

# CHARCCO Ltd

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Representative Zack Stephenson, Chair, House Commerce Finance and Policy Committee  
Senator Matt Klein, Chair, Senate Commerce and Consumer Protection Committee

Re: House File 4757 and Senate File 4782

Dear Chairs and members of the committees:

My name is Bryant Jones, and I am a plant scientist (University of Minnesota) with a focus in plant production systems, breeding and genetics; specializing in the cannabis species. In 2019, I applied my skills to the cannabis licensing space, securing my first license in the Massachusetts adult use cannabis market. Since, I started the Cannabis Horticulture, Agriculture Researching and Consulting Company (CHARCCO) as a hub to assist the ever growing cannabis industry and have worked with a number of companies to secure cultivation licenses throughout the country. I also represent cannabis cultivators on the Cannabis Advisory Council, and currently with the Office of Higher Education and regents at Minneapolis Technical college designing Minnesota's first accredited cannabis based college curriculum, offering hands-on training and graduating certified cannabis industry workers and entrepreneurs.

As a subject matter expert who consulted throughout the multi-year development of Chapter 342, it was disheartening to see the agency bill (House File 4757 / Senate File 4782) proposes a licensing lottery in lieu of the merit-based licensing developed through years of stakeholder and subject matter expert engagement.

For the past ten months, I have spoken with dozens of entrepreneurs who hope to find their way into Minnesota's cannabis industry. These Minnesotans have worked hard, preparing their business plan to succeed in a merit based scoring system, and changing it to a lottery now will devastate those small businesses who are actively doing the work to obtain a merit-based license without the chance of a lottery.

**It's as if the businesses who have worked hard to get ready bought a really expensive ticket to the Beyonce concert, and now the concert is "free".**

In my experience as both an operator and a consultant, changing the basic rules of the game at this stage will create more hurdles and headaches for local businesses trying to get a foot in the door. What is more important is that the Office of Cannabis Management work expeditiously to draft and promulgate the rules for operations and set forward the procedure for application evaluation, so Minnesota can get its market stood up. The longer this takes, the more likely the program is to fail.

Please feel free to contact me with any questions.

Sincerely,

Bryant Andrew Jones  
Owner, CHARCCO

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