

Testimony for HF1516 Low Potency Hemp  
Jes Naturals LLC – Outline of 3 Key Issues Regarding Cannabis Bill

My name is Patty Gilk. I am a registered nurse, and the owner and founder of Jes Naturals CBD Wellness. Seven years ago, I had three kids in college: John Emily and Sam (that's where the name JES came from). At that time, I started going through menopause. I talked to my doctor and told him I was going to research the science behind CBD products for a natural solution to my symptoms.

In late 2018, there were over 3000 CBD brands. After extensive research, I chose some brands that were reputable, and I started taking CBD every day and not only was it calming right away, it literally changed my life.

It's at this point that I became so passionate about sharing this knowledge with every one I knew, that my family encouraged me to open a business in our community to educate and provide a safe place to purchase the highest quality CBD products.

Now, six years later, we have grown to three locations in Excelsior, Eden Prairie and Victoria. Not only do we educate the community, we are members of three local chambers, donate to many local causes, and help thousands of people, in 2023 we were awarded business of the year by the Excelsior Lake Minnetonka Chamber of Commerce.

Over the years, there have been many bills written with ongoing changes. First, positive laws for consumer safety were put in place. This helped me to make business decisions like opening new locations, but then, attempting to take away legal products that I have been carrying in my stores. The majority of the products that Jes Naturals offers are not intoxicating and we do not sell any smokable products. Some of the proposed changes in the bills would significantly reduce the number of products we can offer our customers or make them so costly we couldn't be competitive.

Many of my customers are Minnesota seniors and a lot of them do not want to be forced into a recreational dispensary for their CBD products. If businesses like Jes Naturals go away, consumers will go online and buy unvetted products.

There are three items that I would like to address. I appreciate all the work that everyone has done on the bills so far, but it is not enough to keep my doors open in our community.

## Issue #1 Limits on Non-Intoxicating Cannabinoids

The changes in the bills are restricting my business in ways that are not reasonable. Putting impractical limits on non-intoxicating hemp products for me, but not a cannabis retailer is not fair.

Minnesota has long recognized a clear distinction between intoxicating and non-intoxicating cannabinoids. Under Statute 342.01, Subd. 50, non-intoxicating cannabinoids such as CBD (cannabidiol), CBC (cannabichromene), CBG (cannabigerol), and CBN (cannabinol) are explicitly defined as separate from intoxicating compounds like THC (tetrahydrocannabinol). However, Statute 342.46, Subdivision 6 revision in HF1615 line 53.8, still imposes arbitrary limits on non-intoxicating cannabinoids, and it looks like HF1615 line 53.8 on line 53.12 “or a container” should be crossed out. I would still like no limit on non-intoxicating cannabinoids or at least a 3000mg per bottle. This is also more economical for the consumer.

Issue #2 Allow Low-Dose Hemp Retailers to purchase MN compliant products from reputable out-of-state companies, without paying \$10,000 a year, for a wholesale license, which is an unreasonable amount for a small business. I have been doing this legally for six years and understand that we want things safe, but if I register the out-of-state brands, that should be sufficient.

My business model is vetting the best products in the country all in one place. We adhere to the Whole Foods banned ingredient list to choose our brands. There are many companies that use dyes and chemical preservatives, which will not carry. I have Mn brands, as well as very popular and highly reputable out of state brands. Minnesotans need to have in-store access to the best products on the market today, regardless of manufacturing location. It took years to build relationships with my out-of-state manufacturers.

It looks like the above hemp importation issue is addressed in the New omnibus bill HF1615, line 63.4 section 19[342.455], while I appreciate this, it is \$10,000 a year for a license, which again is unreasonable for a small business.

Issue #3

Non- intoxicating products like CBD can be on any shelf in the store, with the THC beverages - not behind the counter with intoxicating THC products.

Minnesota statute 2024, section 342.45 subdivision 4 is amended in HF1615 line 68.8

Add the word “intoxicating” lower potency hemp edibles except for beverages need to be displayed behind the counter or in a locked case.

And finally, I know there is room for everyone in this cannabis space. Please don't forget about small businesses, and the huge demographic of Minnesotans who just want low potency hemp products, and are so grateful that they have a place like Jes Naturals to visit!

I appreciate all of your work on this and I am available at any time for questions.

Patty Gilk

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