



BIOSCIENCES

OF LOUISIANA

Fact Sheet



BioSciences of Louisiana (BSL) is a Louisiana owned and operated company established with the goal of obtaining a cultivation license from the State of Louisiana to provide a well-controlled supply chain of safe and consistent cannabis-based medicine for patients in need.

- Industry experts with decades of knowledge and experience
- Focused on the most efficient agricultural practices and technologies available
- Committed to research and development of new formulations that benefit of patients suffering from a variety of medical conditions
- Louisiana-owned and operated

As the burgeoning medical marijuana industry grows, BSL is a Louisiana company that seeks to grow with it. BSL believes more patients across Louisiana should have access to medical cannabis, which is why the company is working to become a licensed grower.

We focus on the details that matters most:

- ✓ Patients
- ✓ Best-In-Class Agricultural Practices
- ✓ Alternative Energies
- ✓ Innovative Technology
- ✓ Louisiana



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Email **info@biosciencesla.com** to contact us

Winter 2021

Medical Marijuana Solutions for Louisiana

By BioSciences of Louisiana



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Medical Cannabis in Louisiana



In 2019, medical cannabis was utilized by a mere 35,000 patients in Louisiana due to a limited number of qualifying conditions for use.

In 2020, the passage of **House Bill 819** allowed Louisiana physicians to legally recommend medical cannabis for any debilitating condition they are qualified to treat. In 2021, **House Bill 391** was passed allowing medical cannabis to be sold in its raw, smokable form starting in Jan. 2022.

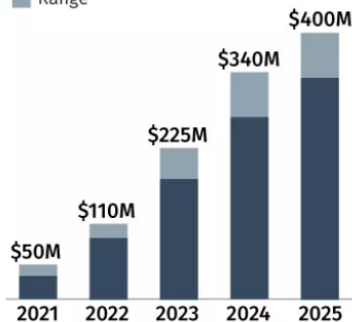
The recent legislative action has yielded a drastic increase in the volume of patients eligible for medical cannabis and ensuing demand for the product.

Louisiana's Medical Marijuana Market

Louisiana's nine medical marijuana dispensaries will begin selling cannabis flower for the first time in January. A look at growth since the program started in 2019.

Sales projections

Range

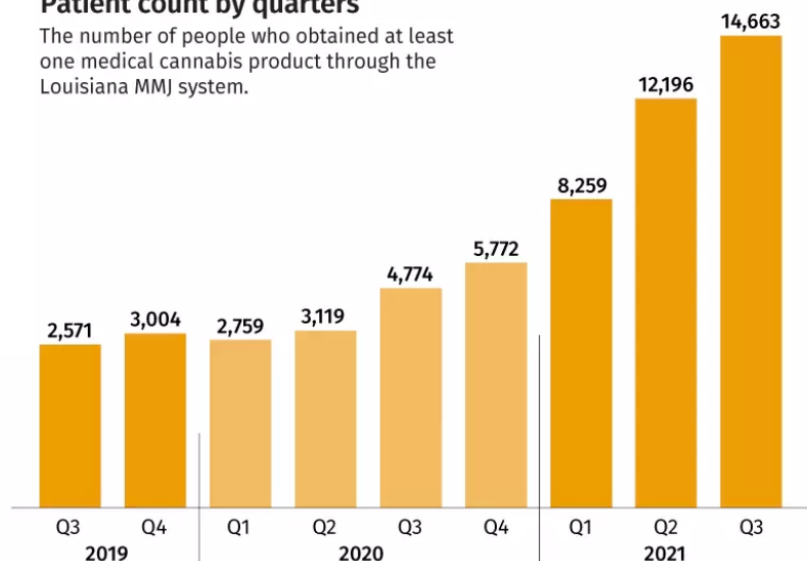


Louisiana facts

Population	4.6M
Median age	37.7
Median household income	\$51,073
People below poverty line	19%

Patient count by quarters

The number of people who obtained at least one medical cannabis product through the Louisiana MMJ system.











