



ICIA

INDIGENOUS CANNABIS INDUSTRY ASSOCIATION

Supporting Indigenous Cannabis



Advancing cannabis and industrial hemp policies that promote and protect Tribal Sovereignty while building access to safe, well-regulated medicinal and adult-use cannabis and fostering economic opportunities in the hemp industry for Indian Country when a community chooses to.

The Indigenous Cannabis Industry Association exists to promote the exploration, development, and advancement of the cannabis and hemp industry for the benefit of all Indigenous communities. ICIA is dedicated to the advocacy and empowerment of our Indigenous cannabis businesses, influencers, and aspiring entrepreneurs along with being a conduit of connection and data for Indigenous Nations as we push towards a vision of an equitable, just, and sustainable Indigenous cannabis economy.

Advocacy



Empowerment



Connection



Policy



Deeply Rooted In Our Tribal Communities



Goals, Accomplishments:

Organizing & uniting tribes to strengthen priorities with our policy & research focus

Developed the Tribal Nation's Cannabis & Policy Tool Kit

Creation of National policy priorities for collective advocacy

1st ever Tribal Cannabis & Hemp Program Comprehensive Map & Database

Building a clearinghouse of data collection including Tribal compacts and ordinances for policy research

Networking Indigenous Cannabis Tribes, entrepreneurs and allies to grow Indian Country in the emerging cannabis industry

Successfully convening hundreds of tribal leaders for cannabis policy summits and leading bipartisan coalitions to advance Indigenous cannabis priorities

What is ahead?

- Recruiting experts for ICIA policy think tanks and business incubator & mentorship programs
- Creating a draft tribal sovereignty bill for 2025 & beyond
- Publishing economic jobs and community impact report w/ Vicente LLP and partners (UC Berkley & UNLV)
- Growing partners
- **Membership:**
We need you!

Tribal Cannabis Policy Overview

The Cole Memorandum sets out eight priority areas for federal marijuana enforcement with a focus on public health and safety. This policy statement makes clear that these considerations and limitations apply in Indian Country. The Cole Memorandum does not alter the authority or jurisdiction of the United States to enforce federal law in Indian Country.

Marijuana remains illegal under federal law so it is imperative that tribes work with Congress to facilitate legalization, especially because the federal government has particular authority over law enforcement matters on most reservations. ICIA is developing a plan and strategy to elevate tribal cannabis voices in impending federal legalization as well as the long-term actions for technical assistance and training to ensure tribal communities have access to health & economic development in cannabis.



**Indian Country is at the center
of two, multi-billion dollar
economic shifts**

A Pathway To Significant Scale

Tribally Owned & Operated Dispensaries and Farms*

1998: Washington legalizes medical marijuana.

2012: Washington and Colorado are the first states to legalize recreational marijuana.

2015: Two tribes, Squamish & Squaxin, Green light cannabis after negotiating individual compacts

2024: 23 states allow recreational cannabis sales, 27 states have decriminalized, with Idaho, Nebraska and Kansas continuing traditional probation.

As of 2025, there are over 100 tribally regulated hemp and cannabis programs in 23 states.

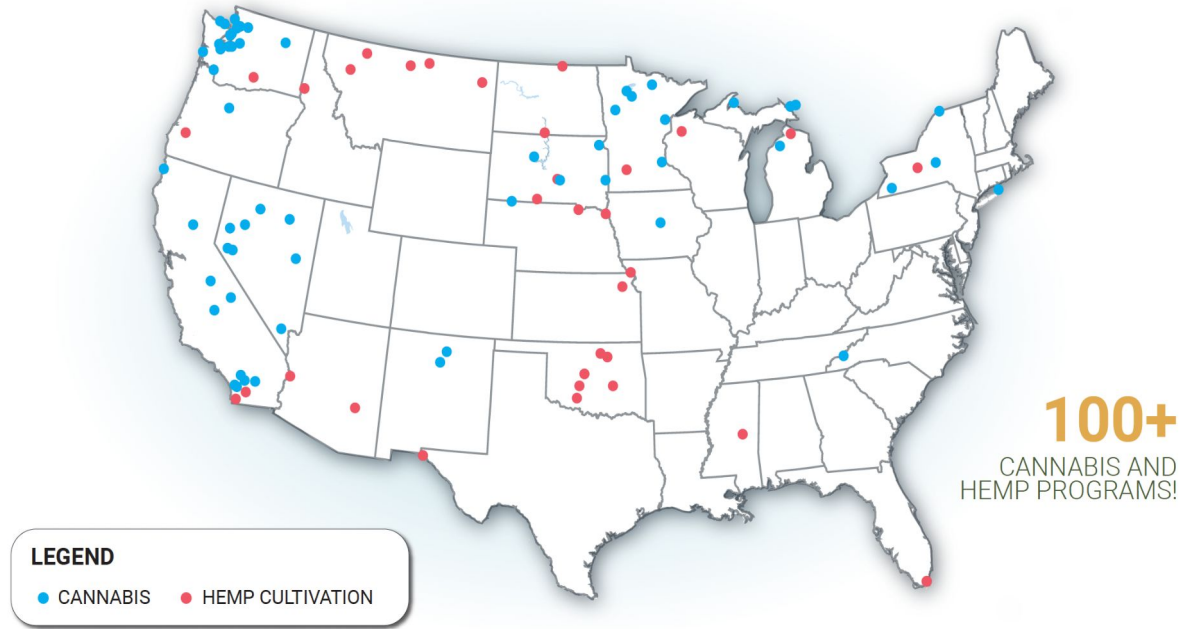
*Tribally owned & operated includes ONLY tribes; not tribally licensed or tribal member owned which is ICIA's Membership target in addition to Tribally owned businesses, farms, packaging companies, testing facilities, labeling outlets and processors



