Hire Kentucky Medical Cannabis Application Writers



by CannManage

We can match or beat your current application writing rates. Contact us.

Introduction



26+

Combined years of writing/research experience.

21

Applications Written in 21 US States.

4

International Writing Projects

50

Beth has helped with writing and consulting startups for over 50 US clients over 15 years

What is the value of foresight? The ability to see around the bend in a nascent trade is critical. Observing regulatory frameworks and licensing processes across 21 US States has offered me invaluable insights as a seasoned cannabis application writer. My love for technology and efficiency offers you services **at the most competitive rates in the industry.**

Beth Myers

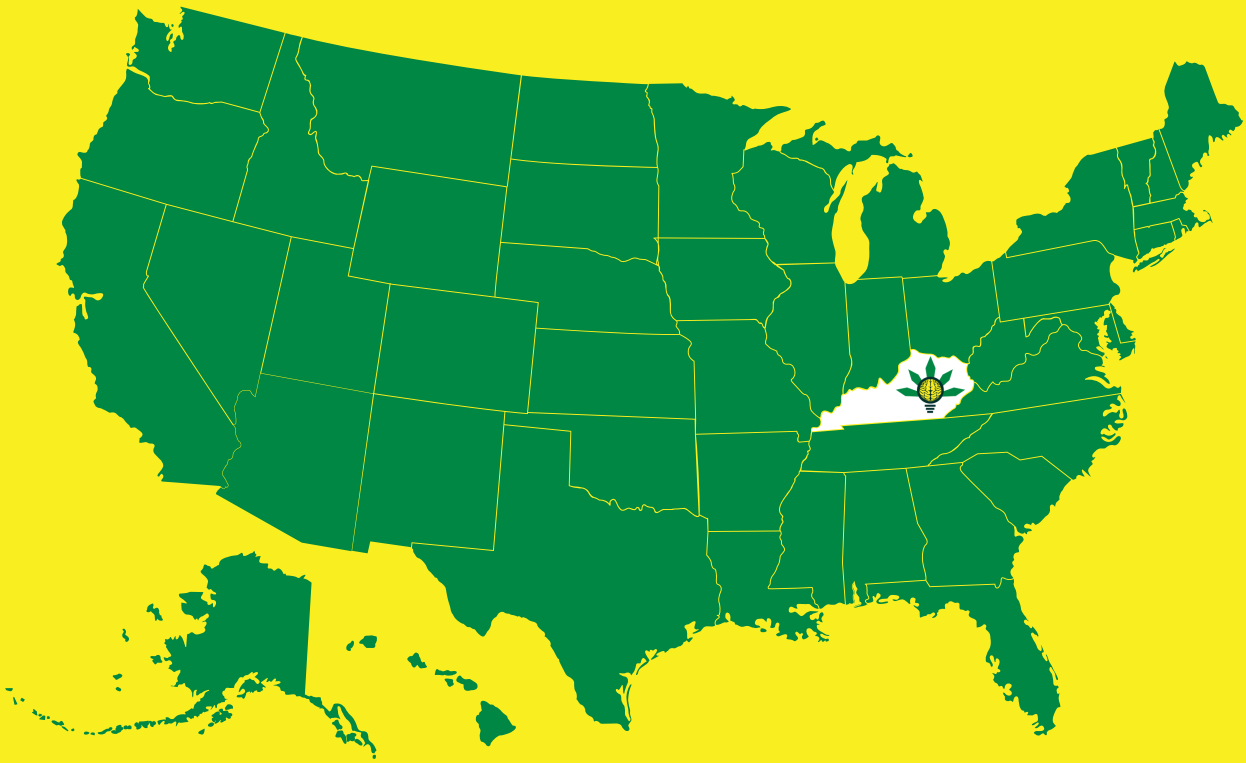
CannManage CEO

CannManage

Outsource your Kentucky narratives to CannManage.

Incorporating our proprietary, secure, encrypted software* expedites common repetitive administrative and consulting tasks. With this saved time, we will craft fully tailored, accurate, quality-written content by talented humans.

