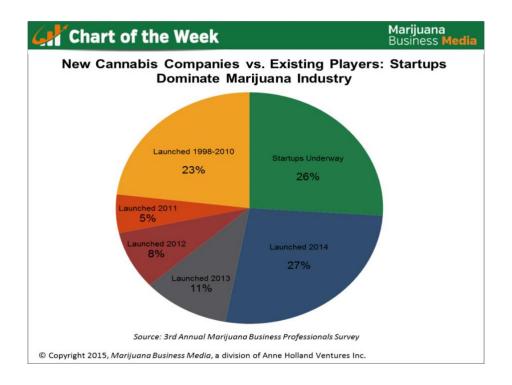


Domestic and International Medical Cannabis Tourism Outlook: State of the Industry Report 2014-2015



- Since January 2014 53% of all United States cannabis businesses have become operational.
- Colorado has become the "Silicone Valley" of cannabis generating \$700million in sales revenue during its first year of legalization.
- Colorado has generated a vast amount of tax revenue, the state constitution will force tax rebates to residents of the community. This is just the second time in the history of Colorado that such an exercise had to take place.
- In February 2015, a tourism destination / marijuana cultivation facility will open, the first of its kind in Colorado known as the <u>lgadl, LTD</u>. This was due to the massive increase in domestic medical marijuana tourism.
- Crested Butte, Colorado is a small mountain tourist town of only 1,600 but can support four marijuana dispensaries.

 The hottest tourist attraction has been cannabis.
- Year-over-year, there was a 73 percent traffic increase at Hotels.com among shoppers hunting for Denver rooms
 during the 4/20 festivities and a 68 percent bump among travelers scouting for Seattle rooms during July, the
 first month of legal weed sales there, the site reports.
- From Jan. 1 when legal weed sales began in Colorado to July 31, year-over-year room searches at Hotels.com were up by 37 percent for Denver and by 17 percent for all Colorado, reports Hotels.com.
- In Washington, where medical marijuana has been sold throughout 2014 and where recreational pot fans awaited the July 1 dawn of that new law year-over-year room searches were up by 29 percent for Seattle and by 11 percent for all of Washington through the first seven months, reports Hotels.com.

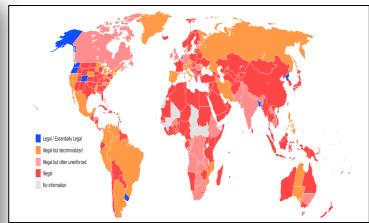
ALL 50 U.S. STATES ARE EXPECTED TO HAVE SOME FORM OF LEGAL CANNABIS BY 2020

In a report from <u>National Geographic Magazine's online website</u> (Oct. '14) the following information was given pertaining to medical cannabis tourism:

- Local dispensaries have been the first to notice a surge in out-of-state customers. "We've found that upwards of 80 percent of our revenue is coming from bordering states that have not yet legalized recreational marijuana," says Ryan Griego, managing partner at Cannasseur, a recreational dispensary in southern Colorado, just an hour and a half away from the state border. Most visitors are from Texas, Kansas and Utah.
- ➤ "I first thought it was going to be a bunch of 20-somethings looking to get high, but most of our clients are actually over 40. Some have been saving for a long time, others have never tried it. ... We even had a terminally ill man recently who came here with his wife." Said JJ Walker of My 420 Tours.
- "It may have been a tour for most people, but it changed my life," says Remaklus, who decided to quit his job and move to Colorado from Louisville, Kentucky after being shown around by the My 420 Tours crew. "I fell in love with the city, the people and the culture. It's such an exciting time to be here." Now the young sales rep works for another tour company, So Mile High, whose three-day "signature tour" includes a private jet, fine dining, spa treatments and a luxury hotel room for the modest sum of \$38,000.
- Cannabis friendly entrepreneurs have high hopes. "We already have plans to expand to Seattle and maybe Las Vegas," says Walker of My 420 Tours. "We'll soon also have the first pot-friendly hotel in a ski resort!"

ALL 50 U.S. STATES ARE EXPECTED TO HAVE SOME FORM OF LEGAL CANNABIS BY 2020





Click the above legal road map from Wikipedia

According to the <u>ArcView Group</u>, the #1 Venture Capital group in the cannabis industry by 2016 25 United States will adopt some medical cannabis laws.

