



VERMONT
BANKERS
ASSOCIATION, INC.



GREEN CHECK

Virtual Event

Cannabis Banking in Vermont: Market Overview and Fundamentals

Thursday, June 30th
2 PM EST

Vermont adult-use cannabis sales plan to start in October 2022. Sales estimates predict that medical and adult use combined will amount to: **\$117.9 million in 2023, \$235.5 million in 2024, \$244.3 in 2025 and \$222 million in 2026.** Vermont encourages financial institutions to provide financial services to cannabis businesses, but many are discouraged by the perceived regulatory and compliance burden of doing so, as well as questions around how to create a scalable, profitable program.

Accordingly, on June 30th from 2pm to 3pm, the Vermont Bankers Association and Green Check Verified will present “Cannabis Banking in Vermont: Market Overview and Fundamentals,” a complimentary, one-hour virtual presentation that arms Vermont banking professionals with the knowledge they need to engage with the legal cannabis industry in Vermont.

This two-part educational event will be taught by Green Check Verified subject matter experts — with experience building and scaling cannabis lines of business with over 100 U.S. financial institutions.



SESSION 1: THE FUNDAMENTALS OF CANNABIS BANKING

- Essential terminology: cannabis/marijuana/hemp, THC/CBD
- The cannabis market opportunity in the US
- The cannabis market opportunity in Vermont
- Defining cannabis businesses and identifying their needs
- Federal and state cannabis law, guidance, and regulations
- FinCEN's 2014 marijuana banking guidance: what you need to know
- Locating and onboarding cannabis businesses
- Ongoing monitoring and working with your examiner
- Case Study: Financial Modeling and Risk Assessment Exercise



SESSION 2: SPECIAL CONSIDERATIONS IN VERMONT

The Vermont legal cannabis industry comes with its own particular challenges and opportunities. In this session, we will explore the current state of Vermont cannabis market; where that market is headed; and what financial institutions in Vermont need to understand to grow with this industry safely and effectively.

TAKEAWAYS

- Copies of all presentation materials
- A cannabis banking policy template
- A copy of the sample financial model developed during the session
- A copy of the sample risk assessment developed during the session
- 90-day access to a recording of both sessions

REGISTRATION FORM

Name of Bank _____

Contact Person _____

The following Individuals will attend

Name	Title	Email
_____	_____	_____
_____	_____	_____
_____	_____	_____

Questions about the event? Please Contact:



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