Our expert application writers start at **$49/hr.**



*cannmanage.ai

Table of Contents

4 Market Facts

5 Key Application Dates

6 Value Proposition

7 KY Cannabis History

11 Available Licenses

15 Writing Services

16 Why Hire CannManage?

17 Sections We CannManage

20 Pricing Guide

24 Application Services Overview

27 Meet The Team

29 **Contact Us**



Kentucky Cannabis Market Facts

July 2024



by CannManage

Key Application Dates

July 1st, 2024 - Application Start Date

August 31st, 2024 - Application Submission Date

September 1st, 2024 - Review Period Begins

September 15th, 2024 - CHFS Sends All Action/No Action Letters

September 25th, 2024 - Deadline for Deficient Applications

October 1st, 2024 - Determination of Eligible Applicants

October TBD - Lottery for Licenses is Held

January 1st, 2025 - Operational Start Deadline

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Value Proposition

Kentucky is an emerging market with significant opportunities for new businesses, creating a competitive first licensing round.

Revenue Potential: Legal cannabis could generate $83 million annually in Kentucky within three years, according to industry insights from the Tax Foundation.

Patient Base Expansion: With the addition of 15 recommended qualifying conditions, over 437,000 Kentuckians could qualify for the medical cannabis program.

Local Sales and Tax Revenue: Senate Bill 47 and Beshear's executive order allow verified medical cannabis patients to purchase locally, keeping sales within the state and generating tax revenue.

Limited Dispensary Licenses: Kentucky will offer only 48 dispensing licenses for this first round. Per the Kentucky Association of Counties, the Cabinet will issue four licenses per 11 Cannabis Dispensary Regions, with no more than one license per county except for the counties of Fayette and Jefferson, both of which will be allocated two.

Kentucky Cannabis History

Kentucky's journey toward establishing a medical cannabis program has been a significant legislative effort marked by the passage of SB 47. On March 16, 2023, the Kentucky Senate approved SB 47 with a 26-11 vote. Subsequently, the Kentucky House of Representatives passed the bill on March 30, 2023, with a 66-32 vote. Governor Andy Beshear signed SB 47 into law shortly after, marking a pivotal moment in the state's approach to medical cannabis. SB 47 would be codified by Kentucky Revised Statutes Chapter 218B and subject to the administrative regulations established in Kentucky Administrative Regulations 915 KAR.

Key Legislative Milestones

2014: Passage of the Clara Madeline Gilliam Act, SB 134, which was an authorization permitting universities to administer and research the use of CBD for epilepsy. However, there were no provisions to source or sell CBD. Due to the lack of this provision, CBD could not legally be administered.

2015: After the Clara Madeline Gilliam Act in 2014 could not authorize the administration of CBD, Kentucky attempted to legalize medical cannabis under the bills HB 3 and SB 40. However, due to outside interest from anti-cannabis groups, these bills were never brought to a vote in the legislature.

2020: Medical cannabis would receive a revival after years of dormancy through HB 136, which would be approved by the Kentucky House of Representatives 65-30. While a Senate vote was approved and scheduled, the vote was ultimately stalled due to the COVID-19 pandemic and would not be reintroduced until 2022.

2022: HB 136 was introduced to the legislature with new amendments and definitions for a legal medical cannabis market and additional rules for a regulatory framework. While HB 136 would pass the House vote, it was not brought forth for a Senate vote. Governor Andy Beshear would take executive action to permit the use of medical cannabis for qualifying conditions. He would later issue an order allowing the possession of up to eight-ounces of cannabis for medical use, providing it was purchased in a state where cannabis was legal.

2023: SB 47 would be passed in 2023, which established the legal framework for the medical cannabis program. SB 47 outlines the qualifying medical conditions for the use of cannabis, inclusive of permitting the Kentucky Center for Cannabis Research to add additional conditions to the list. Currently, an additional 15 conditions are under discussion. In addition, SB 47 defined possession limits for medical cannabis for the permitted methods of consumption and established the medical program to commence sales starting on January 1st, 2025.

