

Kaw Valley Cannabis

— *Cultivating Excellence and Innovation* —





Introduction to Kaw Valley Cannabis Vertically Integrated Medical Marijuana Project

*Meeting Market Demand with Quality
and Innovation*



Executive Summary

Introduction to Kaw Valley Cannabis

Company Overview: Kaw Valley Cannabis is pioneering a vertically integrated medical marijuana operation in Kansas, focusing on cultivation, extraction, product development, and wholesale sales.

Mission: To produce high-quality, compliant, and innovative cannabis products while fostering community growth.

Vision: To become the leading provider in the Kansas cannabis market through sustainable and scalable operations.

Market Opportunity & Competitive Advantage

Market Demand: Kansans spent over \$1 billion on marijuana in Missouri, indicating a high demand in Kansas. The projected Kansas medical marijuana market is \$200 million annually.

Competitive Advantage: Kaw Valley Cannabis benefits from early market entry, utilizing state-of-the-art extraction facilities and vertical integration to control the entire supply chain, from cultivation to final product packaging.

Growth Potential: Positioned to capture a significant market share with the anticipated legalization of medical marijuana in Kansas.

Investment Opportunity

Funding Needs: Selling 5% equity at \$275,000 per 1%. Equity is available in 1% increments and may be allocated among multiple qualified investors until the full 5% offering is subscribed.

Use of Funds: Funds will support cultivation design, compliance of processing facility with regulations, and scaling production to meet demand upon legalization.

Revenue Projections: Estimated to exceed \$9 million monthly at full capacity.

Join Us: Partner with Kaw Valley Cannabis to lead the medical cannabis industry in Kansas and achieve significant returns.

Objectives

Kaw Valley Cannabis is embarking on an ambitious project to pioneer the cannabis industry in Kansas through comprehensive development and management of cannabis growing, extraction, product development and wholesale sales operations.

Our goal is to create a vertically integrated cannabis operation that sets the standard in Kansas for quality, sustainability and community engagement

1. Develop and manage **grow facilities**.
2. Optimize existing state-of-the-art **cannabis extraction facility**.
3. Design final product **production and packaging facility**.
4. Develop a range of high-quality **cannabis-infused products**.

Join Us in Pioneering the Cannabis Industry in Kansas

Mission: To cultivate excellence in the cannabis industry by producing high-quality products, fostering community growth, and being a leading provider known for quality, compliance and innovation.

Vision: To become a leader in the Kansas cannabis industry.



Problem Statement

Market Gap: No current legal medical cannabis options in Kansas.

Patient Needs: Thousands of Kansans could benefit from medical cannabis.

Healthcare Costs: Current treatments are costly and less effective.

Kaw Valley Cannabis Comprehensive Solution

Our solution is to become a leading provider of high-quality cannabis products through sustainable and compliant practices. We achieve this by adhering to strict regulatory standards, implementing innovative cultivation methods, and prioritizing sustainability to ensure premium product quality and long-term viability.

Kaw Valley Cannabis provides high-quality, regulated medical cannabis products.

Product Range: Vape pens, gummies, other edibles, tinctures, topicals.

Quality Assurance: Organic cultivation, independent lab-tested, compliance with state regulations.

1. **Integrated greenhouse operations** for sustainable cultivation.
2. State-of-the-art **cannabis extraction facilities**.
3. Efficient **product production and packaging facilities**.
4. Advanced **product development and testing protocols**.

Market Opportunity

\$200 Million



Market Size: Kansans have cumulatively spent over \$1 billion on marijuana products in Missouri. This substantial expenditure indicates a strong demand for cannabis in Kansas, highlights the potential of the upcoming legal medical market in the state.

Growth Projections: Kansas medical market potential to be \$200 million annually.

Competitive Advantage: Early entry into a high-demand market. Preferential issuance of licenses to existing companies with experience in the Cannabis Industry.

Opportunities

The anticipated legalization of medical marijuana in Kansas would open new markets for business and investors, particularly for cannabis extract products.

Kansas can leverage its agricultural expertise to lead in cannabis research and development, focusing on producing high-quality compliant products.

Hemp Industry

The industrial hemp sector presents immediate opportunities for growth, innovation and investment in Kansas.

Future Legislation

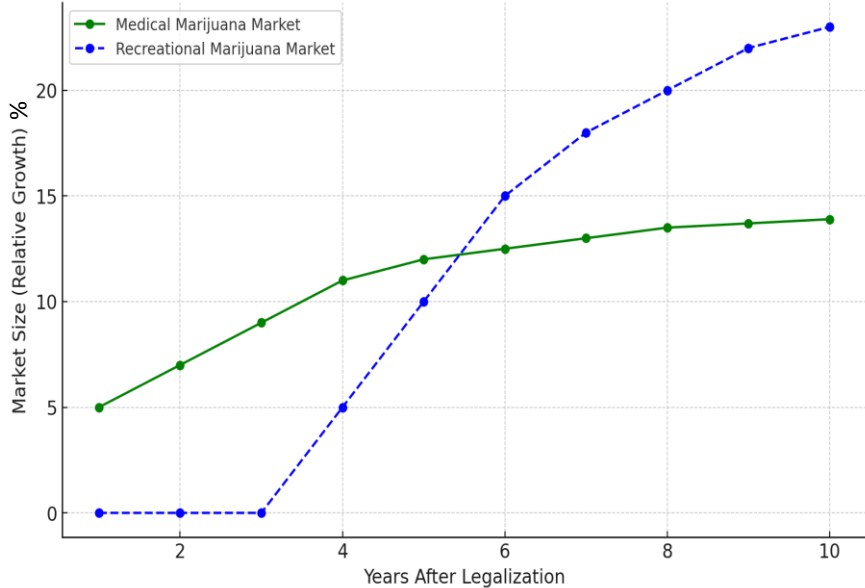
Potential legalization of medical marijuana would open new markets and opportunities for businesses and investors.

