

LEAFY SEMINARS

A Cannabis Education Series
Presented by Enlighten Your Grow

Real Estate and the Cannabis Industry

#LeafySeminars



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Real Estate
Sustainability
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Leafy Seminar: Real Estate and Cannabis

Wednesday, Sep. 23, 2020 NOON



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How this will work

Our two speakers will each speak for 10 minutes

Q & A

- Submit your questions via the Q & A function below as they come to you
- We will respond to them during the final portion of the session

Evaluation survey at the end of the webinar. Thank you for your feedback!



A project of
Climate Resources Group



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Real Estate Market Review

- Shortage of Commercial and Industrial inventory
- Landlord's hold all the leverage - remain selective
- Best deals remain off-market
- Competing offers and large demand from both end-users vs. speculative investors
- Lease prices continue to increase...as do construction costs
- Small-medium sized spaces are in the highest demand and have the most competition
- Financing remains limited
- Navigating Municipalities adds another layer to the process

▶ PRINCE LOBEL



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Real Estate Structures

▶ Consider the Acquisition Structure:

▶ Lease:

- ▶ Force Majeure and casualty clauses in your agreements. Ex: include, government regulations, governmental preemptions, pandemics, epidemics, disease, governmental orders, governmental moratoriums or other causes beyond the reasonable control of such Party, in your provisions.
- ▶ Default Damages: Ex: Landlord's Damages for default cannot be the possession of the cannabis product.
- ▶ Leasing can be more unstable than a typical commercial lease. Ex: Does Landlord's mortgage co. allow for cannabis uses?

▶ Purchase: buying a property gives you far less concern and far more freedom when it comes to the future of your business. Now that some local banks are becoming more open to the industry, buying real estate is feasible.

▶ Other Structures:

- ▶ Sale Leaseback
- ▶ Landlord /Ownership



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