

Senate Bill 16:
Further Improving Patient Access

Dave Silberman, Esq.

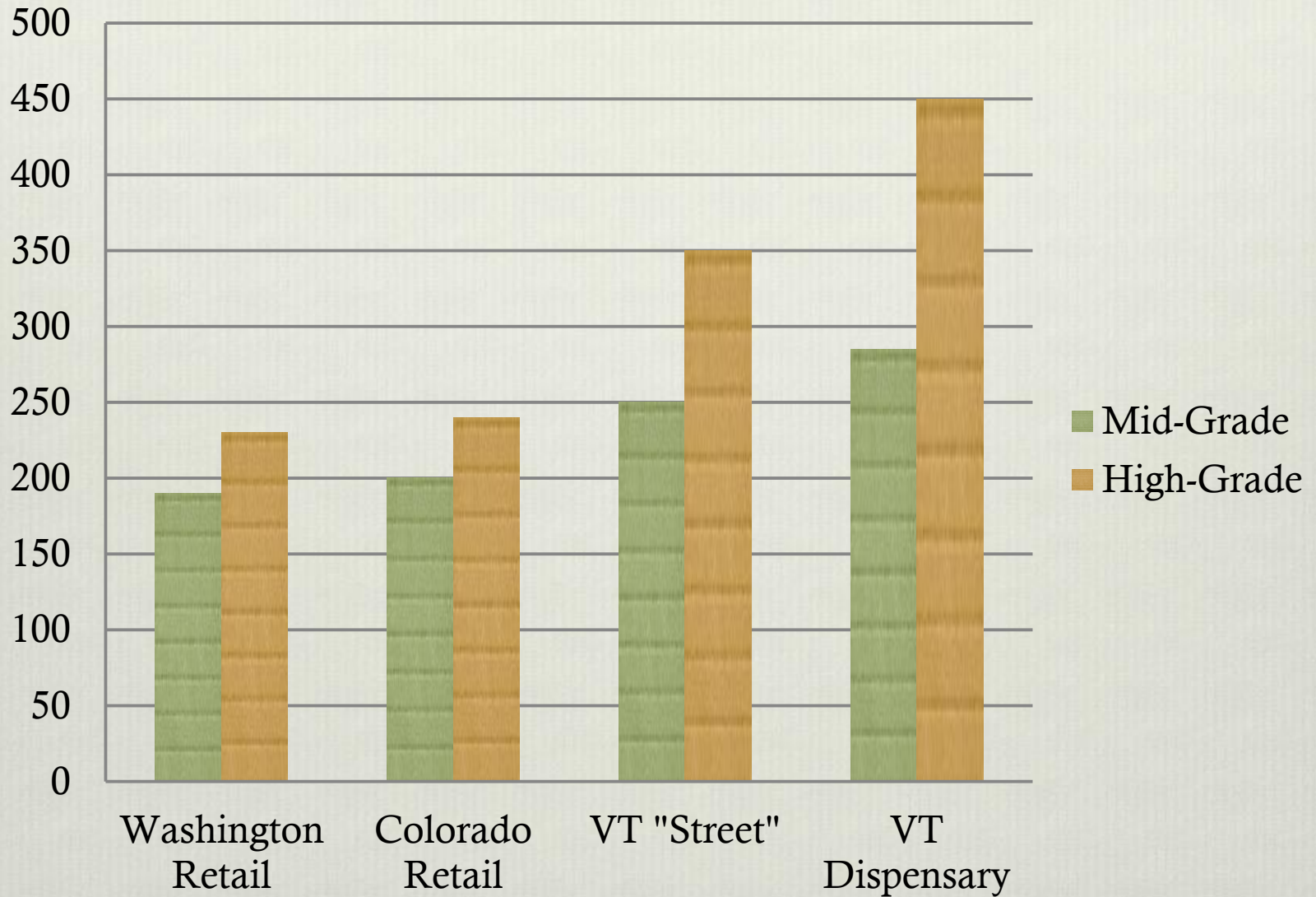
dave@davesilberman.com

Goals:

- ☑ Increasing patient access to the medical registry;
 - ✓ Referral to specialists
 - ✓ Expanded qualifying conditions
- ☑ Improving physical access to dispensaries;
 - ✓ More dispensaries in more places
- ☐ Reducing the cost burden on patients.
 - ✓ Grow and buy
 - ✓ More competition

But is that enough?

Prevailing Prices – 1oz. Dried Flower



Additional Steps to Reduce Prices:

1. Allow patients to purchase from any dispensary, without designation.
 - ❖ Risk of illegal resale low given market prices
 - ❖ Fosters competition among dispensaries
2. Allow dispensary operators to grow without regard to number of registered patients.
 - ❖ Economies of scale
 - ❖ Comparative advantage
3. Allow patients to grow outdoors.

Additional Steps to Reduce Prices, Thinking Outside the Box:

4. License independent cultivators to sell to dispensaries.
 - ❖ Increase supply to push prices down
5. Authorize caregivers to grow for multiple patients
 - ❖ Limits on remuneration?
6. Full legalization
 - ❖ In other states, dispensaries have become retailers

Thank You!

Dave Silberman is a corporate attorney in Middlebury, with over 15 years' experience advising founders, executives and financiers of private and public companies in a wide range of industries, including medical devices, financial services, pharmaceuticals, education and logistics, at every stage of corporate existence, from formation to sale. Mr. Silberman earned a B.A., *cum laude*, in Economics from Rutgers University in 1998, and a J.D., *cum laude*, from the Columbia University School of Law in 2001, where he was a John M. Olin Law and Economics Fellow and a Harlan Fiske Stone Scholar. This presentation is provided in Mr. Silberman's personal capacity, and not as a representative of any client.