

Submitter: Jeff Sayler  
On Behalf Of:  
Committee: Senate Committee On Rules  
Measure: HB4016

My name is Jeff Sayler. I'm an Oregon native, born and raised in Tillamook Oregon. I've been involved in the cannabis industry for well over a decade. Beginning in the OMMP system in 2008, then entering the states recreational cannabis industry in 2018. The direction that the industry is taking is very concerning to me, and is not in line at all with the spirit of the law that the people voted for in measure 91. Big money interests and out of state investors, enabled by olcc oversight and government legislation, have created a market which is flooded with low quality products being sold to the end consumer at a premium price. Meanwhile, small scale, innovative farmers, are being blocked from entering the market by producer license moratoriums and, as a result, artificially inflated resale values for existing producer licenses. I understand the need to address the over supply issue the state is facing, but stopping the issuance of new producer licenses while allowing the sale and expansion of existing licenses is in no way an effective way to address the issue. A better way to address the over supply is to permanently stop all license transfers, and temporarily end all license expansions. If a business has proven it is incapable of competing in the industry, what business do they have making a quarter of a million dollars off of the sale of their license alone? How does this benefit the industry? Banning the sale of licenses would discourage big money interests, and out of state investors from entering a market they know nothing about, with the security of knowing they can recoup their losses when they fail by reselling their license at an extravagant artificial inflated rate. I propose that we stop all license transfers, and resume issuing micro tier producer licenses only, with the potential for expansion in following years once the farm has proven it has a viable business model, and has had no violations. This would address the over supply problem, and reinvigorate the industry with new farmers who have fresh perspectives and a strong desire to participate. I would also like to propose reinstating the ban on out of state owners, this was part of the law that the people of Oregon originally voted for, and is still in line with the ideals if the majority of Oregon citizens. I believe these actions would be great steps in addressing the issues faced by the industry and would begin to bring the industry back into alignment with the spirit of what the people of Oregon voted for. Thank you.