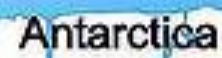








## World map





# NAFTA

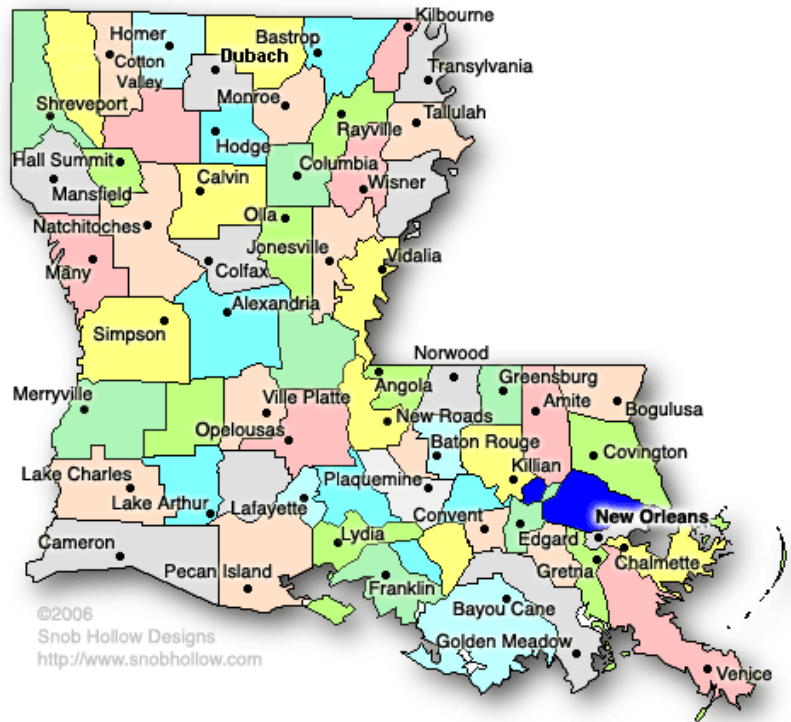
NORTH AMERICAN FREE  
TRADE AGREEMENT





# LOUISIANA

- \$ 56.6 B EXPORTS
- \$15.8 B AG EXPORTS
- \$ 10.7 B SOYBEANS
- 3,140 EXPORTERS
- CHINA, MEXICO, NETHERLANDS, BRAZIL, CANADA