THE CHALLENGE

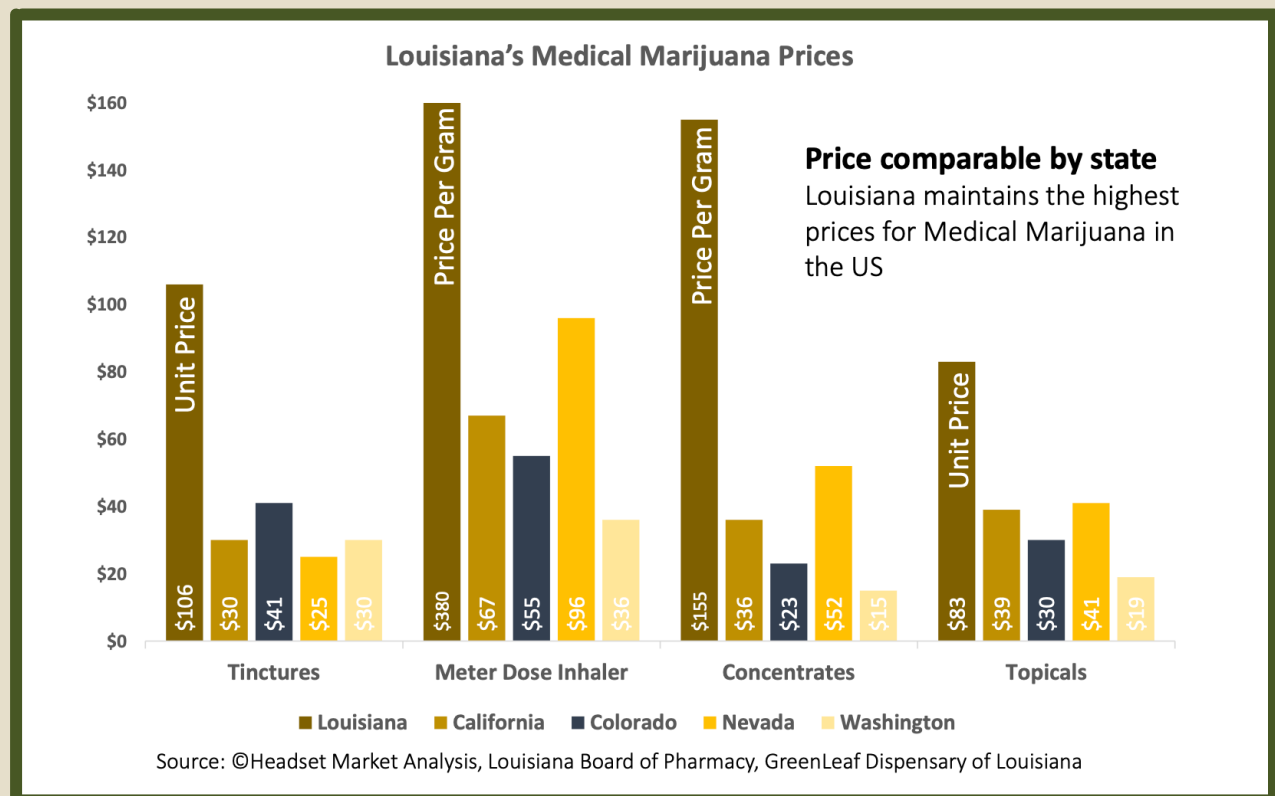
Louisiana's population is 4.7 million and within state-sanctioned programs nationwide, Louisiana has the fewest cultivation licenses with just one license that allows for two growers in the state.

The license belongs to LSU and Southern University, and each is teamed up with an out-of-state grower to produce the product.

Comparatively, Connecticut and Arkansas, both with one million residents less than Louisiana, allow for six cultivation permits. And Utah, which also has one million fewer residents than Louisiana, allows for eight permits.

Louisiana  Population: 4.67 Million  Licenses: One	Arkansas  Population: 3.01 Million  Licenses: Six
Connecticut  Population: 3.56 Million  Licenses: Six	Utah  Population: 3.20 Million  Licenses: Eight

While there is no limit on how much cannabis LSU and Southern University's growers can cultivate, the cap on the number of growers keeps prices high for medical cannabis, and subsequently makes the treatment option cost prohibitive for many patients. Louisiana has the most expensive prices of medical marijuana in the United States.