A Pathway To Significant Scale



INDIGENOUS CANNABIS AND HEMP PROGRAMS



100+
CANNABIS AND
HEMP PROGRAMS!

Indigenous Cannabis Industry Association (ICIA)

2016

\$6.5 billion in reported sales for all state-legal cannabis retail activity with a majority of Indian Country still not engaging in cannabis economic development

2021

\$25 billion in reported sales for all state-legal cannabis retail activity

2026

Experts estimate \$52 billion in cannabis retail activity even if cannabis remains federally illegal

These figures do not include data from Tribal cannabis operations, or entities licensed under tribal authority NOR are they accounting for the LEGAL CBD Market, which according to the FDA's "A New Way Forward" report is expected to exceed \$10 billion by 2027

Strengthening the ICIA

PARTNERSHIPS FOR INDIAN COUNTRY

Indigenous Cannabis & Hemp: A New Way Forward
Consulting with Tribal Leaders and Health Care Providers on Complex areas of Policy and Product Development in the US

- Educating Tribal Leaders to lead on Tribal Regulatory frameworks that protect communities and families from harm
- Advancing Tribally led clinical research on cannabis efficacy that informs and promotes robust scientific research by and for Indigenous communities
- Protecting and Promoting Public Health with respect to cannabis products in Tribal communities (*Increase the agencies resources to include tribal communities alongside federal, state and local)

Organized Efforts to Assist Indian Country in :

The policy reform need is great. ICIA will help lead Indian Country's efforts for federal policy reform leading to the protection of tribal sovereignty in cannabis commerce. Additionally, our legal team is preparing policy impact assessments on behalf of Indian Country to preserve and protect tribal communities in hemp and cannabis.

ICIA Funding Goals

Target: \$2 Million in the next 2 years

Indigenous Cannabis Business Development Fund:

\$.5 million is reserved for Indigenous equity loans and \$.5 million for technical assistance grant awards, cannabis business mentorship programs, workforce curriculum development for TCU's, as well as direct services to Indigenous communities for clemency, expungement and access to work programs for Tribal communities. We plan to hire additional staff to help with the administration of the Tribal CBD Fund Program once funded.

Organized Efforts to Assist Indian Country in Cannabis:

The policy reform need is great. ICIA will help lead Indian Country's efforts for federal legalization advocacy and the protection of tribal sovereignty in cannabis commerce. Additionally, our legal team is prepared for impact litigation on behalf of Indian Country to preserve and protect tribal communities in cannabis.

\$1 million is reserved for operation costs of ICIA to include staff, research, legal analysis, education, policy toolkits, advocacy and events.



Why Join ICIA?

Upcoming Events:

**DC Policy and Industry
Summit 2025**

**National and regional
networking
opportunities**

**Workshops on
cannabis regulation,
trade, and workforce
development**

PARTNERSHIPS FOR INDIAN COUNTRY

- Advancing Sovereignty: Protect and expand tribal autonomy in cannabis and hemp.
- Economic Opportunity: Tap into multi-billion-dollar industry shifts.
- Networking and Visibility: Gain access to curated events, resources, and partnerships.
- Policy Advocacy: Shape federal and state laws to include tribal interests.

Member Benefits

- For Tribes and Tribal Enterprises:
 - Advocacy for sovereignty and economic growth.
 - Access to regulatory frameworks and policy toolkits.
 - Networking with industry leaders.
- For Indigenous-Owned Businesses:
 - Promotion in ICIA directories and events.
 - Tailored training and mentorship programs.
 - Data-driven insights for decision-making.
- For Non-Native Industry Partners:
 - Opportunities to collaborate with tribal enterprises.
 - Access to a trusted vendor network.
 - Visibility in Native cannabis markets.