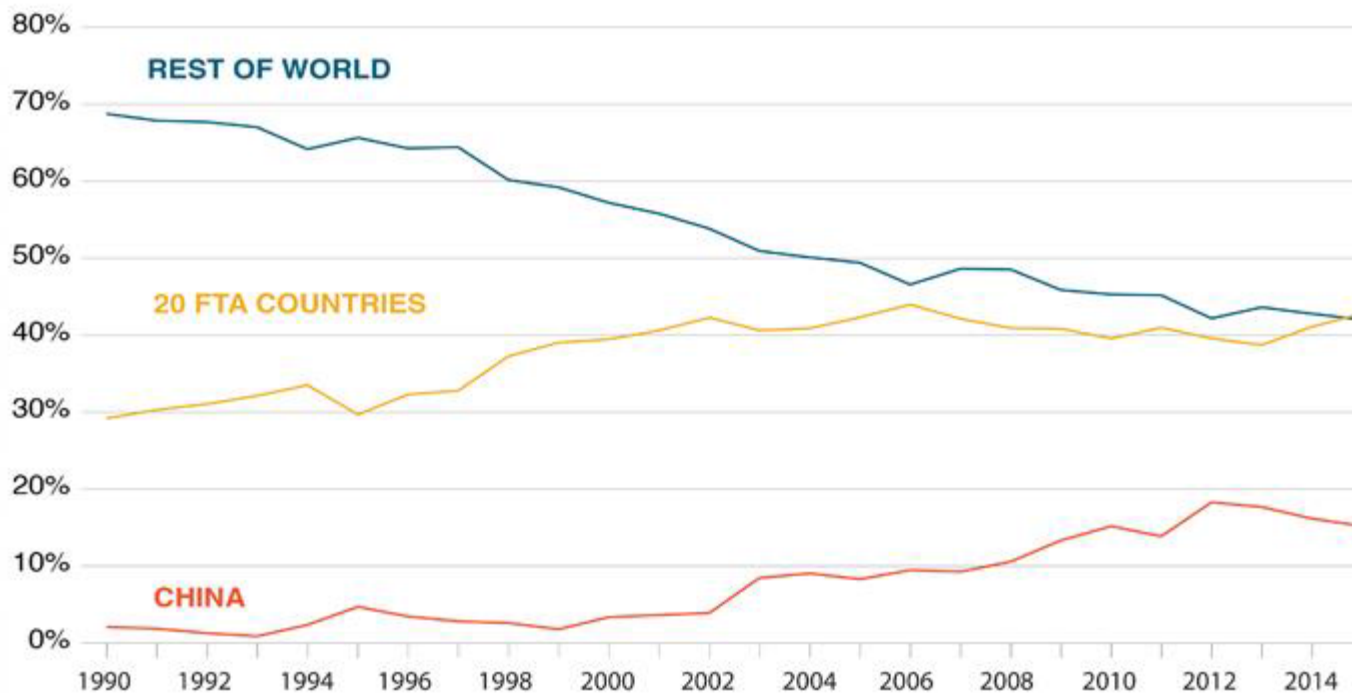


# TRADE WAR



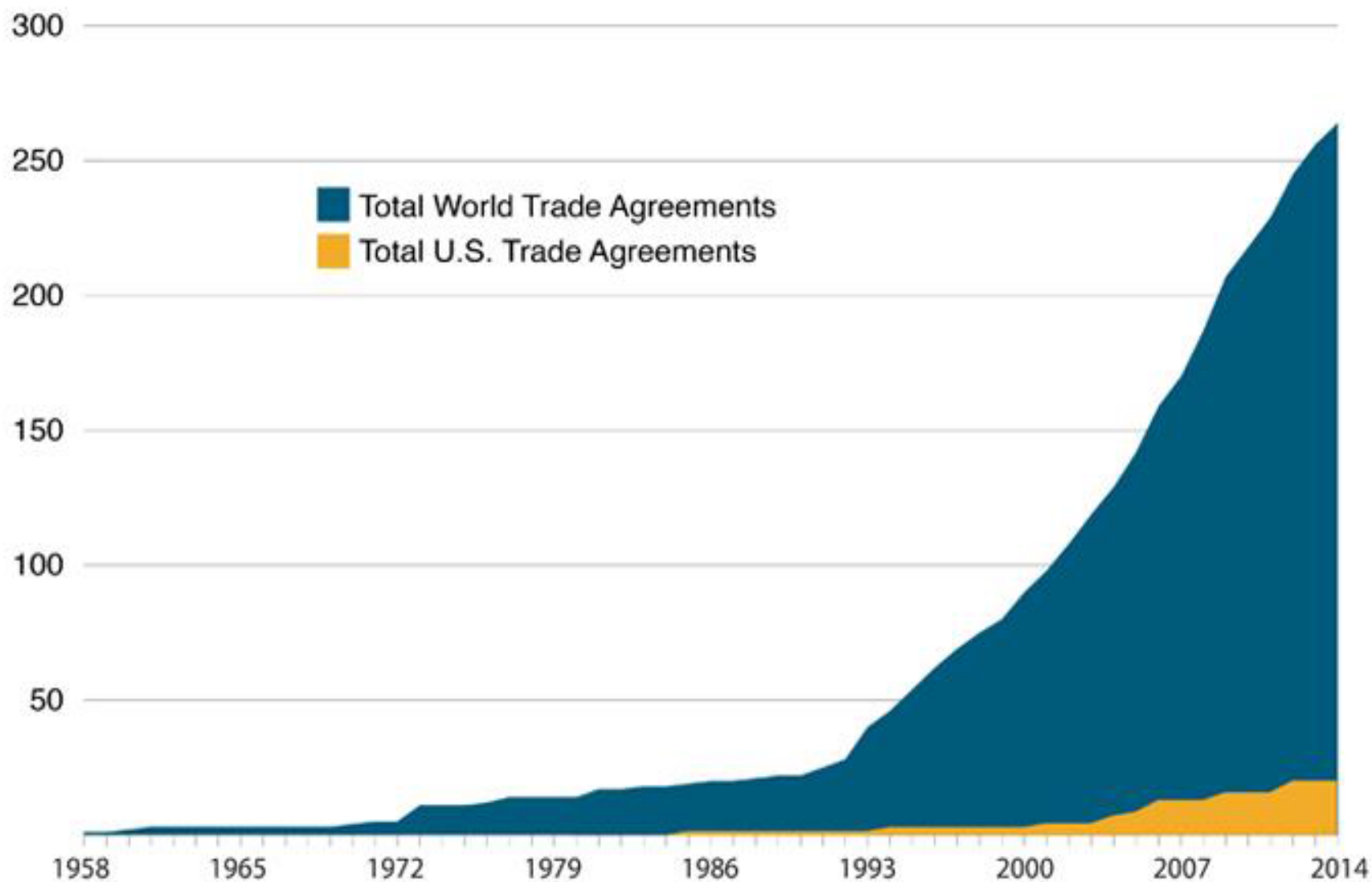
- US WILL NO LONGER TRADE PROSPERITY FOR PEACE ABROAD
- RENEGOTIATING TRADE WITH MOST MAJOR ECONOMIC MARKETS
- TARIFFS IN RESPONSE TO UNFAIR TRADE PRACTICES AND RETALIATORY ACTIONS

## Share of U.S. Agricultural Exports by Destination



Source: USDA-FAS Global Agricultural Trade System (GATS)