Research and Development

Kansas can leverage its agricultural expertise to become a leader in cannabis research and development, focusing on high-quality, compliant products.

General Market Trends

Medical vs Recreational Marijuana Market Trends in an Emerging State



Medical Marijuana Market:

Initial Boom: When medical marijuana is first legalized, there is often a quick surge in patient enrollment and sales, as patients with qualifying conditions register for medical cards.

Steady Growth: Over time, the medical market tends to grow steadily, driven by increased patient awareness and the addition of new qualifying conditions.

Stabilization: Eventually, the market stabilizes, with fewer new patients entering the system. Growth continues but at a slower pace as it becomes more dependent on existing patients renewing cards and continuous sales.

Missouri Cannabis Market

Studying Missouri's Emerging Market

The U.S. market, including states like Missouri, continues to show strong annual growth rates.

Due to the unexpected demand for Missouri Cannabis by Kansans, Missouri currently has the second highest product prices of any state, second only to Alaska.

Kansans have cumulatively spent over \$1 billion dollars on Marijuana in Missouri since adult-use recreational legalization

Missouri Cannabis Market Breakdown (2023-2024)

Annual Trends:

Since the start of recreational sales in February 2023, Missouri's market has shown significant growth. By April 2024, cumulative sales reached approximately \$1.95 billion. Recreational marijuana sales have dominated the market, contributing more than \$1.62 billion since legalization.

Market Projections:

For 2024, Missouri's dispensaries are projected to sell over \$1.4 billion of marijuana at retail. This indicates a robust market with consistent consumer demand and increasing acceptance of recreational marijuana.

2024 Sales

March 2024:

Recreational sales: \$145 million

Medical sales: \$18.5 million

April 2024:

Recreational sales: \$150 million

Medical sales: \$19 million

Detailed Market Share:

Recreational Cannabis:

Accounts for about 88.73% of the total monthly sales in recent months.

Medical Cannabis:

Accounts for roughly 11.27% of the total monthly sales.



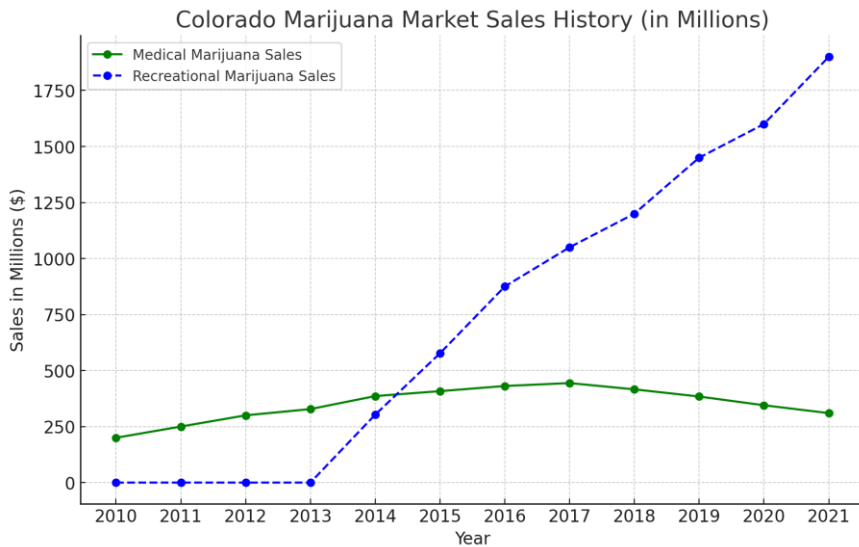
Colorado Cannabis Market

Studying Colorado's Mature Market

Colorado's marijuana industry has seen significant growth since the legalization of medical marijuana in 2000 and recreational marijuana in 2012 (with sales starting in 2014).

Overall, the data shows stable monthly sales in both the recreational and medical cannabis markets in Colorado.

Colorado Cannabis Market Breakdown



Market Trends:

Medical Marijuana:

Sales have been steadily declining, as more consumers turn to the recreational market.

Medical sales dropped to approximately \$345 million in 2021 and have continued to decrease.

Recreational Marijuana:

Recreational sales continued to grow, estimated to be around \$2 billion annually in 2022 and 2023.



Research Innovation

Unlocking Potential: Pioneering Scientific Discoveries in Cannabis

Global cannabis research funding is expected to exceed \$3 billion by 2025, reflecting a compounded annual growth rate of over 20% since 2020.

Research & Development Opportunities

These facilities contribute significantly to medical research in Kansas, focusing on various areas such as cancer, neurological diseases, pediatrics, and infectious diseases.

1. University of Kansas Medical Center
2. Kansas State University
3. Children's Mercy Kansas City
4. Midwest Stem Cell Therapy Center
5. Heartland Plant Innovations
6. Kansas City VA Medical Center

R&D Investment Potential:

With Kansas' strong agricultural background, investing in cannabis research and development could attract federal and private research grants, potentially totaling \$10 million to \$50 million annually.

Innovation Hub:

Establishing Kansas as a leader in cannabis R&D could position the state at the forefront of high-quality, compliant product development, attracting partnerships with universities, biotech firms and agricultural companies.

Product Development:

Focused R&D could lead to the development of new, innovative cannabis products, increasing market share and driving growth in both medical and recreational markets.

Challenges



Regulatory Hurdles:

Strict state laws and federal regulations pose significant challenges for the expansion of the cannabis industry.