2024: In 2024, regulatory progress would continue with the implementation of 915 KAR 1:010E, detailing the regulations for licensing and operation of medical cannabis businesses. These regulations permit businesses to apply for licensure under the medical cannabis program as cultivators, processors, dispensaries, and safety compliance facilities. The portal for applications will open on July 1st, 2024, closing on August 31st, and notice of license awards is anticipated to be announced in October.



Kentucky Cannabis History Timeline

1775: Hemp was first cultivated in Kentucky near present-day Danville for its industrious applications. Early Kentuckians noted that the local soil was of prime quality for cultivation. Hemp crops, fueled by slave labor, created a continuous supply of textiles for necessities and to produce fibers.

Early 1800s: Settlements were established in the Bluegrass Region of Kentucky as the hemp industry expanded. Kentucky would become the largest hemp producer in the nation, reporting that it was supplying the entirety of the South with bailing materials made of hemp fiber by 1809.

Mid 1800s: By 1850, the State produced 40,000 tons of hemp. Production would steadily decrease starting in the 1850s. Along with abolishing slavery, the industry would face staunch competition from imported Manila hemp, a fiber imported from the Philippines. These imports were driven by demands for imported and synthetic fibers from the states in New England and the South. Additionally, the industry in Kentucky was not quick to adopt newly developed machinery, relying on more traditional methods and lowering the efficiency of cultivators with labor-taxing jobs.

Early 1900s: The success of Kentucky's hemp industry would fluctuate heading into the 20th Century. However, it would experience a resurgence due to the First World War after foreign-produced fibers were prohibited from import. The domestic demand was for industrial applications for the war industry. Despite the new demands, domestic hemp cultivation decreased significantly upon the war's end, with foreign fiber sources becoming available. At its lowest output, Kentucky would only cultivate 23 acres of hemp in a single year.

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Kentucky Cannabis History Timeline

Mid 1900s: Congress passed the "Marijuana Tax Act" in 1937, which considered the cultivation of hemp equivalent to that of cannabis. The Marijuana Tax Act made cultivation largely unprofitable, with farmers being required to purchase a tax stamp and pay excise taxes. In 1942, Japan seized control of the Philippines, and the United States Department of Agriculture began the program "Hemp for Victory, "a campaign to encourage domestic production of hemp for World War II. Kentucky would fulfill the nation's demands, but production would end with the war's conclusion. I944 Kentucky only had 23 licensed cultivators, and cultivation would stop nationally in 1945.

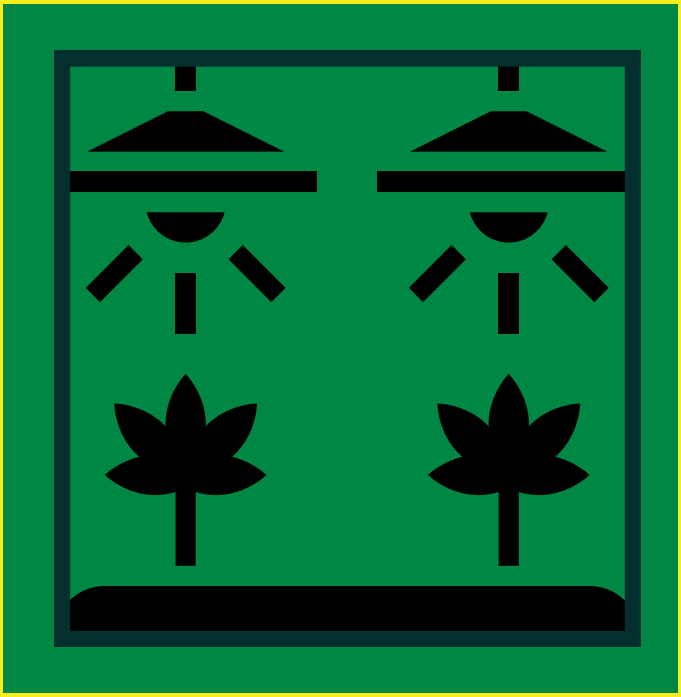
1970-Present: After the passage of the Controlled Substances Act, the cultivation of hemp was federally banned, with hemp and cannabis considered Schedule 1 Controlled Substance. In 2013, Kentucky passed Senate Bill 50, establishing the procedures for legal hemp cultivation if the federal government approves hemp production. After the passage of the Farm Bill in 2014, universities and state agricultural departments were granted permission to cultivate hemp for research. By 2019, hemp was officially removed from the Controlled Substances Act, legalizing hemp nationally.