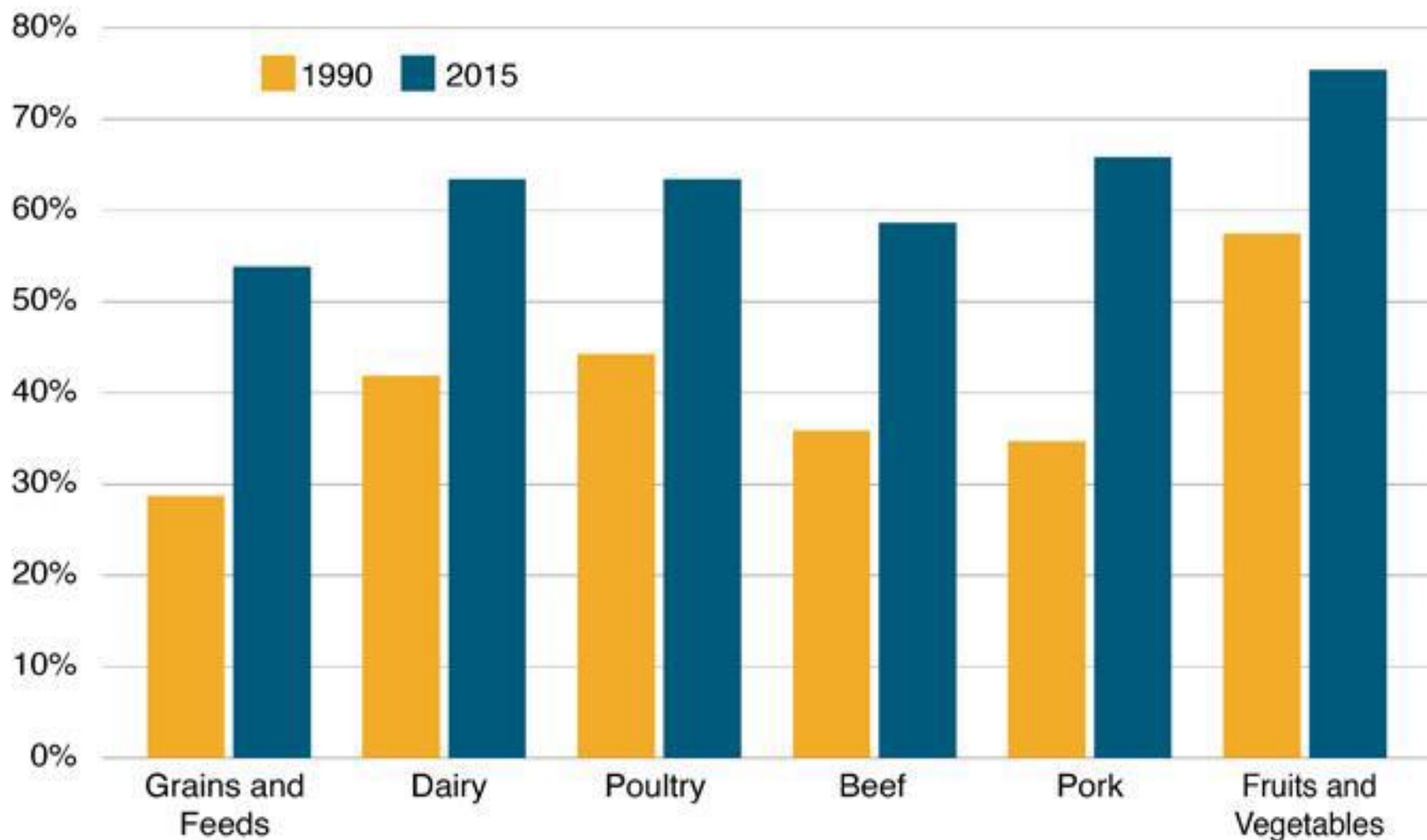
## Standing Still is Falling Behind



Source: World Trade Organization (WTO)



## Share of Total U.S. Exports to FTA Countries\*



Source: USDA-FAS Global Agricultural Trade System (GATS)

\*Share of exports to the 20 FTA partners in 1990 vs. share of exports to same countries in 2015.

