



Date: 7/13/21

Virtual Meeting

(in lieu of meeting at the 2021 Summer National Meeting)

CANNABIS INSURANCE (C) WORKING GROUP

Monday, July 19, 2021

2:00 – 4:30 p.m. ET / 1:00 – 3:30 p.m. CT / 12:00 – 2:30 p.m. MT / 11:00 a.m. – 1:30 p.m. PT

Tuesday, July 27, 2021

2:00 – 4:30 p.m. ET / 1:00 – 3:30 p.m. CT / 12:00 – 2:30 p.m. MT / 11:00 a.m. – 1:30 p.m. PT

ROLL CALL

Ricardo Lara, Chair	California	Marlene Caride	New Jersey
Michael Conway, Vice Chair	Colorado	Glen Mulready	Oklahoma
Lori K. Wing-Heier	Alaska	Andrew R. Stolfi	Oregon
Jimmy Harris	Arkansas	John Lacek	Pennsylvania
Michael Gould	Delaware	Elizabeth Kelleher Dwyer	Rhode Island
Angela King	District of Columbia	Christina Rouleau	Vermont
C.J. Metcalf	Illinois	Michael Walker	Washington
Gennady Stolyarov	Nevada		

NAIC Support Staff: Anne Obersteadt/Aaron Brandenburg

AGENDA

Monday, July 19, 2021

SESSION 1: SETTING THE CANNABIS STAGE

- 1:00 – 1:05 p.m. **Opening Remarks**—*Melerie Michael (CA)*

- 1:05 – 1:25 p.m. **Presentation:** Understanding the Geographical Expansion of States Legalizing Cannabis and its Impact at the Federal Level—*Ian Stewart (Wilson Elser)* Attachment A

- 1:25 – 1:45 p.m. **Presentation:** Overview of the Cannabis Business Regulatory and Licensing Landscape—*Norman Birenbaum (Cannabis Regulators Association—CANNRA)* Attachment B

- 1:45 – 2:05 p.m. **Presentation:** Cannabis Insurance Market Segments and Insurance Needs from Seed to Sale for Vertically Integrated and Niche Players—*Michael Hall (Golden Bear) and Summer J. Jenkins (National Cannabis Industry Association [NCIA] and Cannasure)* Attachment C

- 2:05 – 2:20 p.m. **Session Q&A**

SESSION 2: INSURANCE PRODUCT AVAILABILITY

- 2:20 – 2:25 p.m. **Opening Remarks**—*Peg Brown (CO)*

2:25 – 2:45 p.m. **Presentation:** Expanding Commercial Product Options—*Joe Lam (Insurance Services Office—ISO) and Joseph Jonas (American Association of Insurance Services—AAIS)* Attachment D

2:45 – 3:20 p.m. **Panel Discussion:** Admitted and Nonadmitted Coverage Across the Cannabis Business Sectors—*Beth Medvedev (James River), Michael Hall (Golden Bear), Summer J. Jenkins (NCIA and Cannasure), and Norman Ives (Amwins)*

3:20 – 3:30 p.m. **Session Q&A**

Tuesday, July 27, 2021

SESSION 3: BARRIERS TO COVERAGE AVAILABILITY AND AFFORDABILITY

1:00 – 1:05 p.m. **Opening Remarks**—*Peg Brown (CO)*

1:05 – 1:25 p.m. **Presentation:** Balancing Actual and Perceived Risks—*Brenda Wells, Ph.D. (East Carolina University—ECU)* Attachment E

1:25 – 2:00 p.m. **Panel Discussion:** Uncovering Obstacles to Offering Coverage—*Ian Stewart (Wilson Elser), Lois J. Massa (GJ Sullivan Co. Reinsurance—GJS Re), Michael Hall (Golden Bear), and Tim McCarthy (ISO)*

2:00 – 2:35 p.m. **Panel Discussion:** Insurance Coverage Challenges—*Summer J. Jenkins (NCIA and Cannasure), Norman Ives (Amwins), Beth Medvedev (James River), Michael Hall (Golden Bear), and Ian Stewart (Wilson Elser)*

2:35 – 2:45 p.m. **Session Q&A**

SESSION 4: MOVING FORWARD

2:45 – 2:50 p.m. **Opening Remarks**—*Melerie Michael (CA)*

2:50 – 3:25 p.m. **Panel Discussion:** What’s on the Horizon? How Can Insurance Regulators Help?—*Summer J. Jenkins (NCIA and Cannasure), Michael Hall (Golden Bear), and Norman Ives (Amwins)*

3:25 – 3:30 p.m. **Hearing Q&A**

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