Analytical Testing of Cannabis within a Business

By: Connor Graeff

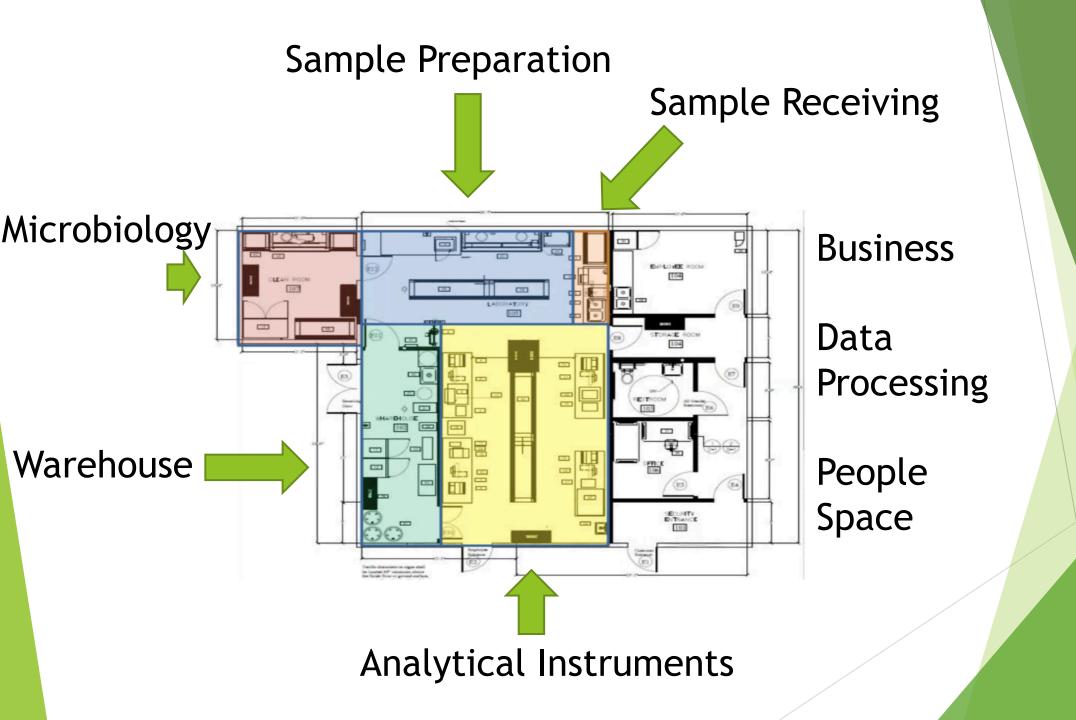
Setting up a Cannabis Lab "Business"



Treat the lab as a business

Build the business around the lab

Time is your biggest cost

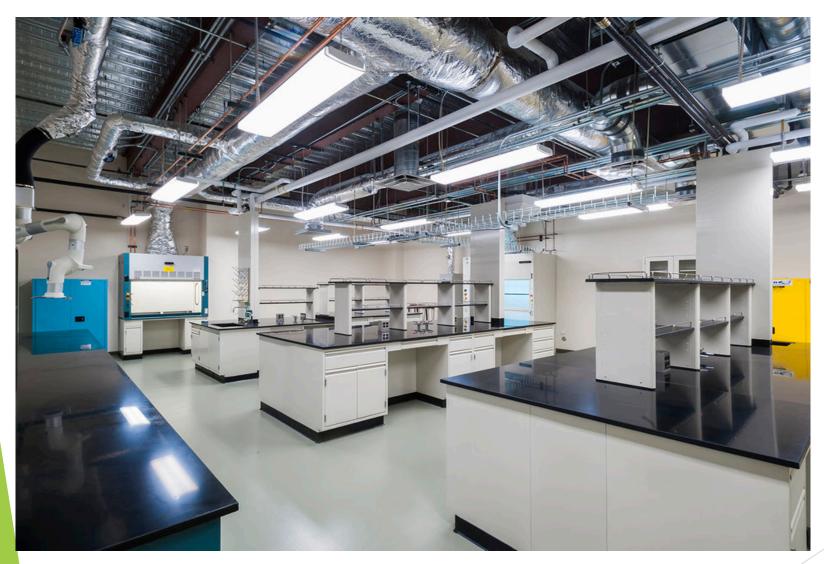


Basic layout for the Lab Total Space



- "Turn Key"
 Business
- Movable Benches for future space
- Build for the future

Power/Venting/Benches/Instruments



A/C Units

Prep Hoods

Benches

Power

PerkinElmer and Emarald Scientific



PerkinElmer supply's the instruments and SOP's

Emarald Scientific supply's the consumptions



Instruments

Heavy Metals / Minerals		Potency Cannabinoids	Residual Solvents, Terpenes	Pesticides Mycotoxins
ICP/MS	Sample Prep	HPLC	GC/MS Headspace	LC MS/MS (ESI - APCI)
	1000 P			
NexION-2000B	TITAN	Flexar HPLC	Clarus SQ8	QSight 420

Inductively Coupled Plasmas Mass Spectrometry

Automated Cannabis Lab "Future Lab"



RECEIVE & WEIGH SAMPLES

Measure out representative Cannabis or Hemp sample

SAMPLE PREPARATION

JANUS® G3 420 Workstation with ONE Pesticide^{420™} reagent kit, vortex, centrifuge & integrated barcode scanner

INSTRUMENT ANALYSIS

QSight® 420 LC/MSMS System -Completes the entire pesticide method

DATA PROCESSING

Full Regulatory Compliance & Client COA Report

24 Hour Lab

Standard Operating Procedure

► Instruments with SOP = solution

Instruments without a SOP = project





Top Line Revenue

- Certification of Analysis
- Average revenue per sample \$500-\$800
- ▶ 20 samples a day
- 20 samples a day X \$500 per sample X 22 days in a month = \$220,000
- ► 12 months in a year X \$220,000 = \$2.64 million per year

Turn Around Time

How fast can you get the test results to your costumers

▶ 24 hours, 48 hours, 74 hours



Expenses

Business model

Capital Expenses "Instruments, Warehouse/Building, Company Trucks"

Paying Employees 10-12 employees \$50,000 = \$500,000 year

Future Business/Job Opportunity

Start working in a cannabis lab

► Then start your own business

► Takes money to make money

Acknowledgements

Brad Sturgeon

Alec Hayes

PerkinElmer

► Emarald Scientific