Public Perception:

Despite a majority of Kansans supporting medical and recreational marijuana, there remains a segment of the population that opposes cannabis legalization, which can influence legislative decisions.

Product Quality and Safety Concerns:

Ensuring consistent quality and safety in cannabis products is challenging due to the lack of standardized regulations.

Supply Chain Inefficiencies and High Operational Costs:

Inconsistent supply chains and high operational costs strain production in the cannabis industry.

Limited Access to High-Quality Extraction and Production Facilities:

Limited access to high-quality extraction and production facilities hampers the cannabis industry's ability to produce consistent and premium products.

The Law: Marijuana Legalization in Kansas



Facing Legal Hurdles, Cultivating Future Opportunities

Medical Marijuana:

According to various polls conducted in recent years, over 67 percent of Kansans support the legalization of medical marijuana.

Recreational Marijuana:

Support for recreational marijuana is lower than for medical use, but it is still significant. In recent polls, about 50% to 60% of Kansans support the legalization of recreational marijuana.

Source:

<https://www.marijuanamoment.net/two-in-three-kansans-including-a-majority-of-republicans-support-legalizing-and-taxing-marijuana-new-poll-finds/>

Impact of Legalization

When a state legalizes medical marijuana, it can experience a range of benefits across various sectors, including health, economic, legal, and social areas.

Health Benefits:

Access to Alternative Treatment, Reduced Opioid Use, Improved Quality of Life

Economic Benefits:

Tax Revenue, Job Creation, Increased Investment

Legal & Law Enforcement Benefits:

Reduced Arrests and Incarceration, Saving on Law Enforcement Resources, Criminal Justice Reform

Social Benefits:

Regulated Markets, Public Health Initiatives, Public Support.

Research & Innovation:

Expanded Research Opportunities, Advancement in Agriculture and Biotech

Reduced Stigma:

Shift in Public Perception, Cultural Acceptance

Current Legal Status

Medical Marijuana:

Kansas is one of eight states where Medical Marijuana has not been legalized. Marijuana possession is still illegal, and penalties can be quite severe compared to states where marijuana has been decriminalized or legalized.

Surrounding States:

Nebraska legalized Medical Marijuana in November. Kansas is now landlocked on all sides, with Missouri and Colorado having Recreational, and Nebraska and Oklahoma have Medical.

Legislative Attempts

Legislative efforts to legalize medical marijuana in Kansas have gained traction in recent years, with increasing bipartisan support.

Most bills have focused on providing cannabis access for patients with debilitating conditions while establishing a regulatory framework to control production and distribution.

While none of these bills have successfully become law, the momentum for medical marijuana legalization continues to grow in Kansas.

A key point of contention is whether sales of smokable flower will be allowed.

2021: House Bill 2184

The bill aimed to legalize and regulate medical marijuana, including the creation of a system for registered patients to access cannabis for certain medical conditions. The bill also addressed possession limits and dispensary licensing.

Outcome: HB 2184 passed in the Kansas House with bipartisan support but stalled in the Senate.

2022: Senate Bill 560

Introduced as a companion to House Bill 2184, this bill sought to create a regulatory framework for medical marijuana in Kansas. It included provisions for qualifying conditions, patient registration, and medical cannabis cultivation and distribution.

Outcome: The bill was debated in the Senate, but no final action was taken.

2023: Senate Bill 171 & House Bill 2320

Senate Bill 171, which proposed legalizing medical marijuana for patients with serious conditions under a tightly regulated system for cultivation, processing, and dispensing, and House Bill 2320, which aimed to establish a similar medical marijuana program with detailed guidelines for cultivation, sales, and patient access, including possession limits.



Outcome: As of mid-2023, both bills are still under discussion in the Kansas Legislature, with SB 171 being debated and HB 2320 awaiting further action from the House Federal and State Affairs Committee.

Federal Legislation

Rescheduling, Banking, Medicare

While Democrats have long talked of Cannabis Reform at the National Level, President Trump is quickly becoming a champion of Rescheduling. In September he was questioned about Cannabis Reform and indicated that his administration was strongly considering rescheduling. On September 29th he posted this video explaining the endocannabinoid system and need for reform. It instantly went viral and caused marijuana stocks to jump up to 60% in a single day.



Donald J. Trump  
@realDonaldTrump



Executive Order

Shifting of Federal and Party Policy



In December Trump signed an executive order expediting the rescheduling process, signaling that marijuana is no longer viewed as having “no accepted medical use,” undermining a core justification long used by conservative lawmakers to resist reform. This change reduces legal and political risk for red-state legislatures, opens the door to expanded medical programs without embracing full recreational legalization, and creates strong economic incentives through banking access, research opportunities, tax normalization, and job creation—areas that align with traditional Republican priorities like states’ rights, small business growth, veterans’ healthcare, and agricultural development. As federal enforcement pressure eases, Republican governors and lawmakers may find it increasingly pragmatic to recalibrate their positions, framing reform not as cultural capitulation but as fiscally responsible, pro-farmer, and pro-patient policy consistent with conservative governance.



*From Seed to Shelf
The Only Vertically Integrated
Cannabis Business in Kansas*



Chris Black

**Founder & CEO, Kaw Valley Cannabis Inc.
Owner/Operator, One Heart Farm & Nursery LLC**

Experience: 10+ years of Horticultural Experience in Retail Nursery Business.

4 years of Cannabis Industry Experience.

Successfully Launched One Heart Farm and Nursery LLC

Expertise in Cannabis Cultivation, Extraction, Product Design and Business Strategy.

