



## SURVEY OF THE TRADE: CANNABIS IN CA: 2016 AGGREGATE DATA SURVEY

Thank you for considering sharing the following information. It will help inform our policy work tremendously and help us better serve you, the cannabis business community in CA. Please only answer the questions you feel comfortable answering and that you know the answer to. If you don't know the answer please leave blank.

Please put your contact info on the attached sign-in sheet. We will not associate your name or identity with the information on this survey. Survey responses are completely anonymous unless you want to have follow up conversation. If you are willing to have follow-up conversations regarding your survey please put your name and email here:

### ECONOMICS AND EMPLOYMENT

1. Do you work in the cannabis industry? Please briefly describe the work you do: \_\_\_\_\_
  
2. What license type or types will you be applying for? \_\_\_\_\_
3. What county do you work in? \_\_\_\_\_
4. How would you describe your role in the industry:
  - a. Owner\_\_\_\_ Manager\_\_\_\_ Hourly Labor\_\_\_\_ Piecework\_\_\_\_ Trimming\_\_\_\_
  - b. Other, please explain: \_\_\_\_\_
5. How many people are employed at your farm or business? \_\_\_\_\_
6. How many full time equivalents does your farm or business employ? \_\_\_\_\_
7. Do you track wages and hours for all employees? \_\_\_\_\_
  - a. Are you familiar with labor laws? \_\_\_\_\_ Would you attend a workshop on the topic if we organized one? \_\_\_\_\_
8. Do claim some or all of this income on your taxes? \_\_\_\_\_ What percentage? \_\_\_\_\_
  - a. Are you familiar with tax requirements? \_\_\_\_\_ Would you attend a workshop on the topic if we organized one? \_\_\_\_\_
9. What percentage of your annual household income comes from cannabis? \_\_\_\_\_
10. What are is your gross revenue per year? \_\_\_\_\_
11. What is your net revenue per year? \_\_\_\_\_



## QUESTIONS FOR GROWERS:

12. What is the estimated annual harvest (in lbs) on your farm? \_\_\_\_\_
13. What is the estimated cost per pound to grow cannabis on your farm? \_\_\_\_\_
14. Do you grow other crops on the farm? \_\_\_\_\_
  - a. What percentage of time on the farm do you spend working with cannabis? \_\_\_\_\_
  - b. What percentage of the total work hours on the farm are spent working on cannabis? \_\_\_\_\_
  - c. What else does your farm grow? Are these things grown for market? Please explain: \_\_\_\_\_
  
15. What percentage of your harvest is grown:
  - a. Indoor \_\_\_\_\_ Outdoor \_\_\_\_\_ Light dep \_\_\_\_\_ Greenhouse \_\_\_\_\_
  - b. Other \_\_\_\_\_ Please explain: \_\_\_\_\_
16. How many square feet do you have in production on your farm? \_\_\_\_\_
17. Would you grow more square footage if regulation permitted it? \_\_\_\_\_
18. How many square feet would you ideally grow? \_\_\_\_\_
19. How many acres is the parcel your farm is located on? \_\_\_\_\_
20. What is your land zoned? \_\_\_\_\_
21. How much water do you use per year? \_\_\_\_\_
22. How much water storage capacity do you have installed on your farm? \_\_\_\_\_
23. Do you have permits for your water diversion, storage, and/or use? \_\_\_\_\_ Would you attend a workshop on permits and water rights if we organized one? \_\_\_\_\_
24. Do you grow organic? \_\_\_\_\_
25. Are you certified by any third party certifier? Which one? \_\_\_\_\_



**ABOUT YOU:**

How long have you done this work? Tell us a bit about your story.

Have you ever been arrested for cannabis charges? Were you convicted?

Do you support regulation of cannabis? Please explain

Do you support legalization of cannabis? Do you support any of the currently proposed initiatives?



What would you like to learn more about? What workshops or information would help you improve your farm or your quality of life as a business owner?

What are the biggest challenges facing your business?

Is there anything else you would Cal Growers to know?