The Crossroads Campaign

to *Align Federal Legislation and USDA Rulemaking with the Domestic Hemp Industry*

agriculturalhempsolutions.com

888-388-HEMP



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Our Experience

Domain Expertise D.C. Trusts

Established in 2017, Agricultural Hemp Solutions, LLC (AgHS) has more than 10 years of experience in hemp advocacy and lobbying, including drafting and negotiating legislation, and guiding policy development and implementation at the state and federal levels.

AgHS co-authored and negotiated key portions of the Hemp Farming Act of 2018 (s.2667) and the language in the Agriculture Improvement Act of 2018 (2018 Farm Bill), federally legalizing hemp.

AgHS has authored, passed, and implemented, or influenced multiple comprehensive state hemp programs including those in Oregon, South Carolina, Wisconsin, Alaska, Missouri, and Florida.

AgHS has developed working relationships beyond party lines and rotunda capitol offices. AgHS's strategy liaisons between stakeholders, lobbyists, legislators, agency personnel, law enforcement, advocates, organizations, and counter groups. A proven track record for grassroots success, astute legislative analysis, and strong campaign management follow our efforts.

Our experience provides us with unparalleled political access, trust, and authority that stretches across the aisle in Washington. By working hand-in-hand with legislators, regulators, and grassroots activists to build public momentum through both personal outreach and coalition building, we get it done!

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The Situation

Legislative and Regulatory History

On December 20, 2018 hemp was federally legalized under the 2018 Farm Bill.

On October 31, 2019 the U.S. Department of Agriculture (USDA) published the Interim Final Rules (IFR) regulating hemp production providing the industry with guidance on the federal regulation of commercial hemp production. These rules sunset October 31, 2021 or when final rules are published, whichever is sooner.

As currently written, the USDA Interim Final Rules regulating hemp production under both approved State/Tribal Plans and the **USDA IFR Plan threaten the survival and success of nascent and established businesses, as well as farmers.**

The 2018 Farm Bill and the IFR provide for a one-year transition from the 2014 Farm Bill Pilot Programs that U.S. hemp farmers and businesses have operated under for the past six years, to full implementation of the 2018 Farm Bill and IFR on October 31, 2020. This transition period was extended by Congress through a Continuing Resolution until September 30, 2021.

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The Situation

An Industry at Risk

Full implementation of the IFR will lead to onerous regulation nationwide that is more restrictive than most Pilot Programs established under the 2014 Farm Bill, putting the industry at risk of losing the protections achieved over the past six years and negatively impacting bottom lines.

Examples of concerns with the IFR include but are not limited to:

1. Allowing farmers only a 15-day harvest window with each sampling.
2. Non-representative sampling methodolgies.
3. Mandatory testing of every lot of hemp produced.
4. Requiring testing laboratories to register with the Drug Enforcement Agency (DEA).
5. Arbitrary negligence THC threshold that delineates a farmer's criminal risk.
6. ≈40 call outs to the DEA in the IFR.

Current regulations do not reflect legislative intent and put the industry and farmers directly at risk of being engaged in criminal activity.

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Objectives

- **Reasonable oversight** of commercial hemp program
- Adoption of **rational final rules** consistent with the intent of the 2018 Farm Bill
- **Science-based** federal legislation (1% definition)
- Broaden USDA authority over federal hemp program
- Establish **protections for U.S. hemp farmers** and ancillary businesses

Strategy

- **Influence USDA final rulemaking** through strategic lobbying of USDA, the Department of Justice (DOJ), and Congress
- Coordinate **science-based education**
- **Secure passage** of subsequent federal legislation



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USDA, DOJ, and Congress

If U.S. hemp farmers and agribusinesses are not protected through regulation and legislation and the production of hemp itself is burdened and restricted by onerous regulation, the issues relating to supply chain, market, and consumer goods will be of little concern. As such, the Campaign is focused on influencing USDA, DOJ, and Congress and will not focus on matters relating to FDA.

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In Motion

1. AgHS has had multiple meetings in D.C. with USDA and key members of Congress discussing the industry's concerns with the IFR.
2. AgHS secured the extension of the intial USDA IFR comment period from December 30, 2019 to January 29, 2020
3. AgHS consulted on the Congressional responses to the IFR submitted to USDA Secretary Purdue on November 20, 2019, and July 29, 2020 directing USDA to adhere to the legislative intent of the 2018 Farm Bill.
4. AgHS collaborated with Congress in securing the extension of the 2014 Farm Bill Pilot Programs until September 30, 2021.



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Next Steps

Teaming with key stakeholders from across the country, AgHS sets out to accomplish these major goals:

1. **Throughout the Domestic Hemp Production Program final rulemaking process which ends no later than October 31, 2021:**
    a. Educate influencers of policy and regulation development, including USDA; DOJ; local law enforcement organizations; state departments of agriculture; the American Farm Bureau Federation; and industry and agricultural associations to build a level of demonstrable political will that coincides with the needs of hemp farmers and agribusinesses nationally.
    b. Submit data, provide testimony, and lobby the USDA, DOJ, and Congress during rulemaking to achieve science-based regulation of the hemp industry.
2. **During the 117th Congress, which begins January 3, 2021**
    a. Lobby for the introduction and passage of federal legislation that creates broader protections for hemp farmers nationally and sound regulatory authority for USDA, including a 1% THC definition for hemp.
    b. Lobby for implementation of and funding for federal programs designed to support the growth of the industry for global agricultural leadership.