Key Research Resources

Kentucky Medical Cannabis Program Regulations
Kentucky Medical Cannabis Program Laws
Kentucky Legislature - Cannabis Statutes
Kentucky Executive Orders
Kentucky Hemp History

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Available Licenses



Licensed Cultivators: Responsible for growing cannabis plants in controlled environments.

Processors: Handle the transformation of raw cannabis into various medical products, including oils, tinctures, edibles, and topicals.



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Available Licenses

Dispensaries: Licensed to dispense medical cannabis products to registered patients.





Safety Compliance Facilities: Conduct rigorous testing to ensure product safety and compliance with state regulations.

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Required Documents

Some sections require basic information from the applicant. We can collect these documents from a secure drive or store them in our encrypted software. We take care of the rest of the application tasks!

Section 1: Provide (1): Deed, Lease, or Contingent Agreement

Section 2: Technical Drawing or Digital Rendering (We can supply this for an additional fee.)

Section 3: Bank Statements or Letter of Credit

Section 4: Budget, Cash Flow Planning, and Debt Management Plans (We'll write the narrative - you provide the financials.)

Section 5: Provide (1): Articles of Incorporation, Articles of Organization, or Corporate Bylaws

Section 9: Resumes/CVs - Principal Officers, Board Members, Staff, Interested Parties

Section 10: Notarized Signature

State Fees and Capital Requirements

This application requires the following fees and capital requirements established by the state to apply for any license. Payment must be made to the Cabinet by credit card or ACH/e-check within 15 days of licensing approval.

License Category	Application Fee	Application Capital Requirement	Licensing Fee Upon Approval
Tier I Cultivator	$3,000	$50,000	$12,000
Tier II Cultivator	$10,000	$200,000	$25,000
Tier III Cultivator	$20,000	$500,000	$50,000
Tier IV Cultivator	$30,000	$1,000,000	$100,000
Processor	$5,000	$150,000	$25,000
Dispensary	$5,000	$150,000	$30,000
Safety Compliance Facility	$3,000	$150,000	$12,000

Kentucky Application Services



We CannManage your app writing needs.

Why Hire CannManage?

Partnering with experienced and skilled technical writers can markedly elevate your odds of success in a highly competitive application process. We bring an impressive blend of expertise, 26 years of combined writing and research detail, and experience in application preparation across 21 US states and four countries.

With our breadth of expertise and accessible rates, we can outpace anyone in the industry while ensuring the accuracy of your materials and providing unparalleled customer service.

Depending on your chosen package, services include project management, research, creating base templates, client customization, complete finalization before submission, and submission portal assistance.

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Application by Section - How We CannManage

1. Existing Lease, Deed, or Contingent Agreement: Provide an existing lease, deed, or contingent agreement showing authority to use the proposed location.
We CannManage: The cover letter for this non-narrative section.

2. Site Plan: Provide a technical drawing or digital rendering of the site, including the layout and location of limited access areas.
We CannManage: The cover letter for this non-narrative section.

3. Confirmation of Sufficient Capital: Provide bank statements or a letter of credit showing sufficient capital available.
We CannManage: The cover letter for this non-narrative section.

4. Financial Plan: Provide a detailed financial plan, including budget, cash flow planning, and debt management.
We CannManage: Taking financials/assumptions developed by your CFO/Accountant and creating a custom-written narrative addressing all requirements.

5. Business Entity Formation Documents: Provide business entity formation documents such as articles of incorporation, articles of organization, or bylaws.
We CannManage: The cover letter for this non-narrative section.