Vision: Driven by a Passion for Cannabis Cultivation and Extraction, Chris is Committed to Building Kaw Valley Cannabis into a Leading Medical Marijuana Provider in Kansas, Offering High-Quality Products that Improve Lives.

Education: Political Science B.A. with Honors, Adelphi University

Style: Pioneering, Innovative and Growth-Focused, Fostering Collaboration and Industry-Leading Practices.

Business Model

In 2020, Chris Black founded Kaw Valley Cannabis, setting off on a mission to be a vertically integrated Cannabis Company.

With the ultimate goal of being ready for the legalization of Medical Marijuana, Chris foresaw the advantage of being self-sufficient, self-reliant, and able to control all aspects of production from cultivation, through extraction/processing, to the creation and marketing of final products.

Advantages of Vertical Integration

Economic Advantages: Vertically integrated companies reduce costs by eliminating third-party intermediaries, increasing their profit margins through control of the entire production process. This leads to more stable pricing and higher profitability. Larger, integrated operations benefit from economies of scale, lowering the cost per unit as production expands, which enhances competitiveness in the market.

Logistical Advantages: Full control over the supply chain ensures consistent product quality, reliability, and availability, reducing dependency on external suppliers and minimizing disruptions. Vertically integrated businesses can quickly adapt to regulatory changes and market demands, maintaining compliance and adjusting operations without reliance on third parties.

Brand Control and Recognition: Vertically integrated companies ensure consistency in branding, quality, and messaging across all stages, building stronger customer loyalty. They can also differentiate their products more effectively in a competitive market.

Advantages of Vertical Integration Continued:

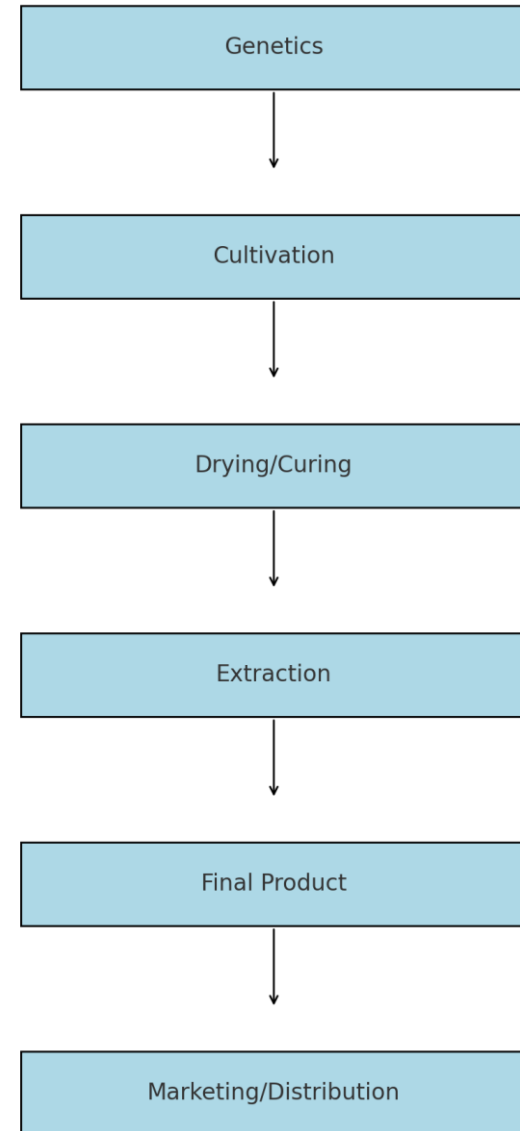
Data Collection and Market Insights: By controlling retail operations, these companies gain valuable insights into consumer preferences and market trends, allowing for strategic adjustments and real-time feedback on products

Innovation Opportunities: Vertically integrated businesses can more easily innovate and experiment with new products, strains, and technologies, enabling faster adaptation to consumer demands.

Resilience to Market Fluctuations: With control over the entire supply chain, these companies are less vulnerable to external disruptions and can quickly adapt to regulatory changes or market shifts.

Legal and Tax Advantages: Some states offer tax incentives for vertically integrated cannabis companies, reducing the tax burden and improving profitability.

Market Influence and Expansion: Vertical integration allows companies to have a competitive emerging markets, facilitating expansion and long-term sustainability, while also implementing eco-friendly practices across the production process.



Genetic Selection & Cultivation:

In 2020, Kaw Valley Cannabis chose a new strain of hemp called White CBG for its uniquely high concentration of Cannibigerol (CBG). With CBD prices already dwindling in a saturated market, and Kansas' strict and archaic stance towards THC, the strain White CBG offered economic and medical promise as well as protection as it would never produce a THC concentration higher than 0.1% in the field.

Kaw Valley Cannabis planted Five Acres in the first year, while simultaneously building out lab facilities. The following years saw expansion to 12 acres.

All medical marijuana bills proposed thus far do not allow for outdoor cultivation. All cultivation will be required to take place in indoor or greenhouse facilities.

Kaw Valley Cannabis will monitor these regulations closely, and prefers the more economic method of greenhouse cultivation due to extraction methods.



Harvest & Drying

Kaw Valley Cannabis understands that the harvest and drying process can be the costliest aspects of cannabis production.

We began by running 480 three-phase power to site to power not only the lab facilities, but also a dryer unit.

Using multi-tiered racked carts, the plants can be processed directly at the cultivation site. Two carts holding thousands of pounds of wet material can be dried in a four hour cycle.

Because our method of extraction is rapid cold ethanol extraction and distillation, we are not concerned with preservation of terpenes.

Depending on legislative allowances, fresh frozen capability can be incorporated using liquid nitrogen, hydrocarbons or rosin presses.



