



CONNECTICUT SOCIAL EQUITY COUNCIL

The 2025 Council Market Outlook Working Group

Cannabis Marketplace Subcommittee - Second Working Session

Thursday, November 13, 2025, at 10:30 pm via Zoom

Marketplace Cannabis Chair:

Nikole Burns (Marketplace - Cannabis) **CT Cannabis Chamber of Commerce**

NOTES:

Overall focus of this meeting was what specific areas of recommendations the SEC can be provided with and the clarification regarding the challenges of directly influencing jurisdiction.

Accessibility to loans and grants as well as to workforce development opportunities would be helpful as entrepreneurs face challenges in terms of accessing funding and other forms of support. There remains some confusion with subcommittee members on the weight the SEC holds in terms of determining legislation.

It is important to focus on prevalent challenges which include funding, getting money into businesses, packaging, dosing, as well as short comings in comparisons to other states' cannabis markets.

There is an emphasis on issues within the marketing industry, as entrepreneurs expressed interest in the ability to showcase businesses that are here in Connecticut legally that provide safe products for people who have the tendency to go to illegal smoke shops, buying potential harmful products. Being able to compare cannabis to alcohol might be beneficial in terms of marketing.

Gaining access to capital remains the hardest barrier to entry for cultivation. It is much more expensive to maintain a facility in Connecticut, making the state an outlier in comparison to others.

There is a feeling that due to over regulation, and the competitive nature of the state, Connecticut cultivation is not an investable market. There is an expressed belief that it doesn't make sense to invest in cultivation until regulations loosen overall.

450 Columbus Blvd, Hartford, CT 06103 | SEC@ct.gov

The consensus is there are challenges with packaging loans, accessing capital for the cannabis industry as well as loans and grants, potency and dosing regulations, and the inability to compete with other markets across state lines.

