



GREENWAVE DISPENSARY  
P.O. BOX 442  
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SOLOMONS, MD 20688

March 8th, 2023

Maryland Senate

RE: Senate Bill 0516 By: Senator Feldman

Maryland Senators

I would like to offer my written testimony in support of SB0516 with amendments and requested clarifications on behalf of Greenwave Dispensary located in Solomons, MD.

We are an independent woman owned and operated dispensary. The social equity licensing round is a welcomed and exciting plan for our industry. I am confident some of my current concerns in this bill would closely mirror those of new social equity dispensary licensees.

Being an independent operator comes with obvious supply challenges and disparity when competing with vertically integrated companies. The House Bill 0556 seeks to remove the ability to repackage all cannabis product at the dispensary level. The ability to repackage cannabis bulk flower in house gives independent dispensaries like myself a much needed boost in margins. This measure will benefit growers and vertically integrated licensees at the expense of small independent dispensaries, whom are already at a competitive disadvantage.

In regards to the micro-licensing some clarification on these licenses is needed. Will these entities be able to purchase wholesale direct from growers or work as a middle man between dispensaries and clients replacing the current dispensary delivery functions? Micro-licenses being able to purchase wholesale would be another level of competitive disadvantage for independent dispensaries. Their overhead would be much lower and they will be competing directly with an already highly competitive dispensary market in many areas of the state. The pilot program for micro-licensing, as well as round 2 licenses, should be delayed until new social equity licenses can get up and running and a market study can be conducted.

Finally, regarding the installment plan referenced in HB0556 for the conversion fees, this is critical for independent dispensaries. Any extension of this timeline would be greatly appreciated. I suggest 24 months vs 18 for the payment plan.

Thank you for the opportunity to provide input at such a dynamic and exciting time in my industry.

Respectfully,

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