6. Experience of Operating a Business in Kentucky (if applicable): Provide a narrative summary of prior business experience.
We CannManage: Writing this 1,000 word narrative and will interview clients for additional details if needed.

7. Timeline to Become Operational: Provide a timeline outlining steps and estimated timeframes to commence.
We CannManage: Writing this entire narrative, including visual aids, such as a Gantt chart, graphs, and/or tables.

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Application by Section - How We CannManage

8. Operational Plan: Plans for security, employee qualifications, supervision, training, transportation, storage and labeling, inventory management, recordkeeping, preventing unlawful diversion, and workforce development.
We CannManage: Writing this entire narrative and will interview clients for additional details if needed. This section alone may be over 100 pages.

9. Management Service Agreement (if applicable): Copy of MSA with third-party management contractors.
We CannManage: The cover letter for this non-narrative section.

10. Resumes or CVs of Principal Officers and Board Members
We CannManage: Gathering client info to create custom CVs highlighting the team's relevant roles and responsibilities.

11. Ownership Organizational Structure Document: Document showing the ownership organizational structure of all affiliated companies.
We CannManage: Creating an Organizational Chart and accompanying cover letter/narrative to explain the structure.

12. Duties of Officers, Board Members, and Employees: Detailed description of those with a financial interest in the business.
We CannManage: Writing this entire narrative, including detailed descriptions of the duties, responsibilities, and roles of the team.

13. Felony Offenses (if applicable): Disclosure of Criminal History Form for anyone convicted of a felony offense.
We CannManage: Creating a cover letter and developing this information into a list or narrative document.

14. Instances of Adverse Actions Taken Against Businesses (if applicable): Provide documentation of any adverse actions taken against businesses managed or served on the board by the prospective board member.
We CannManage: Creating a cover letter and narrative based on any previous adverse actions.

15. Notarized Signature Page: Provide a notarized signature page.
We CannManage: The cover letter for this non-narrative section.