Extraction:

All post-extraction operations are conducted in Kaw Valley Cannabis' 6000 sq ft facility.

Kaw Valley Cannabis has chosen cold ethanol extraction as its primary method for distillate production.

This method offers several advantages in workflow cost, time and throughput.

It did however involve a higher initial investment than other methods, as it requires a C1D1 rated environment. All electrical components must meet intrinsic safety standards.

Our C1D1 environment is 800 sq ft and has room for additional hydrocarbon extraction methods such as butane for the production of full spectrum extracts. There is also space for additional equipment to increase throughput if necessary.



Extraction Continued:

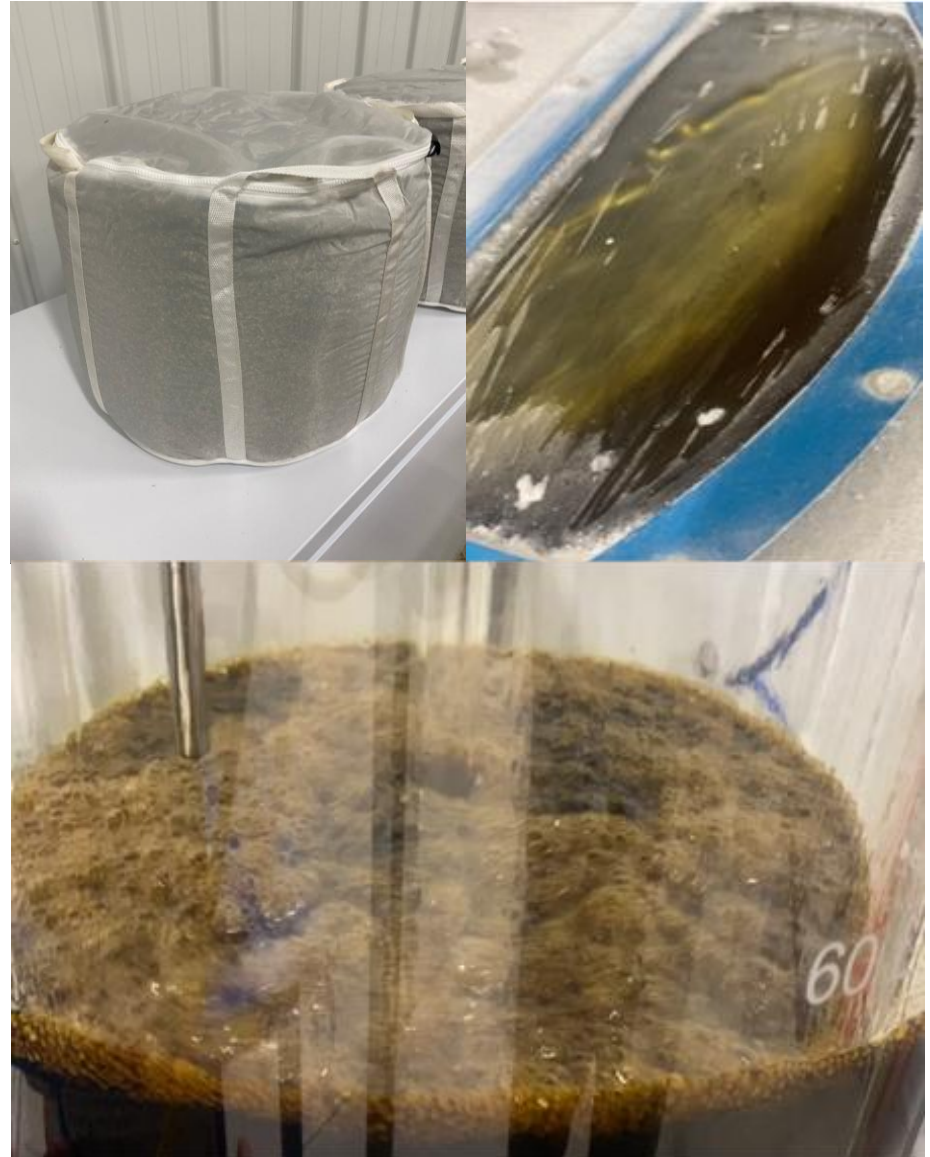
Our throughput capacity with a trained lab technician working one shift per day, is 800 lbs. of biomass per week to 90% distillate.

The amount of distillate produced varies depending on the cannabinoid percentage of the input material.

In our experience, biomass of 14% content produces on average 40 kilos of distillate per week.

The only other position required is low cost labor for one individual to pack the biomass into the filter bags which then are washed in ethanol during extraction.

When medical marijuana is legalized, we will double our throughput to 1600 lbs. per week, requiring additional technicians.



Extraction Continued:

The final stage of distillation produces a distillate that is high potency, clear with a golden hue, and compliant.

All particulate, solvents and contaminants have been removed. It is now ready to be sent for third party testing to ascertain the potency of each batch.