THE CHALLENGE CONT'D

During the Nov. 18, 2021 Medical Marijuana Legislative Study Commission meeting, several patients testified they pay about \$500-\$1500 a month for medical cannabis, when the same products cost half the price in other states. One patient at the meeting said, "Patients are spending more than a house note. My medical marijuana expense runs anywhere between \$1300 to \$1500 a month."

High and unaffordable pricing often leads to patients turning to the illicit market to obtain cannabis for their medical conditions, which comes with great risk due to the quality of the products. Consumers are rarely aware of the difference in product from legal and illegal vendors. Untested and unregulated products could lead to even more health risks for the patient.

Outside of medical marijuana prices being inflated, all of the nine authorized dispensaries in Louisiana have reported struggling with backorders due to a supply shortage from the existing cultivators. According to David Brown, a biologist, lawyer and co-owner of Willow Pharmacy in Madisonville, Louisiana's dispensaries have yet to receive a steady supply of certain products, such as medical cannabis gummies and inhalants since Jan. 2021.

The result: Louisiana is far behind what is necessary to provide adequate access and supply for patients in need of medical cannabis.

The existing cultivators have said that additional licenses for growing medical cannabis are not necessary because their existing facilities are over-producing stockpiles to meet incoming demand and they have secured and built large enough facilities that are expandable. However, according to MJBiz Daily, experts predict that Louisiana's medical cannabis industry will explode to \$100 million in sales next year and \$400 million by 2025. This estimate is based off the expected rush of demand with cannabis flower sales in Jan. 2022, while considering the product shortages that already exist in Louisiana. No state can handle that kind of growth with only two growers.

What's The Solution?

BiosSciences of Louisiana (BSL) was created with an eye toward serving the growing medical cannabis market. The company is comprised of people who live and work in Louisiana, and it is focused on making quality, medical cannabis available to all patients in need.

BSL is advocating for additional cultivation licenses to be permitted by the Louisiana Legislature in the upcoming 2022 legislative session. BSL cites the following benefits for allowing additional grower licenses in Louisiana:

- **Improved patient therapeutics.** Investing into the development of additional production facilities will promote Louisiana's emerging industry-focused on alternative therapeutic medication and efficacy. It will provide greater opportunity for increased genetic varietals and pointed patient care.
- **Improved patient access.** Louisiana has increased the permissible utilization of medical marijuana for therapeutic use and a bill that allows for more growers will help support supply needs.
- **Protection of patients from inflated pricing.** Increasing market share and competition will directly relate to more affordable medications.
- **Alignment with other states.** This measure will bring Louisiana closer in line with other states as it relates to cultivation.
- **Program continuity.** Having only two cultivators puts the program at risk. Cannabis is a crop and crops fail. This crop is subject to numerous risk factors (i.e., disease or contamination). As seen with failed testing, patients are subject to product delays and high pricing. We can also point to recent hurricanes, ice storms and COVID-19 quarantines. If one or both production facility is sidelined, it will affect the availability of prescriptions.



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Staff Biographies



A close-up photograph of a cannabis plant with green serrated leaves and developing flower buds. The plant is the background for the text overlay.

Mr. Jeff Schmidtke – Executive Director

Jeff Schmidtke is a founding member of BioSciences of Louisiana and became the team's Executive Director and Recruiting Coordinator in 2018. Mr. Schmidtke is responsible for overseeing the administration, programs, and strategic plan of the organization and reports directly to the Board of Directors. Mr. Schmidtke will have overall strategic and operational responsibility for the staff, programs, expansion, and execution of the company's mission and will ensure ongoing local programmatic excellence, rigorous program evaluation, and consistent quality of finance and administration, fundraising, communications, and systems.