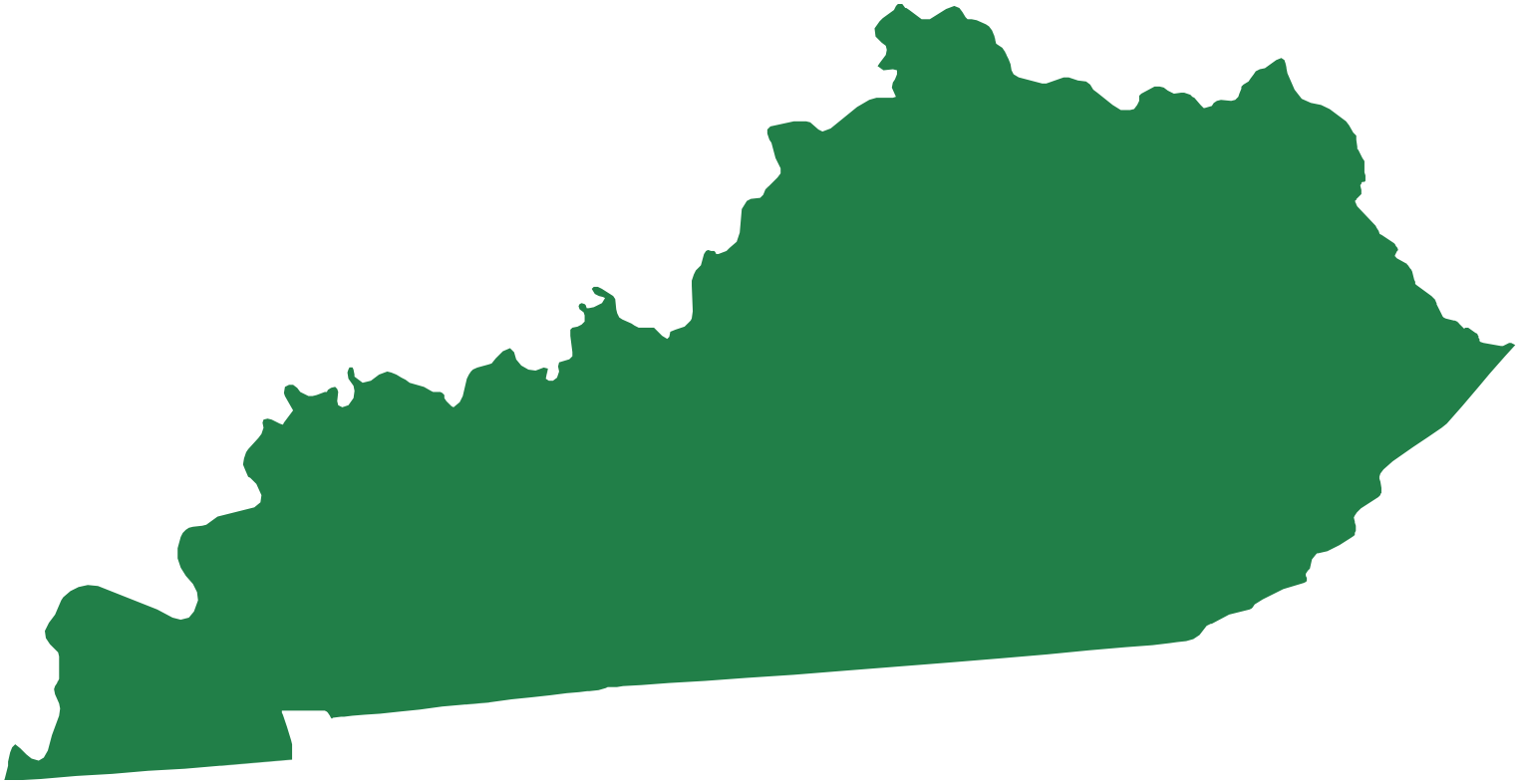
We Make Applications

Securing a license in the cannabis industry is a complex endeavor that demands meticulous attention to detail, profound industry knowledge, and persuasive communication skills.

Crafting a compelling application involves navigating a web of regulations and compliance standards set forth by state and local authorities, understanding zoning laws and product testing requirements, and ensuring strict adherence to guidelines to avoid deficiencies or rejections.

Additionally, fierce competition among applicants necessitates strategic thinking, innovative solutions, and a deep understanding of market trends to distinguish your business. Successfully articulating your unique value proposition and demonstrating compliance with regulatory standards is crucial for gaining a competitive edge.

Kentucky Application Pricing Guide



Pricing Guide - Full Service

We CannManage your entire application with two writers. Full-service includes planning, information gathering, weekly client meetings, cover letters for Sections 1-15, regulatory research, and custom content for Sections 4, 6, 7, 8, 10, 11, and 12.

Full Service Contract Details

1 Senior Tech Planner - $199/hr (15hrs)

1 Senior Tech Writer - $20-40k flat

1 Technical Writer - $8-16k flat

Success Fee Upon Licensure - $10k

Volume Discount - $25-30k flat rate for each additional full-service contract, depending on team size.

Full Service Estimate $25-58k

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Volume Discounts Available

CannManage is a unique, bespoke technical writing firm. Our services are centered around writing and preparing cannabis business licensing applications. Nurturing relationships with other experienced application writers positions CannManage uniquely, offering a full talent arsenal ready to assist, if needed.

We work with budgets of all sizes and offer additional savings of up to 50% for multiple clients.

Hourly/Flat Rates

Narrative Labor $49-149/hr

Application Writer (2-10 yrs licensing experience) $2-4,000/wk flat rate or $75 - $125/hr

Senior Application Writer (15+ yrs/licensing in 15-21 US States.) $5000/wk flat rate OR $149/hr

Strategic Application Planning $199/hr

Executive planning must be employed to set each narrative's tone, structure, and direction. if you haven't decided on these details - we can provide this project management so you can focus on non-narrative application requirements.