According to Black Rock Neutraceuticals, all 50 U.S. States are expected to adopt medical cannabis laws by 2020.

Currently nations all over the world are ramping up in preparation in for global medical cannabis legalization, this will open the trail for medical tourist resorts to take leadership.

Here are **some** facts about the current international interest in cannabis legalization:

- > The current list of the legal status of cannabis is on Wikipedia.org click here
- > The only nations with a truly legal status at the Federal level of cannabis are Uruguay and North Korea.
- Nations with some form of decriminalization status: Argentina, Australia, Austria, Belgium, Belize, Brazil, Cambodia, Canada, Chile, Colombia, Costa Rica, Croatia, Cyprus, Czech Republic, Denmark, Ecuador, Estonia, Italy, Jamaica, Mexico, Nepal, Pakistan, Peru, Portugal, Russia, Slovenia, Spain, Switzerland, Ukraine, United States, and the U.S. Virgin Islands.

According to MMJ Business Daily via CB Insights, the number one news source for cannabis industry information:

- Only Environmental Services & Equipment had a higher quantity of private equity funding vs. all other industries in the United States than cannabusinesses.
- > Over \$100m has been invested into cannabis based businesses.
- > The average venture capital invested was approximately \$1.7m per VC investment.

In 2015 and beyond the amount of investment dollars expected to increase significantly thanks to language put in the US National Budget (CRomnibus bill) prohibiting Department of Justice intervention into any state authorized marijuana legislation unless an investigation is conducted and it is found that a business is operating outside of state regulations.

According to the <u>Huffington Post</u>, citing ArcView Group, cannabis is the fastest growing industry segment in the United States.

According to <u>NerdWallet</u>, by way of Leafly.com, the 5 healthiest cities in America are all territories with legal medical cannabis policies opening the door to domestic cannabis tourism.

According to Frost & Sullivan the top destinations for medical tourism by volume of patients in 2013 are listed above.

In 2014 1.25 million Americans travelled abroad for medical tourism according to Forbes magazine.

Additional information was put out by NerdWallet in 2013 regarding the viability of medical tourism:

- > 56 million Americans under age 65 will have trouble paying medical bills
- > Over 35 million American adults (ages 19-64) will be contacted by collections agencies for unpaid medical bills.
- Over 15 million American adults (ages 19-64) will use up all their savings to pay medical bills.
- > Over 11 million American adults (ages 19-64) will take on credit card debt to pay off their hospital bills.
- Nearly 10 million American adults (ages 19-64) will be unable to pay for basic necessities like rent, food, and heat due to their medical bills.
- Over 16 million children live in households struggling with medical bills
- ➤ Despite having year-round insurance coverage, 10 million insured Americans ages 19-64 will face bills they are unable to pay.
- ➤ 1.7 million Americans live in households that will declare bankruptcy due to their inability to pay their medical bills Three states will account for over one-quarter of those living in medical-related bankruptcy: California (248,002), Illinois (113,524), and Florida (99,780).
- To save costs, over 25 million adults (ages 19-64) will not take their prescription drugs as indicated, including skipping doses, taking less medicine than prescribed or delaying a refill.

DOMESTIC AND INTERNATIONAL DEVELOPMENTS SET TO DRIVE MEDICAL TOURISM IN 2015 AND BEYOND

The Cannabis and Hemp Association has put together some contextual evidence that the framework for global medical cannabis is on the horizon. While standard medical tourism initiatives require a geographic location of a certain level of exotic, medical cannabis tourism is driven by access to medicine in frequently travelled traditional American tourist hotspots, with strong reputations in healthcare.

For international medical tourist projects, the implementation of medical cannabis to attract American tourists will be vital as US healthcare providers are desperately seeking solutions and marketing to prevent American's to take advantage of standard medical tourism. The media will continue to perpetuate risks associated with international healthcare quality and fear mongering as defense strategies.

The CHA believes that medical cannabis is imperative for international medical tourism to include cannabis can be the difference between success and failure of capturing the Western market in the long run. As Americans become more used to utilizing cannabis as a medicine, the abrupt removal of their cannabis-based medicine for an extended period of time will be unacceptable to an American medical tourist and hard to quantify how many patients are deterred from travelling due to this global disconnect in culture.