# FARM BILL



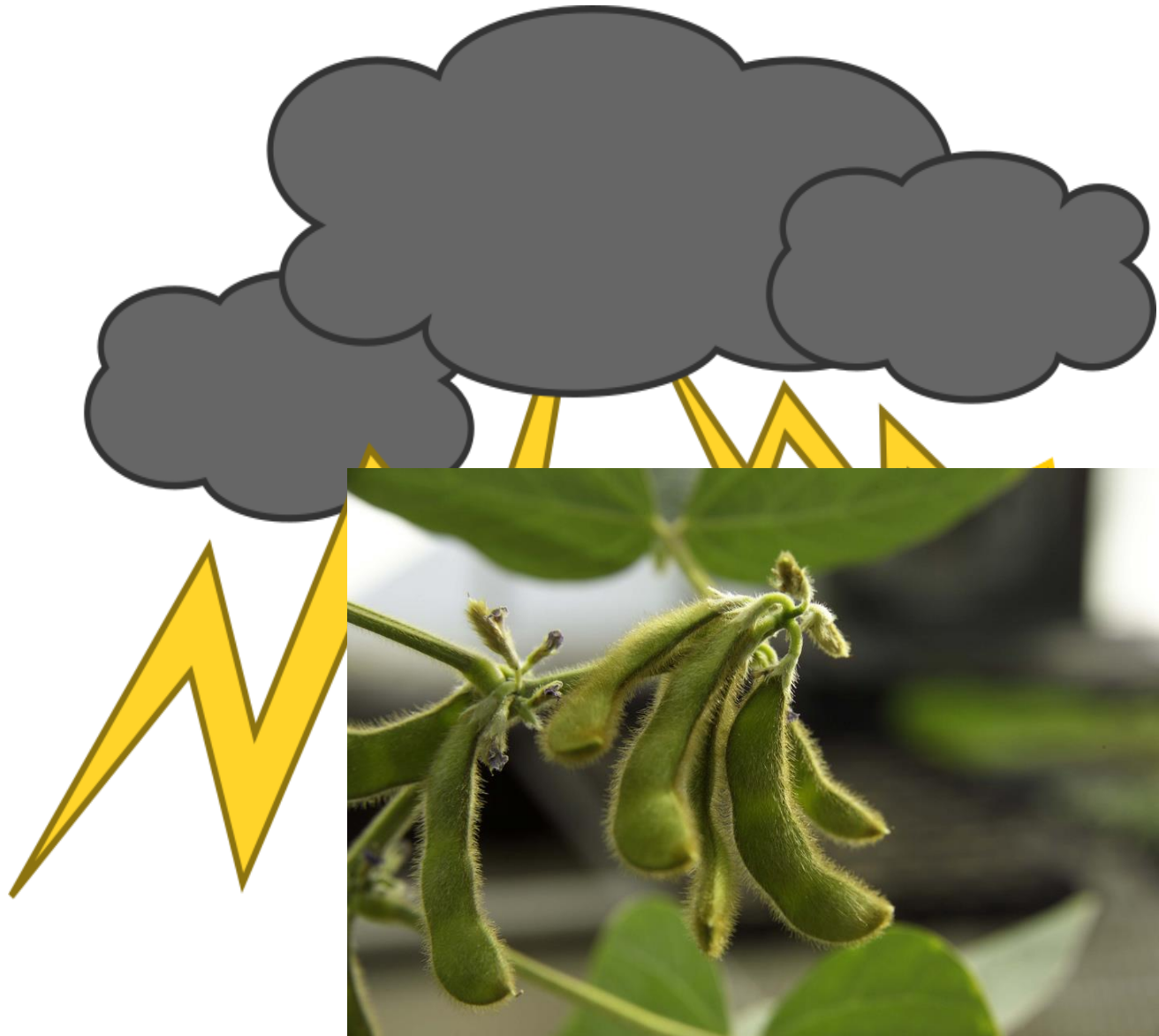
# Commodity Prices

- DOW 25,425.75
- Corn- \$ 3.92
- Wheat- \$ 5.22
- Beans- \$ 9.49
- Cotton- \$ .7225
- Sugar- \$ .2582 Brn
- Rice- \$ 10.56
- Ethanol- \$ 1.25
- Oil - Brent Crude \$ 62.4 WTI \$ 53.07
- Feeder Cattle \$1.28- \$ 1.45 Euro 1.13





# Perfect Storm



# USDA RESPONSE

The USDA logo is located in the top right corner. It features the letters "USDA" in a blue, serif font. Below the letters is a green graphic consisting of two curved lines that sweep upwards from left to right, resembling a stylized landscape or a field.

- COMMODITY CREDIT CORPORATION CHARTER ACT- 1935
- FUNDS FROM TARIFFS
- 1. MARKET FACILITATION PROGRAM
- 2. FOOD PURCHASE AND DISTRIBUTION PROGRAM
- 3. TRADE PROMOTION PROGRAM

# MFP Payments

- Cotton \$0.06 lb
  - Corn \$0.01 bu      only 1 round of payments
  - Milk \$0.12 cwt
  - Pork \$8.00 head
  - Soybeans \$ 1.65 bu
  - Sorghum \$0.86 bu
  - Wheat \$0.14 bu
  -
- Based on 50% of acres  
\$ 125,000 Cap





# H.R. 7147

- Congressman Ralph Abraham
- If the Sec of Ag determines that market conditions have discouraged or prevented a producer of a soybean crop from harvesting such crop or entering such crop in to the stream of commerce, the Secretary shall , for the purposes of the MFP, treat such soybean crop as an eligible crop for payments.
- 2019 New \$ 1B proposed Hurricane Relief Bill

# Economic Value of US Agriculture

- Economic output of over \$177.2 Billion
- Contributed over \$835 Billion to GDP (4.8%)
- Food accounts for 12.6 percent of American Household's expenditures
- The overall contribution to GDP is larger when you consider forestry, fishing, food services, beverages, textiles, tobacco, leather products, apparel etc.