Once results are received, we can formulate a variety of final products using the appropriate ratios to achieve correct and accurate dosage. Kaw Valley Cannabis has a strict and detailed method of recording required and insightful information regarding efficiencies, yield and safety. This ensures the quality and compliance of each batch, and GMP Compliance



Final Products

Kaw Valley Cannabis has experience in formulation, production, labeling and packaging of final products. The products that will be prioritized in a medical industry include:

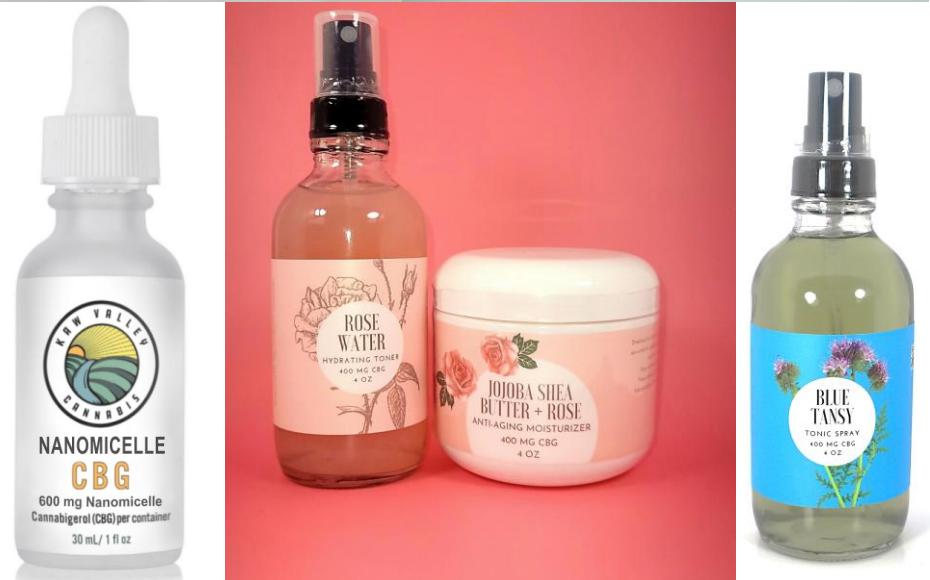
Vape Cartridges: Contain cannabis oil designed for vaping, offering a convenient and fast-acting method of consumption.

Edibles: Gummies, chocolates, and other food products infused with cannabis, favored for their longer-lasting effects and precise dosing.

Tinctures: Liquid extracts that can be taken sublingually, providing an easy way to control dosage with a quick onset, often used for consistent medical relief without smoking.

Topicals: Lotions, balms, and creams, are infused with cannabinoids and applied directly to the skin to relieve localized pain and inflammation.

Capsules and Softgels: Cannabis oil products that offer a familiar and controlled dosing format, providing a discreet and easy way for patients to incorporate medical cannabis into their routine.



Go to Market Strategy

Lobbying: Engage with aligned groups to lobby key figures in Kansas government, emphasizing the economic, health and social benefits of medical marijuana legislation.

Licensing: Apply for both cultivation and processing licenses. Preferential issuance will be given to entities with hemp licenses. Limited number of entities will receive licenses per geographic region. Kaw Valley Cannabis is the only processor in North East Kansas - a significant advantage.

Brand Building: Focus on regulatory compliance, early relationships, community engagement, clear brand identity, product differentiation, trust with the medical community, customer engagement, and public relations.

Marketing: Use education-first approach, targeted digital marketing, local community engagement, patient-centered marketing, brand story & transparency, local advertising channels, influencer and advocate marketing, data driven decisions

Operations Plan

First 6 Months

Key Considerations Throughout the First Six Months Post Legalization

(Timing Will Have to be Adjusted Depending on Licensing and Enactment of Legislation Dates)

Capital Management: Utilize investor funds strategically for building out facilities, purchasing necessary equipment, and scaling production.

Compliance & Quality: Continue to focus on strict compliance and quality testing throughout the cultivation and production process.

Investor Confidence: Maintain transparent and consistent communication with investors, ensuring their confidence in both short-term operational results and long-term market potential.

Scalability: Always keep scalability in focus, ensuring that cultivation, extraction, and production facilities can meet future increases in market demand effectively.

Month 1: Establishment & Compliance Licensing and Regulatory Compliance

- Secure all necessary licenses, including cultivation and production permits.

Facility Setup & Capital Acquisition

- Present this opportunity to potential investors with a clear plan detailing the expected returns, the potential of the Kansas medical marijuana market, and the unique positioning of Kaw Valley Cannabis.
- Use funds raised to contract construction and upgrade of cultivation facilities and production lines to align with production needs and match the capacity of the extraction facility.

Team Recruitment & Training

- Begin recruiting for leadership and key positions with a focus on cultivating expertise: master growers, cultivation technicians, and extraction experts.

Month 2: Investment Finalization & Facility Expansion

Finalizing Capital Acquisition

- Close investment agreements and secure funding. Finalize terms of the sale of 40% equity to investors, ensuring clear communication on how the funds will be used for operational growth.

Facility Expansion

- Use the capital infusion to begin construction of cultivation facilities, focusing on achieving efficiency in production to meet extraction facility oil capacity.
- Acquire additional equipment needed for cultivation and processing to ensure a consistent flow from growing to extraction.

Product Development

- Invest in infrastructure for scaling up production lines to ensure the product inventory can match the extraction capacity. Focus on streamlining the production of vape pens, edibles, tinctures, and topicals.

Month 3: Marketing & Investor Engagement

Investor Relations

- Provide investors with detailed progress reports, showcasing milestones such as facility buildout, production line establishment, and licensing achievements.
- Maintain transparency with investors through monthly meetings to maintain investor confidence.

Brand Positioning & Marketing Strategy

- Finalize brand identity, including logo, packaging, and product names, emphasizing the quality and local focus of Kaw Valley Extracts.
- Begin preparing for product launch with marketing collateral and content for digital channels, highlighting the cultivation process and dedication to quality.

Cultivation Setup

- Begin the first grow cycle in the newly expanded cultivation facilities. Ensure that best practices are implemented to yield a high-quality crop that can meet the needs of the extraction process.

Month 4: Continued Cultivation & Marketing Launch

Growth Monitoring

- Maintain rigorous monitoring of the plants as they progress through the vegetative stage, adjusting light, temperature, humidity, and nutrients for ideal growth.