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Chief Legislative Strategist

Courtney N. Moran, LL.M., Chief Legislative Strategist for Agricultural Hemp Solutions, LLC and Founding Principal of EARTH Law, LLC is the leading expert on U.S. hemp law championing legal policy for hemp agribusiness development.

In Washington D.C. Courtney worked closely with the offices of Senator Ron Wyden (D-OR) and Senate Majority Leader Mitch McConnell (R-KY) in drafting and negotiating the Hemp Farming Act of 2018 (S. 2667). This language was included in the 2018 Farm Bill (the Agriculture Improvement Act of 2018) federally legalizing hemp.

She successfully lobbies on behalf of the Oregon Industrial Hemp Farmers Association and has passed HB 4060 (2016) (H. 54-4, S. unanimous), SB 1015 (2017) (H. unanimous, S. 26-3) and HB 4089 (2018) (H. 58-1, S. unanimous) bills that protect Oregon hemp agricultural interests.

Courtney successfully litigated the landmark cases KaB, LLC v USPS, MLB 18-39 (2018) and RNF, LLC v USPS, MLB 18-113 (2018) establishing precedent for the shipment of hemp, specifically hemp-derived CBD and viable hemp seeds through the US Postal Service.

Courtney's article, Industrial Hemp: Canada Exports, United States Imports was published by the Fordham Environmental Law Review. She participated in the United Nations General Assembly Special Session on the world drug problem in April 2016. In October 2016, Courtney testified before the Senado de la República in Mexico City, Mexico.

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Team

Supporting our Work



Dea Woods

Controller



Sophia Blanton

Campaign Manager



Justin Bailey

Operations



Emily May

Administration

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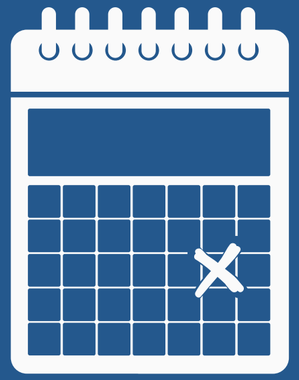
Our Deliverables

Clients of AgHS can expect

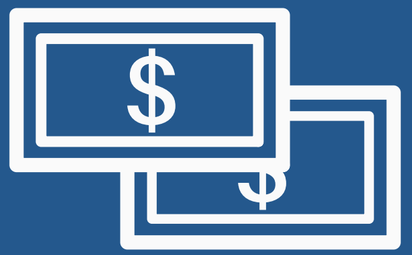
- Thorough evaluation of needs and legislative or regulatory goals
- Consultations with clients to formulate comprehensive strategy
- Ongoing strategy sessions with clients to assess and refine goals
- Registering and maintaining status as federal representative
- Submitting and explaining client concerns and asks to USDA and Congress
- Formulation of one-pager and development of all necessary advocacy materials
- Drafting of any specific legislative or regulatory language
- All necessary meetings with federal stakeholders to create and maintain vital relationships, gather intelligence, and promote the desired outcomes
- Invitations to attend key meetings
- Detailed Congressional bill tracking and analysis, email updates, and action recommendations including legislative issue alerts
- Detailed USDA regulatory tracking and analysis, email updates, and action recommendations including USDA regulatory issue alerts
- Pertinent committee hearing attendance and e-mail updates
- Engagement with state departments of agriculture and key state representatives to support regulatory changes sought
- Engagement with industry organizations to support campaign goals
- Monthly Report
- Update Calls

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Client Retainer Fees



Minimum 12 month engagement



See Tiers of Engagement

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OUR INDUSTRY IS UNDER SERIOUS THREAT!

Collective action NOW is essential to
protect your future.

Join the Crossroads Campaign today to
ensure hemp's victory as
America's next commodity cash crop.

campaigns@agriculturalhempsolutions.com
888-388-4367

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ROGUE RIVER
METOLIUS RIVER

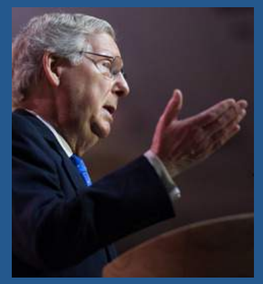



Hawaii Hemp
Conference






OREGON'S SENATOR
JEFF MERKLEY



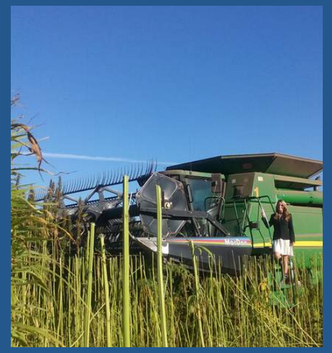

Photography: Chris W. Nelson
Jefferson City, Missouri
Courtney Moran and Senator Brian Mun




INDUSTRIAL HEMP










NCSL


HFA