# Louisiana Crops

- Forestry \$3,8b, 14m acres, 10K Farms
- Poultry \$1,800 m, 400 farms
- Sugarcane \$1.1 B, 427k acres, 450 farms up 2%
- Soybeans \$798.2 m, 1.2m acres, 2,400 farms down 4%
- Aquaculture \$557m, 216k acres, 2,600 farms



# Louisiana Crops

- Cattle \$480m, 554K head, 11,600 farms
- Horses \$419m, 128K horses, 46k owners
- Rice \$ 372.7m, 436k acres, 990 farms up 10%
- Feed Grains \$372.7m, 596K acres, 1,500 farms down 8%
- Cotton \$153m, 192k acres, 284 farms down 12%
- Dairy \$95.2m, 12K head, 88 farms
- Sweet potato \$ 53m ,8,300 acres down 13%

# Agricultural Employment

- Ag and its related industries provide 9.3 percent of total US jobs; 17.3 million full and part time jobs.

Direct on-farm over 2.6 million jobs.

Related industries over 14.7 million jobs.

Food and beverage establishments 11.4 million jobs.

# Value of Ag Exports

- 2017 US Ag Exports forecast at over \$142.5Billion. Imports at \$ 121.5
- Louisiana Produced Ag Exports over
- \$ 8.3 Billion.
- Net trade surplus \$ 21 B.



# CONSERVATION / PRODUCTION





# CONSERVATION





# H2A/H2B/H2C





# FEDERAL REGULATION





# US SECRETARY SONNY PERDUE







# FARM TOURS



# Economic Development Projects

- Port of New Orleans NOCS
- Port of Baton Rouge
- Ports of St Mary, Lake Charles, Lake Providence





# Economic Development









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# LOUISIANA DEPARTMENT OF AGRICULTURE & FORESTRY



## Medical Marijuana Program

# ALISON NEUSTROM ACT

- LSA R.S. 40:1046 and 1047
  - H(1)(a). LDAF duties are to regulate:
    - »a. Facility
    - »b. Production
    - »c. Extraction
    - »d. Processing
- LAC 7:XLIX.CHAPTERS 1 - 31