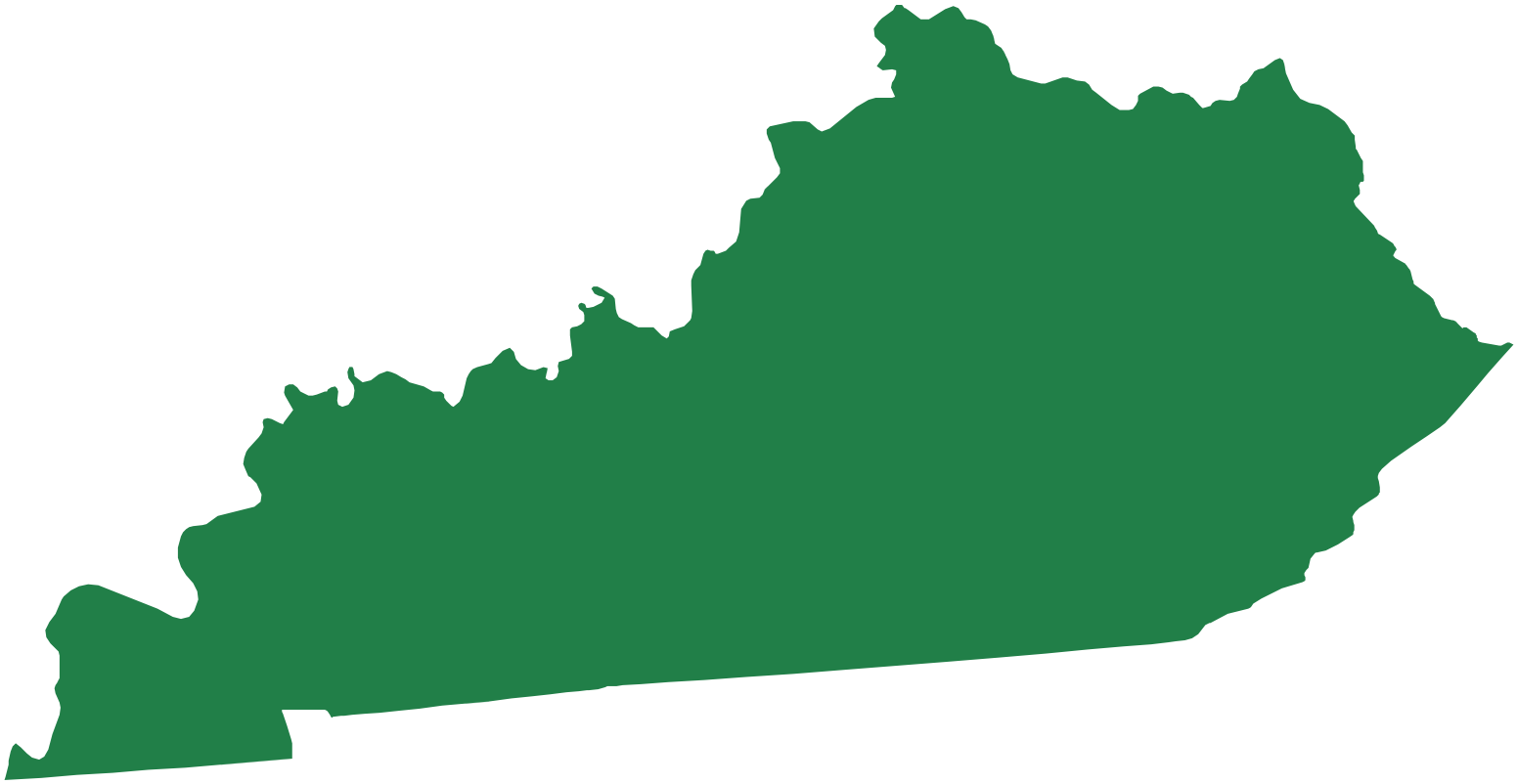
Preferred Service Terms (Negotiable)

50% Due Upfront; Weekly Invoices; Last Payment Due Before Submission.