Marketing Launch

- Begin digital marketing campaigns, focusing on educational content and building anticipation for product availability.
- Launch social media profiles and start regular posting, engaging with the local community by sharing progress updates, educational content, and brand values.

Distribution Planning

- Finalize distribution partnerships with local dispensaries, ensuring that the retail infrastructure is prepared to carry Kaw Valley Cannabis' product line once available.
- Develop relationships with healthcare providers for patient referrals.

Month 5: Harvest & Initial Product Production

Harvesting the First Crop

- After approximately 60 days, begin harvesting the first crop from the greenhouses.
- Ensure that the harvested crop is properly dried, cured, and prepared for extraction, preserving potency and flavor profiles.

Extraction and Product Production

- Begin extraction processes using the harvested crop. Produce initial product batches, including vape pens, tinctures, gummies, and topicals.
- Test all products for quality assurance, ensuring they meet state standards and patient expectations.

Investor Showcase & Market Launch Preparation

- Organize a product showcase or demonstration for investors, showing the freshly harvested crop and the products developed.

Month 6: Product Launch & Full-Scale Operations

Product Launch

- Launch the initial product line in dispensaries and partner with local health centers. Promote the availability of vape pens, tinctures, gummies, and topicals.
- Leverage online channels and community events to publicize the product launch and educate patients.

Full-Scale Operations & Sales

- Begin full-scale production, ensuring that supply aligns with the projected market demand.
- Scale the production line to match the oil capacity of the extraction facility and maintain inventory levels that meet the needs of both dispensaries and patients.

Month 6 Continued: Post-Launch Evaluation & Expansion Planning

- Assess the success of the product launch based on patient feedback, sales numbers, and market penetration.
- Hold a strategic review with investors to discuss the outcomes of the first harvest and launch, and plan for future expansion and additional funding opportunities if needed.
- Begin preparation for the next cultivation cycle, incorporating insights gained from the first grow.

Six Month Operations Plan Summary

The six-month operations plan is designed to balance cultivation, production, marketing, and capital infusion, ensuring that Kaw Valley Extracts is positioned to meet the demand for medical marijuana in Kansas with high-quality products and efficient scaling from the first harvest onward.

A blue-tinted photograph of a cannabis cultivation facility. In the foreground, several workers in white lab coats are working at a desk with a computer and a microscope. In the background, rows of cannabis plants are growing in a large, well-lit greenhouse or grow room.

Team of Employees

Leadership (Executive Team): The leadership team sets the strategic direction for the company, including defining goals, overseeing operations, and ensuring that all departments work towards the same mission. They are responsible for making high-level decisions, securing funding, and managing relationships with stakeholders, investors, and regulators.

Cultivation Department: The cultivation team is responsible for growing and maintaining cannabis plants from seed or clone to harvest, ensuring optimal plant health and yield. They manage all aspects of the grow cycle, including environmental conditions, nutrient administration, pest management, and compliance.

Processing and Manufacturing: The processing team transforms harvested cannabis into various products, including oils, concentrates, edibles, and vape cartridges. This department ensures quality control through proper extraction, refinement, and production methods while adhering to industry regulations.

Quality Control and Compliance: The quality control team oversees product testing and ensures that all cannabis products meet industry standards for safety, potency, and consistency. Compliance specialists work closely with other departments to maintain records and adhere to state and federal regulations, ensuring that the company operates within legal guidelines.

Distribution and Logistics: The distribution team is responsible for transporting cannabis products from production facilities to retail locations or dispensaries, managing both inventory and supply chain logistics. They work to optimize the delivery process, ensuring products reach their destinations safely and efficiently while maintaining regulatory compliance during transport.

Sales and Marketing: The sales and marketing team develops and implements strategies to promote the company's products, grow brand recognition, and expand market share. They conduct market research, create advertising campaigns, and manage relationships with wholesale clients and distributors to boost product visibility and sales.



Team of Employees

Customer Service: The customer service department is responsible for addressing customer inquiries, handling complaints, and providing information regarding products and their uses. They ensure that customers have a positive experience, helping to build trust in the brand and ensuring consumer loyalty.

Research and Development (R&D): The R&D team focuses on product innovation, experimenting with new strains, extraction methods, and product formulations to improve the quality and variety of the offerings. They work closely with cultivation and processing teams to bring innovative products to market and stay competitive.

Finance and Accounting: The finance team oversees the financial health of the company, managing budgets, monitoring cash flow, and ensuring accurate financial reporting. They are also responsible for ensuring compliance with cannabis-related tax requirements and securing financial investments to support company growth.

Human Resources (HR): The HR department handles recruitment, hiring, and employee relations, ensuring that the company has the right talent to run its operations smoothly. They also develop training programs, maintain workplace compliance, and foster a positive organizational culture to support employee well-being and productivity.

Legal Department: The legal team ensures that all operations comply with local, state, and federal laws, focusing on licensing, regulatory compliance, contracts, and legal disputes. They work closely with leadership and compliance teams to minimize risk and navigate the complexities of the cannabis industry's evolving legal landscape.

Safety & Security Department: The security team is responsible for ensuring the safety of all facilities, personnel, and products throughout the cannabis production and distribution process. They manage physical security systems such as surveillance cameras, access control, and on-site security personnel, while also overseeing compliance with regulations related to cannabis industry safety standards.

Financial Projections

Revenue Model: Revenue projections are highly dependent upon legislative allowances and restrictions. Qualifying conditions of patients will affect the size of the market. Regardless Kaw Valley Cannabis has the capacity to dominate and capture a majority of the market.