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# LICENSEES

- LOUISIANA STATE UNIVERSITY  
AGRICULTURAL CENTER

- GB SCIENCES LOUISIANA, LLC



- SOUTHERN UNIVERSITY AGRICULTURAL  
CENTER

- ADVANCED BIOMEDICS, LLC

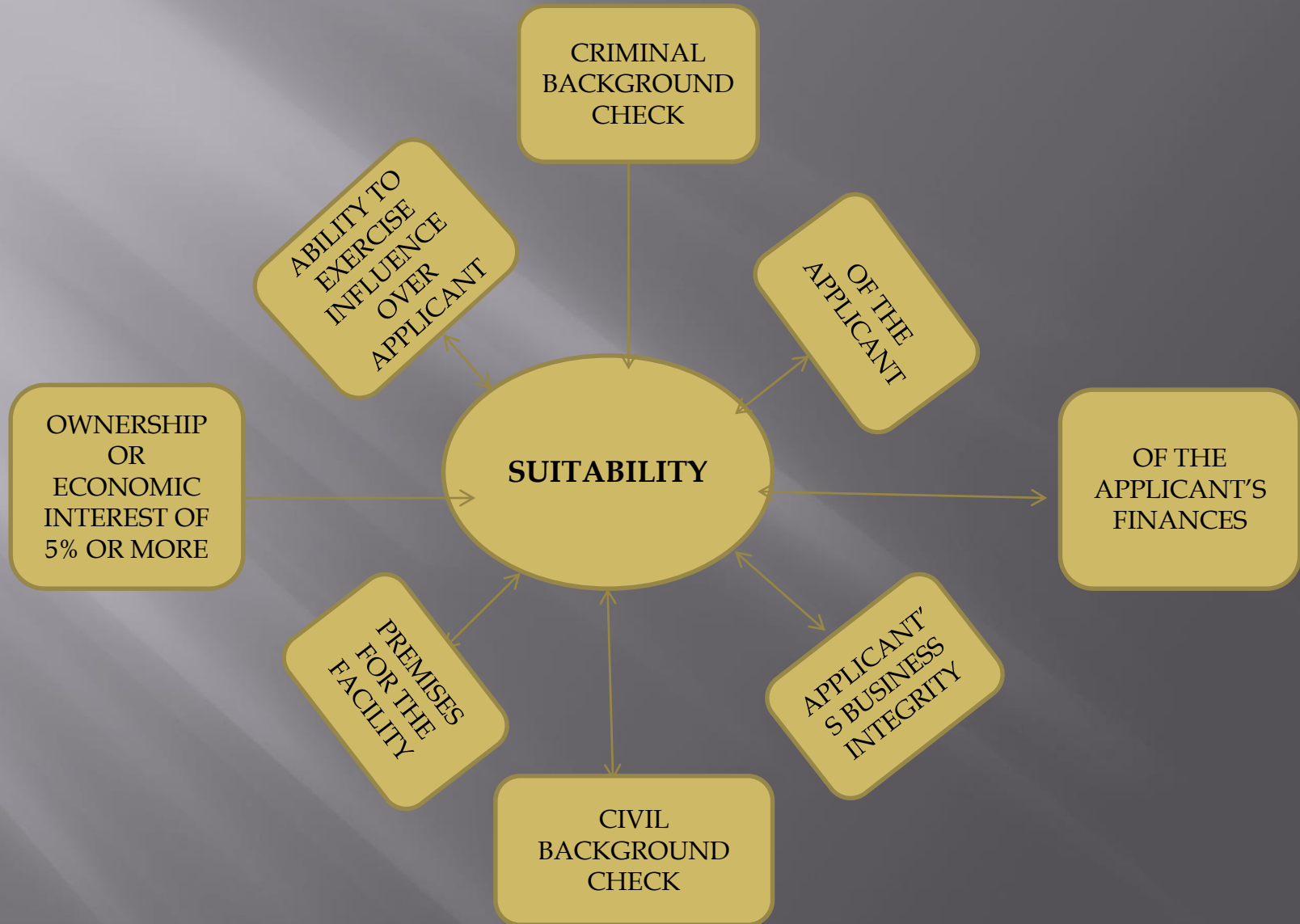




# FACILITY

- Responsible for:
  - Approving the Facility
  - Reviewing the Internal controls
  - Reviewing the Standard Operating Procedures
  - Approving Suitability
  - Approving Labels and Packaging
  - Regulating the Licensee

# SUITABILITY §507



***NO* PERSONS  
UNDER 21  
YEARS OF AGE  
ALLOWED**

RS-7

**WARNING**



**24 HOUR  
VIDEO  
SURVEILLANCE**

**NO TRESPASSING**

WHS 3090 10 000000 0 000



**ID badges  
must be worn  
at all times**

**RESTRICTED  
AREA**

**AUTHORIZED  
EMPLOYEES  
ONLY**

# PRODUCTION MOTHER PLANT & IMMATURE STAGE



- Plants are tagged for tracking when they reach 8 – 10 inches



# PRODUCTION VEGETATIVE STAGE



- The plant is in the vegetative growth stage for 2 – 8 weeks

# PRODUCTION FLOWERING STAGE



- The plant is in the flowering growth stage from 6 – 8 weeks



# PRODUCTION HARVESTING STAGE



- Harvesting Stage includes the drying, trimming and curing of the plant

# EXTRACTION



Sample Concentrate

# LABORATORY

- ▣ LDAF Lab will be testing the medical marijuana.
- ▣ Testing for:
  - Solvents
  - Heavy metals
  - Mycotoxins
  - Pesticides
  - Contaminants



# PROCESSING LABELING

## Each label shall include:

- Batch no. to trace the plant used to make the product
- List of solvent, chemicals and pesticides, if used
- List of ingredients
- Potency of the THC and CBD in the product
- Expiration date
- Statement that the product has been tested for contaminants
- “Contains Medical Marijuana. For Medical Use Only. KEEP OUT OF REACH OF CHILDREN”
- “There may be additional health risks associated with the consumption of this product for women who are pregnant, breastfeeding, or planning on becoming pregnant.”
- a statement that it is illegal for any person to possess or consume the contents of the package other than the qualifying patient

**WARNING:** For use by adults 21 and older. Keep out of reach of children. It is illegal to drive a motor vehicle while under the influence of marijuana.

</

# PROCESSING PACKAGING

The product may not be placed in packaging that specifically targets individuals under the age of 21. Packaging must not:

- ▣ bear any resemblance to a trademarked, characteristic or product-specialized packaging of any commercially available candy, snack, baked good or beverage;
- ▣ use the word “candy” or “candies”;
- ▣ use a cartoon, color scheme, image, graphic or feature that might make the package attractive to children; or
- ▣ use a seal, flag, crest, coat of arms or other insignia that could reasonably lead any person to believe that the product has been endorsed, manufactured, or used by any state, parish, municipality or any agent thereof.



# Contact Information

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Louisiana Department of Agriculture & Forestry

Executive Counsel

Director, Medical Marijuana Program

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(225) 923-4821 (fax)

[tgray@ldaf.state.la.us](mailto:tgray@ldaf.state.la.us)



# HEMP: A PROMISING FUTURE

*A WEBINAR*

January 10, 2019



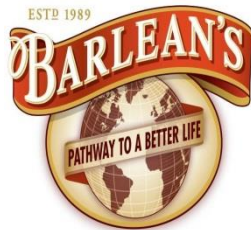
U.S. Hemp  
Roundtable

# WHO IS THE U.S. HEMP ROUNDTABLE?



- The nation's leading hemp business trade association, which joins more than 60 companies – representing every link in the hemp chain, from seed to sale – as well as all of the major grassroots organizations in the industry.
- Working to full and permanent legalization of hemp and hemp products
- Our efforts include an aggressive, targeted, grass-tops lobbying campaign, complimented with grassroots efforts.
- The Roundtable's mission also includes facilitating information exchange, the development of high standards and best practices and long-term legislative advocacy on other major policy issues.