Additional Optional Services

- We have a repository of additional writers at **$50-149/hr** if needed.
- Narrative Strategic Advisor **$3,000 (10 hrs)** - An expert application writer with a law degree who can offer high-level value to a licensing team adjacent to our writing services.
- Executive/Board Application Enhancement- **Rate is Negotiable** - Myers is a medical dispensary and vertically integrated operations expert and consultant, and would add immense value to any business application. Includes 10 hrs startup consulting upon licensure.

Kentucky Application Services Overview



Application Services Overview

Senior Tech Writer Planning

We are experts at avoiding bottlenecks during the narrative process. Free/fixed/frozen planning and coordinating our team with your team ensures communication and continuity. We develop a written plan for our deliverables as writers. This is where we communicate our needs to make this the best written application we've ever made and truly tell their story.

Style

We create a comprehensive style guide for the application that streamlines our writing process and offers invaluable information on the state we're working in, ensuring accuracy and accountability.

Regulatory Research

We read and understand regulations and instructions intimately. Once released, we research state website guidance, all regulatory frameworks, and the application packet and instructions before writing. We'll leave the interpretation of the law up to you. We will rely on you (or your counsel) to review our work and ensure we've incorporated all the applicable regulations to your specifications, but we do the heavy lifting. We're always willing to adjust as per your request.

Creating The Foundation

Most apps also require some writing or cover letters that include text for non-narrative exhibits. Let us know what you need written, and we'll do it. We can write financial plans based on existing financials. We can generate and source images for the application to make it easier for the state to digest. We do not make blueprints and would expect this to be completed by an architectural or design firm. We can create simple charts, diagrams, tables, and other standard visual graphics. If we have all the dimensions for a simple floor diagram - we can do it!

Creating The Story

This is a collaborative process that requires your client's input and our expertise. We'll work with the team to create the best story and stay informed on changes that must be added as the application evolves. We aim to ensure that the final application reflects your client's unique strengths and qualifications. We can sit down with your clients, or you can provide this information for us to incorporate. We will be readily available to answer client questions and requests throughout the process with unparalleled customer service.

Creating The Finished Product

We run a full check before sending it to your submission team and work with you to organize everything. We are familiar with the finalization process for submittal and would be happy to assist in submitting it if needed.

Beth Myers - CEO/Senior Tech Writer

Beth attended Canisius University for English and Business. Her career as a cannabis-centered technical writer has spanned over 16 years. She began in 2008 in the Bay Area and then moved to Colorado in 2011, where she experienced firsthand the dawn of the legal trade. For the last eight years, she has been focused on managing, preparing, and writing applications for licensure.

Myers has crafted applications for licensure, comprehensive operations manuals, SOPs, and state-mandated training programs across 21 states, 20 local jurisdictions, and four countries. She has been integral to the start-up of 12 seed-to-sale cannabis companies in California and Colorado since 2008, with roles ranging from Budtender to **Chief Operating Officer** and **Managing Partner**. This includes pioneering work with respected vertically integrated brands like Evolab, the first North American company to sell strain-specific CO2 vaporizer cartridges, and holding an executive position at Kind Love, renowned in Colorado since 2009 for its quality and service.

Her dedication to quality contributed to her winning a Cannabis Business Award (CBE) for both Best Medical Flower and Best Dispensary.

Thomas J. Buckley - Technical Writer

TJ's primary focus at CannManage is on application writing for the dynamic cannabis industry. He holds a degree in biochemistry, minors in physics, and molecular biology, and has taken extensive coursework in ecology from the University of Denver. He has over 10 years experience as a researcher. Born amidst Colorado's beauty, TJ was raised in Denver and is passionate about nature, often accompanied by his adventurous Labrador.

TJ's experience extends to merging scientific acumen with legal expertise, having collaborated with the Innocence Project. It's not just about knowledge; it's about applying it innovatively within the cannabis industry. TJ's drive is the intersection of science, business, and law, aiming for excellence, and prioritizing quality and reliability.

Eager to shape the future, TJ is here to collaborate, innovate, and elevate this burgeoning industry with you. He has completed cannabis licensure applications in 6 US States.

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Hire Us:

Website www.cannmanage.com

Phone Set Up a Calendly Call

E-mail beth@cannmanage.com