

## **From Seed to Success™ Strategy Second**

### *Considerations for Launching Cultivation Start-Ups in Foreign Countries*



#### **Will this opportunity present an elevated safety risk to you or your employees?**

- What is the political stability of the region where you are considering doing business?
- Is there an elevated risk of natural disasters?
- Does the country in question present an increased risk of human disease?
- Is there native wildlife that could pose a threat to your cultivation team?
- What language do people speak there? Does anyone on your team speak that language?

#### **Does pursuing this opportunity make business sense?**

- Does the country in question allow for medical or recreational cannabis sales?
- Do the regulations allow for export as well as domestic sales?
- What form of cannabis is permitted for export?
- Are there any regulations that restrict plant count or canopy size?

- Do the regulations allow for both high-CBD and high-THC cultivation?

### **How much will this project cost?**

- What are the CapEx and OpEx expenses involved in launching a cultivation facility?
- Have you budgeted \$2M USD for buying land, building greenhouses, and hiring?
- Are there any hidden costs of doing business?
- What is the international market demand for your product?
- What is the domestic market demand for your product?

### **Where should you build?**

- What is the growing climate like?
- If outdoors or greenhouse production, how much sunlight is there year-round?
- Is there a reliable water source for your cultivation facility?
- Is the proposed cultivation site easily accessible?
- Is it located away from chemically intensive crops?

### **Where should your money be spent?**

- Will you staff your cultivation team with the local workforce?
- Have you identified greenhouse builders experienced with international projects?
- Have you identified a local general contractor (GC) to manage all construction?
- Will you source high-volume inputs, such as grow substrates, locally?
- How will you find your head grower?