plan. Today, nearly anything is a "qualifying" condition, the appointment can be handled remotely, within a matter of minutes, and the cost of the certificate is pennies on the dollar in comparison: no treatment plan, nothing. Due to this ease in restrictions on qualifying conditions, there are now over 110,000 patients in the medical program. With no testing or track and trace requirements, 110,000 patients/consumers and most importantly, Mainers have no assurances on the safety of the product they are consuming. Regularly, we see the shock from customers who are not aware that marijuana in the medical marijuana program does not require testing. If it has never been tested: not for potency, not for contaminants, mold, pesticides, etc., there should absolutely not be any claim it's medicine!

Unfortunately, AAA Pharms finds itself in a market where we are forced to compete with medical stores, less than a mile from us selling their product to consumers, for \$60-\$80 dollars an ounce. As an adult use cannabis business, we are subject to taxes, fees, packaging and labeling requirements, testing requirements, track and trace requirements, and so much more that is not required in the medical program. We're in an industry where two businesses sell the same product and have completely different rules, it makes no sense. We could never offer those prices to our customers and stay in business. How do we compete with that?

Thank you for your time.

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