# BOARD OF DIRECTORS



Van Dyke Holdings



WILLIAMS  
RANCH  
COMPANY



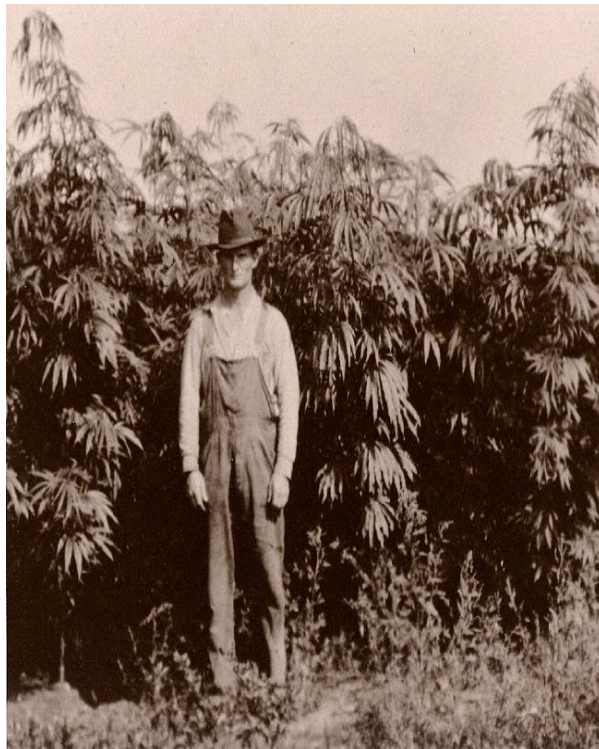


# MEMBER ORGANIZATIONS



- Abacus Health Products
- AgTech Scientific
- American Herbal Products Association
- Anavii Market
- Atalo
- Botanacor Services
- Canna-Pet
- The CBDistillery
- Cream
- ECS Distribution
- Elemental Processing
- Eurofins
- Eurofins Food Integrity and Innovation
- Gotham Green Partners
- Harrod's Creek Farm
- Hempure
- Hemp Industries Association
- Hemp Today
- Medterra
- MHR Brands
- MJNA Group
- National Hemp Association
- North American Industrial Hemp Council
- Pinnacle CBD
- QC Infusion
- Restorative Botanicals
- S&H Hemp
- Stillwater Ingredients
- Unique Food Works
- ValidCare
- Virginia Industrial Hemp Coalition
- Vote Hemp
- VYBES
- Zelios

# HISTORY OF HEMP

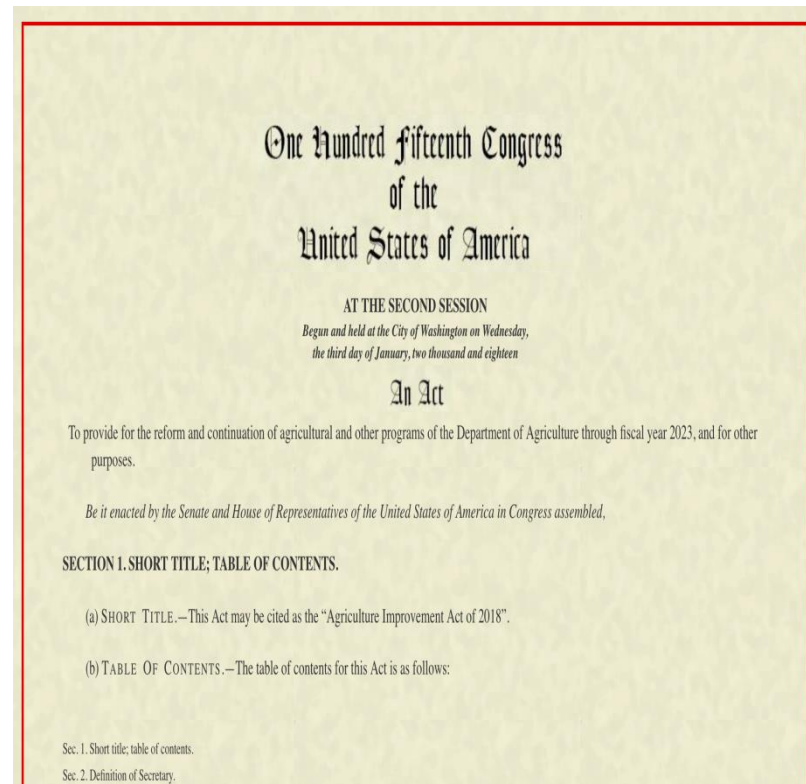


- Leading cash crop from founders through early 20<sup>th</sup> Century
- Reefer Madness and Prohibition
- Emerging science distinguishing between hemp and marijuana
- Legality of import – 9<sup>th</sup> Circuit Decision in *HIA v. DEA*

# 2014 FARM BILL/PILOT PROGRAM REGIME



- Kentucky leads way in 2012
- McConnell and the 2014 Farm Bill
- Federal lawsuits to “Free the Seed”
- 2016 Omnibus Law
- 41 State Pilot Programs





# 2018 FARM BILL



- Hemp permanently removed from the Controlled Substances Act.
- Hemp redefined to include its “extracts, cannabinoids and derivatives,” Removes hemp-derived CBD -- from CSA.
- DEA can’t interfere with the interstate commerce of hemp products.
- Hemp farmers now may access crop insurance and participate in USDA programs for certification and competitive grants.
- States may impose separate restrictions or requirements on hemp growth and the sale of hemp products – however, they cannot interfere with the interstate transport of hemp or hemp products.