Consider some the following U.S. initiatives set to drive domestic medical cannabis tourism:

State of New York: Governor Andrew Cuomo has legalized medical marijuana in 20 hospitals. NY will become the first US state to have mmj in a hospital. With NY's leading medical system this will become a domestic tourist hotspot. CLICK HERE for details

State of Nevada: Will allow full "reciprocity" allowing any domestic or international traveler with a medical marijuana recommendation (medical marijuana card) to purchase cannabis from a state authorized dispensary. This will be a major boon for domestic medical cannabis tourism as Las Vegas welcomes 60 million people per year in tourism. CLICK HERE for details.

State of Rhode Island: Offers reciprocity, has one of the highest cannabis users by populace, and is also creating liberal medical tourism legislation. <u>CLICK HERE</u> for details on cannabis <u>CLICK HERE</u> for details on developments in medical tourism.

State of Florida: After narrowly missing the required amount of votes needed to legalize medical cannabis, Florida one of the nations' hottest tourist destination is expected to be a legal medical marijuana state by 2016. With an aging senior population, set to deal with pain, and the eventual population boom set to happen due to Baby Boomers turning older Florida is set to capitalize from medical cannabis tourism and medical tourism. CLICK HERE for details on Tampa Bay's initiatives and CLICK HERE for Jacksonville's initiatives.

State of Hawaii: Hawaii has recently passed a bill allowing when appropriate the exporting of medical marijuana. It is widely believed this was done to supply Far Eastern nations with strict prohibition policies the ability to import cannabis for medical use from Hawaii. <u>CLICK HERE</u> for more details.

Consider some the following International initiatives set to drive medical cannabis tourism:

Australia: While Australia is loosening its legislation on medical cannabis and pondering legalization, they are also rumored to be in negotiations in a push to export healthcare out of the country. This seems to be a situation where they will be pushing medical cannabis tourism locally due to its low cost and cash based system not dependent on insurance and outsourcing its more expensive and intensive procedures to nations where the currency conversion is favorable. CLICK HERE for details on medical cannabis legalization in AU and CLICK HERE for details on the medical tourism exporting initiative.

Czech Republic: Allows doctors to pick up medical cannabis from pharmacies and is a prominent tourist destination already. They have also been in negotiations with Israel about importing medical cannabis for use.

CLICK HERE for additional details.

Croatia: Croatian medics have recently backed medical cannabis and have recommended a rescheduling of the drug from a schedule 1 to a schedule 2 or 3 drug. Croatia has been getting some success in medical tourism and the convergence of cannabis decriminalization and medical tourism looks like a possible hotspot for Westerners if this trend continues. CLICK HERE for info on cannabis and CLICK HERE for information on medical tourism.

Jamaica: Already a hot tourist destination, Jamaica would be a destination for tourism and holistic cannabis healing. Currently on deck as the number 1 nation set to legalize cannabis. CLICK HERE for details on the legalization of cannabis. The Medical Tourism Association recently reported that Jamaica will be a strong destination for medical tourism; we believe a convergence of medical cannabis tourism will happen. CLICK HERE for more details on the impact of medical tourism in Jamaica.

Israel: Widely known for leading the world in medical cannabis tourism and research Israel is the first nation to allow cannabis to be smoked in the hospital and administered to children. Israel has also been a worldwide leader in medical tourism for some time. According to the annual Medical Tourist Index (MTI) Israel ranked #1 medical tourist destination. CLICK HERE for more information on medical cannabis in Israel and CLICK HERE for more information on Israel as a medical tourism destination.

Portugal: Medical Port, the Portuguese medical tourism agency has made arrangements to promote medical tourism in America actively. Portugal is one of the most liberal nations decriminalizing cannabis and allowing it to be dispensed medically. CLICK HERE for additional details. As an additional support for the Portuguese, they have set up a strategic partnership with the Medical Tourism Association CLICK HERE for more details.

According to Fusion magazine, the 12 most likely countries to legalize cannabis in some form are:

- 1. Jamaica
- 2. Canada
- 3. Colombia
- 4. Guatemala
- 5. Costa Rica
- 6. Mexico
- 7. Netherlands
- 8. Denmark
- 9. Spain
- 10. Czech Republic
- 11. Australia
- 12. United States of America