Wholesale sales of Vape Pens, Edibles, Tinctures and Gel Capsules will generate large amounts of revenue.

At full unfettered capacity, monthly revenue will exceed \$9 million dollars, effectively capturing over half of the Kansas Market.

3-5 Year Projections: Expected rapid growth in revenue as legislative restrictions lessen and market expands. Kaw Valley Cannabis has plenty of lab and production space to expand to meet these new opportunities. Kaw Valley Cannabis will be able to maintain capacity to meet over half of Kansas' market demands.

Break-even Analysis: Projected within the first 12 months of operation.



Kaw Valley Cannabis LLC Company Structure

Legal Structure: Limited Liability Corporation.

Kaw Valley Cannabis still retains 100% equity ownership of the company.

A 2% share of overriding royalties have already been sold for \$600,000.

Strategic Round of Private Financing

Selling 5% of equity at \$275,000 per 1%.

Equity is available in 1% increments and may be allocated among multiple qualified investors until the full 5% offering is subscribed.

Funds Will be Used to:

- Update Extraction and Processing Facility to Meet Legislative and GMP Requirements.
- Buildout Final Product Production Line to Match Extraction Capacity.
- Design Cultivation Facilities.

Risks & Mitigations

Managing risk in the emerging medical marijuana market in Kansas involves a combination of:

- Staying Compliant with Evolving Regulations
- Operational Excellence
- Quality Assurance
- Proactive Community Engagement
- Strategic Financial Planning

A well-rounded approach that integrates all these components will help mitigate the risks inherent in this new and highly regulated industry.

Regulatory Compliance and Legal Strategy:

Stay Current with Laws

- The regulatory environment for medical marijuana is evolving, so it's critical for businesses to stay informed about new laws, rules, and compliance requirements.
- Engaging a legal team specializing in cannabis law will help navigate complexities.

Licensing and Documentation:

- Ensure all licenses and permits are up to date and fully compliant with state guidelines.
- Keeping accurate records of operations, sales, and inventory is essential to demonstrate compliance to regulators.

Lobby and Advocacy:

- Work with local lobby groups and industry associations to influence the regulatory framework favorably while ensuring that the company's practices align with Kansas's legal requirements.

Operational Risk Management:

Vertically Integrated Operations:

- Vertical integration, where cultivation, processing, and sales are managed within one company, can reduce exposure to external supply chain risks and ensure greater control over product quality.

Standard Operating Procedures (SOPs):

- Develop SOPs for every phase of the operation—cultivation, processing, transportation, and retail. This helps maintain consistency, quality, and safety standards across the business.

Insurance Coverage:

- Obtain comprehensive insurance coverage that addresses unique risks associated with cannabis businesses, including crop insurance, product liability, and business interruption insurance.

Quality Assurance and Safety:

Quality Control Protocols:

- Establish strict quality control processes, including third-party testing for potency, pesticides, and other contaminants.
- Maintaining high-quality products helps mitigate the risk of recalls and protects consumer trust.

Workforce Training:

- Proper training for staff on cultivation best practices, safety standards, and product handling is key to minimizing production errors and workplace accidents.

Financial Management and Risk Diversification:

Capital Planning:

- Carefully plan funding rounds and ensure adequate financial resources to support operations and potential legal challenges.
- Budget for potential delays or changes in regulation that could affect timelines.

Banking and Cash Management:

- Since cannabis businesses may face restrictions with traditional banks, partner with local credit unions or banks that are willing to handle cannabis accounts, ensuring secure and transparent cash management practices.

Diversification:

- Diversify the product line to include different cannabis derivatives like tinctures, topicals, and edibles.
- Reduce dependency on a single product type and mitigate risks associated with changing consumer preferences or market demand.

Security Measures:

Facility Security:

- Implement physical security measures like surveillance cameras, access controls, and secure storage to protect both product and employees.
- Reduce the risk of theft, which can be a concern in the cannabis industry.

Transportation Security:

- Secure transport of cannabis products, particularly from cultivation to processing, is essential.
- Employ armored vehicles or use trusted third-party logistics that specialize in transporting high-value goods.

Community Engagement and Social Responsibility:

Community Education:

- Educate the local community on the benefits of medical marijuana and the company's focus on safety, medical support, and compliance.
- Reduce stigma and foster a positive relationship with the community.

Social Responsibility Initiatives:

- Contribute to local programs, healthcare initiatives, or drug awareness campaigns.
- Showing a commitment to the community can mitigate the risk of public opposition and enhance the company's reputation.

Market Analysis and Competitive Strategy:

Analyze Competitors:

- Understanding the competitive landscape will help identify market opportunities, set competitive pricing, and position the company effectively within Kansas.

Adaptability:

- Be prepared to adapt business strategies based on shifting market conditions, consumer preferences, and regulatory changes.
- Continuous monitoring of the market and adjusting accordingly is vital for long-term success.

Risk Assessment and Monitoring:

Continuous Risk Assessment:

- Implement a system for regularly assessing risks in every area of the business—from cultivation to retail.
- Include regular internal audits, employee feedback, and tracking industry developments.

Compliance Technology:

- Use compliance software that can track all aspects of cultivation, processing, sales, and reporting to minimize the risk of human error and stay compliant with state laws.

Impact & Vision



Healthcare Benefits: Providing Kansans with effective, natural medical alternatives.

Community Involvement: Job creation, economic development, community health initiatives.

Long-term Vision: To become Kansas's trusted provider of medical cannabis.

Contact Information

Q&A

- Contact Information:
- kawvalleycannabis@gmail.com | (785) 249-5742
- www.kvcannabis.com
- Thank You! Open for questions and further discussion.