## POST FARM BILL CHALLENGES - FDA

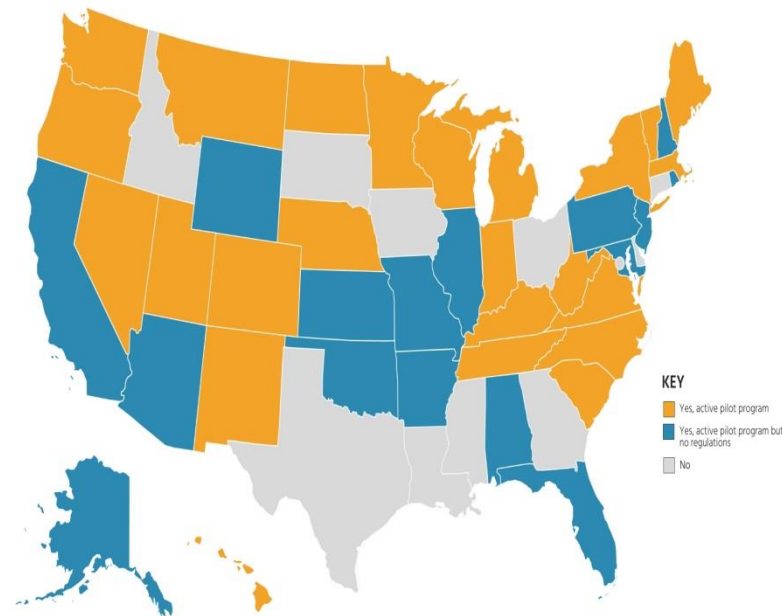


- The FDA continues to exercise jurisdiction over regulation of ingestible and topical hemp products.
- Commissioner Gottlieb statement – CBD not recognized as food ingredient or dietary supplement, but a path was laid for the first time to recognize.
- FDA Scientists in April 2018 declared CBD as safe and no abuse potential. Similar statements by World Health Organization

# POST FARM BILL CHALLENGES - STATES



- 41 States have pilot programs – Must move toward permanent programs. 9 new states may join in.
- Over-regulation of popular hemp products, especially CBD
  - 2018 Victories in Indiana, Missouri, Illinois, Alabama, Wisconsin
  - 2018 Challenges in California, Ohio, Nebraska
- States permitted to have different rules, but need for broad uniformity.





# MODEL STATE HEMP FARMING ACT OF 2019



- The Hemp Farming Act of 2019 is a model statute for state government. In drafting this model statute, the Roundtable consulted with law enforcement, state regulators, attorneys, and hemp farmers, processors and product sellers.
- A state that adopts the Hemp Farming Act of 2019 would accomplish the following objectives:
  - ❖ For states that have no pilot program, it would finally permit hemp farmers in that state to participate in the exciting and profitable new industry.
  - ❖ For states that have pilot programs, it would allow them to become compliant with the permanent hemp program regime permitted by the 2018 Farm Bill by:
    - Adjusting to the new, broader definition of “hemp”;
    - Developing procedures to design a state hemp program and secure approval by the USDA; and
    - Providing for enforcement penalties and the opportunity for corrective actions as outlined in the new federal legislation

## MODEL STATE HEMP FARMING ACT OF 2019 (cont.)



- For all states, it provides a funding mechanism that allows departments of agriculture to pay for administration through user fees and contributions, as opposed to relying on scarce taxpayer dollars.
- Would also provide state legal protection for the sale of hemp products that are permitted under the new federal law that offer the most profitable economic opportunities for U.S. farmers. This includes CBD products but only those that are derived from hemp and that contain less than 0.3% THC, the intoxicating compound found in much higher concentrations in marijuana.

# US HEMP AUTHORITY



- New organization, committed to high standards, best practices and self-regulation, to increase both consumer and law enforcement confidence in hemp products being sold in the market today.
- Certification Program and comprehensive guidance program developed by industry leading firms, top-tier testing laboratories, and quality assessors. Two years of discussion, debate and public input.
- Where Food Comes From, the third-party verification service that is conducting audits for those who wish to license the U.S. Hemp Authority™ Certified Seal for biomass, product labels, and marketing materials.
- The U.S. Hemp Authority™ will focus on positioning hemp products as farmed, produced, and tested in accordance with appropriate regulation and oversight to instill confidence in the products that have been approved to carry the US Hemp Authority™ Certified Seal.





# US HEMP FARMING ALLIANCE



- Advocacy on behalf of hemp farmers before law enforcement, state regulators and federal agencies;
- Education for hemp farmers on the evolving legal and regulatory frameworks, including a forthcoming “Hemp School”;
- Service as a central clearinghouse for hemp industry resources, facilitating information and data exchange;
- Interaction with the U.S Hemp Authority in its development of standards and best practices;
- Marketing of the industry to consumers and end-users; and
- Collaboration on programs such as crop and health insurance, state check-off programs, and banking programs.

## BE A HEMP SUPPORTER!



Go to <https://hempsupporter.com/#join>

We'll keep you updated,  
empowering you with the tools and  
knowledge to help hemp emerge  
as America's newest farm success  
story.