Dr. Jessica DeBord MD, MPH–Chief Medical Officer

Jessica DeBord is an early member of BioSciences of Louisiana and became the team's Chief Medical Officer in 2018. Dr. DeBord will oversee the effective management of BioSciences of Louisiana's therapeutic cannabis program and is directly responsible for managing clinical-grade operations, liaising between administration and medical patients and ensuring that patients receive the highest quality of therapeutic products. As CMO, Dr. DeBord will manage the performance of the company's medical program and all aspects of strategizing, implementing, supervising, reporting and remediation of medical activities. She will ensure that all healthcare, safety, and production regulations are met or exceeded.

Dr. DeBord is currently an attending hospitalist physician at Tulane Hospital and Children's Hospital of New Orleans. Her extracurricular work in the form of professional society memberships, editorial activities, and presentations at national convention displays a true commitment to her work. Dr. DeBord is always looking for innovative ways to make people healthier and in her role with BioSciences of Louisiana, she will have the potential to drastically improve health outcomes throughout the community and state of Louisiana.

Dr. Spencer Krane MD– Chief Science Officer

Dr. Spencer Krane is an early member of BioSciences of Louisiana and became the team's Chief Science Officer in 2018. Dr. Krane will oversee the scientific functions of the company, including basic and applied research projects, as well as the development of new processes, technologies and products. Dr. Krane is responsible for staying up to date with the latest technological advances and industry trends, and communicating those trends to the management team including all future projects and scientific procedures.

Dr. Krane specializes in personalized medicine for patients with urologic malignancies. His goal is to use new biomarkers, genomic classifications, epigenetic signatures, and imaging modalities to allow patients to receive patient care individualized to their tumor and produce improved cancer outcomes while minimizing the side effects of therapy. He currently runs a research laboratory which focuses on early detection of serum based biomarkers for kidney cancer and helps to identify mechanisms for resistance to chemotherapy. Dr. Krane's expertise in the medical field will be a key component of BioSciences success as not many teams in the cannabis industry are privy to such incomparable knowledge from a medical professional.



A close-up photograph of vibrant green cannabis leaves with serrated edges, filling the background of the page. The leaves are in sharp focus, showing their intricate vein structure and natural texture.

Mr. Brandon Brooks – Quality Assurance Supervisor

Brandon Brooks is recognized as a leader for his extensive knowledge in the cannabis industry. Mr. Brooks became BSL's Quality Assurance Supervisor and General Manager of Cultivation in 2019. In addition to overseeing development of production and cultivation operations on behalf of BioSciences of Louisiana, Mr. Brooks ensures the Company's compliance with regulatory and operational requirements and will manage the medical cannabis cultivation facilities expected to be housed in a building expected to total over 45,000 sq. ft. He is also responsible for the development of operational design and vendor relationships.

Brandon is the C.E.O. and Co-Founder of Ascended Genetics, a company that is dedicated to a balanced ecosystem and strives to reduce the energy footprint of production. Through the use of micropropagation, regenerative agricultural practices, alternative energies, energy efficiencies and automated systems, Mr. Brooks has excelled in the environmentally responsible production of both hemp and medical cannabis while at the same time maximizing their genetic potential and reducing the cost of production.

A detailed close-up photograph of cannabis plants. The image shows several green, serrated leaves with prominent veins. In the center, a small, developing cannabis bud is visible, showing its intricate structure. The background is slightly blurred, emphasizing the sharp details of the leaves and bud in the foreground.

Mr. Cameron Noble– Lead Manufacturer

Cameron Noble is a pioneer in the science of cannabis processing and derivative product creation. Mr. Noble will oversee the development, process, packaging and labeling for the entire line of products. Mr. Noble will work closely with the testing procedures, state guidelines and labeling requirements for the security and safety of the various product lines.

Cameron Noble is the Founder and CEO of Peak Wellness Ltd., a Canadian cannabis processing and analytics company based in British Columbia. As the head of Vancouver's first cannabis CO2 processing company, Noble worked with cannabis processing hardware manufacturers to develop more innovative processing hardware based on in-house research. Noble has been leading R&D investigating what could be developed and manufactured in the drive for new and innovative cannabinoid applications.