Programs and Initiatives

- Industrial, Medicinal, and Recreational Cannabis Development
 - Tribally focused curriculum.
 - Federal and state lobbying for policy movement.
- Procurement and Workforce Opportunities
 - Enhancing access to government and private sector contracts.
 - Workforce training programs.
- Banking and Financial Services
 - Partnering for tribal-friendly banking options.
 - Exploring insurance solutions.
- International Engagement
 - Foreign trade zones for import/export.
 - Global opportunities within hemp and cannabis.

Sponsorships and Benefits

Emerald (\$1000)

- Official 2025 ICIA Badge

- ICIA onboarding and access to monthly roundtables, lunch and learns and networking events
- Listed on IBG & ICIA sponsor page with logo, company info, and weblinks as an EMERALD sponsor
- Company/business posted on the ICIA website membership directory network
- **1 tickets to our 4th National DC Policy and industry Summit November 11th -13th (\$500 Value)**

Bronze (\$2500)

- Official 2025 ICIA Badge

- ICIA onboarding and access to monthly roundtables, lunch and learns and networking events
- Listed on IBG & ICIA sponsor page with logo, company info, and weblinks as a BRONZE sponsor
- Company/business posted on the ICIA website membership directory network
- **2 tickets to our 4th National DC Policy and industry Summit November 11th -13th (\$500 Value)**

Silver (\$5000)

- Official 2025 ICIA Badge
- ICIA Member list for your marketing needs

- ICIA onboarding and speaking opportunities and access to monthly roundtables, lunch and learns and networking events
- Listed on IBG & ICIA sponsor page with logo, company info, and weblinks as a SILVER sponsor
- Company/business posted on the ICIA website membership directory network
- Your Company logo on ICIA monthly newsletter
- **2 tickets to our 4th National DC Policy and industry Summit November 11th -13th (\$1000 Value)**

Gold (\$10,000)

- Official 2025 ICIA Badge
- ICIA Member list for your marketing needs
- Speaking Roles at key summits
- Branding Opportunities at events.

- ICIA onboarding and access to monthly roundtables, lunch and learns and networking events
- Listed on ICIA sponsor page with logo, company info, and weblinks as GOLD sponsor
- Logo on ICIA advertising materials as official partner
- Gold-level logo sponsorship for ALL 2025 ICIA events (NoCo Hemp Expo, RES, CMB Expo, GCNC, ICBC, Native Nations Events, DC Policy Summit and more to be announced!!)
- Access to ICIA events/conference attendee lists PLUS past Summit attendee roster
- Gold-level sponsorship for DC Policy Summit (includes full page ad in program book and branding on registration platform) Sponsorship for all remaining ICIA events for the year with your company/tribal/business logo
- Presenter at ICIA events or workshops
- **4 tickets to our 4th National DC Policy and industry Summit November 11th -13th (\$2000 Value)**

Platinum (\$20,000)

- Official 2025 ICIA Badge
- ICIA Member list for your marketing needs
- Speaking roles at key summits
- Branding Opportunities at events.
- Extended ICIA staff access.

- ICIA onboarding and access to monthly roundtables, lunch and learns and networking events
- Listed on ICIA sponsor page with logo, company info, as a PLATINUM sponsor
- Authorized to use the sponsor logo of ICIA in advertising materials.
- Logo on DC Policy Summit materials
- Indigenous Cannabis Social Equity Supporter Company Certification
- Platinum-level sponsorship for DC Policy Summit (includes full page ad in program book and branding on registration platform) Sponsorship for all remaining ICIA events for the year with your company/tribal/business logo
- Community advisor to contribute to the body of knowledge for our members
- **10 tickets to our 4th National DC Policy and industry Summit November 11th -13th (\$5000 Value)**

Indigenous Cannabis Industry Association

For More Information On
Sponsorship opportunities,
contact:

Rob Pero
Bad River & Oneida Nation

ICIA Founder/CEO
Founder/CEO at Canndigenous
Founder/CEO at Perodigm

rpero@indigenousscannabis.org
608-438-2642

Mary Jane Oatman
Nez Perce

ICIA Executive Director
Founder Indigenous Cannabis Coalition
Founder THC Magazine

mjoatman@indigenousscannabis.org
208-790-8665



Last Takeaways

- Monthly meetings and workshops designed for Tribal cannabis communities to interact and discuss best strategies for environmental, economic and social impact aligned for the protection of Tribal sovereignty
- Leverage multi-stakeholder support to build visibility and establish Tribal market leadership
- Policy and networking events: support a national series that brings tribal cannabis markets into the mainstream
- Member only portal: procurement, trainings, networking, working groups, events, access to resources.

Our Supporters

We are eternally grateful for each and every one of our supporters that enables us to do this work through donations of any amount. Your generosity enables us to achieve our mission and to keep fighting for tribal sovereignty and Indigenous inclusivity in cannabis policy and economic development.