State of the Hemp Industry

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Need Hemp?
Hemp and its many uses: Agricultural

- Rotational
- Soil Improvement
- Cover Crop
- Weed and Pollen Suppression
- Phyto-Remediation

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Hemp and its many uses:
Whole Stalk

- Bast Fiber
  - Consumer Textiles
  - Industrial Textiles
  - Advanced Manufacturing

- Whole Stalk
  - Paper Products
  - Energy and Environmental Products

- Hurd
  - Building Materials
  - Industrial Products
  - Paper

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Hemp and its many uses: Hemp Flower

- Nutraceuticals
- Cosmetics
- Pharmaceuticals

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Hemp and its many uses:

Seed

- Genetics
  - Hemp Seed
  - Hemp Oil
    - Nutrition
    - Cosmetics
    - Technical Products
  - Hemp Nut
    - Food
    - Proteins
    - Animal Feed
  - Seed Cake

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Regulatory History: How did we get here?

- Popular Science: 1938
  - Documents over 30,000 uses for hemp
- Marijuana Tax Act
- Victory for Hemp Campaign
  - Led to generational feral hemp growth
- Controlled Substances Act - 1970
- HIA v. DEA 2001 - 2004
- 7606 Farm Bill/Amendment 64 2014

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Challenges and Misconceptions

Public Sector Interference
- Tribal lands
- Non farm bill compliant
- Health claims

Private Sector Interference
- Banking
- Advertising
- 280e
General Overview of Today’s Market

- Hemp sales grew to $688M in 2016 in U.S. alone
- Cannabinoid & national hemp sales estimated at $130 million in 2016
- Estimated sales growth for hemp industry in 2020 – $1.8 billion
- 34 states have hemp legislation under 7606
- US still consumes 90% of hemp products
General Overview of Today’s Market

• Colorado farmers planted 5,800 acres of industrial hemp in 2016, nearly half of the industrial hemp planted in the United States.

• 10 times greater than acreage planted to cantaloupe and about double the acres in orchards that produce peaches.
Hemp as a commodity

**Hemp**

- Yield per acre
  - 700 lbs. of grain
  - 22 – 300 gallons of oil
  - 530 lbs. seed meal
  - 5,300 lbs. of straw

- Price per acre for hemp
  - $300-$2000*

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**Corn**

- Yield per acre
  - 160 - 180 bushels grain
  - 20 tons for silage
  - 22 – 30k ears

- Price per acre for corn
  - $700-$800

*does not include cbd crop prices

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Future Outlook of Hemp

- CBD is a game changer
- Green Sustainable Economy
(YES!)

Need Hemp.

✓ Address the needs of industry
✓ Address the needs of the public
✓ Address the needs of the market