### IN THE SUPREME COURT OF THE STATE OF NEVADA

JDD, LLC; TCS PARTNERS, LLC; JOHN SAUNDERS; and TREVOR SCHMIDT,

Petitioners,

Vs.

THE EIGHTH JUDICIAL DISTRICT COURT of the State of Nevada, in and for the County of Clark, and the HONORABLE JUDGE TIMOTHY C. WILLIAMS, District Court Judge,

Respondents,

and

ITEM 9 LABS CORP. f/k/a Airware Labs Corp., and Crown Dynamics Corp.; ITEM 9 PROPERTIES, LLC; STRIVE MANAGEMENT, LLC f/k/a Strive Life; VIRIDIS GROUP 19 CAPITAL, LLC; VIRIDIS GROUP HOLDINGS, LLC; SNOWELL HOLDINGS, LLC; ANDREW BOWDEN; DOUGLAS BOWDEN; BRYCE SKALLA; and CHASE HERSCHMAN,

Real Parties in Interest.

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Supreme Court Case No.: 83344

Dist. Ct. Case No.: A-20-811232-C

# APPENDIX TO REAL PARTIES IN INTEREST'S ANSWER TO PETITION FOR WRIT OF MANDAMUS

VOLUME 3B OF 5; RAPP 0531 - 0632

Candace Herling, Esq. Nevada Bar No. 13503 Heather Armantrout, Esq. Nevada Bar No. 14469

# **MESSNER REEVES LLP**

8945 West Russell Road, Suite 300

Las Vegas, Nevada 89148 Telephone: (702) 363-5100 Facsimile: (702) 363-5101

E-mail: <a href="mailto:cherling@messner.com">cherling@messner.com</a>

harmantrout@messner.com

Attorneys for Real Party in Interest,

Snowell Holdings, LLC

# **CHRONOLOGICAL APPENDIX**

DOCUMENT	VOL. NO.	Bates No.
First Amended Complaint	1A	RAPP_0001-0063
Snowell Holdings, LLC's Motion to	1A	RAPP_0064-0077
Dismiss		
Item 9 Labs Corp. et al.'s Motion to	1A	RAPP_0078-0123
Dismiss		
Plaintiff's Opposition to Snowell	1A	RAPP_0124-0127
Holdings, LLC's Motion to Dismiss		
Snowell Holdings, LLC's Reply in	1B	RAPP_0128-0133
Support of Motion to Dismiss		
Plaintiff's Opposition to Item 9 Labs	1B	RAPP_0134-0151
Corp. et al.'s Motion to Dismiss		
Item 9 Labs Corp. et al.'s Reply in	1B	RAPP_0152-0166
Support of Motion to Dismiss		
Reporter's Transcript of Motion to	1B	RAPP_0167-0247
Dismiss		
Snowell Holdings, LLC Motion for	2	RAPP_0248-0264
Attorneys' Fees		
Order Granting Snowell Holdings, LLC's	2	RAPP_0265-0278
Motion to Dismiss		
Notice of Entry of Order Granting	2	RAPP_0279-0295
Snowell Holdings, LLC's Motion to		
Dismiss		
Plaintiff's Opposition to Defendants	2	RAPP_0296-0367
Snowell Holdings, LLC's Motion for		
Fees		
Order Granting Item 9 Labs Corp. et al.'s	2	RAPP_0368-0383
Motion to Dismiss		
Notice of Entry of Order Granting Item 9	2	RAPP_0384-0404
Labs Corp. et al.'s Motion to Dismiss		
Snowell Holdings, LLC's Reply in	2	RAPP_0405-0409
Support of Motion for Attorneys' Fees		
Item 9 Labs Corp. et al.'s Motion for	3A	RAPP_0410-0494
Attorneys' Fees and Costs		

Minute Order Granting Snowell	3A	RAPP_0495
Holdings, LLC's Motion for Attorneys'		
Fees		
Plaintiff's Opposition to Item 9 Labs	3A	RAPP_0496-0530
Corp. et al.'s Motion for Attorneys' Fees	3B	RAPP_0531-0632
and Costs	4	RAPP_0633-0882
Minute Order regarding Snowell	5	RAPP_0883
Holdings, LLC's Motion for Attorneys'		
Fees (Issue of Work Performed)		
Item 9 Labs Corp. et al.'s Reply in	5	RAPP_0884-0895
Support of Motion for Attorneys' Fees		
and Costs		
Reporter's Transcript of Proceedings –	5	RAPP_0896-0915
Item 9 Labs Corp. et al.'s Motion for		
Attorneys' Fees		
Minute Order Granting Item 9 Labs	5	RAPP_0916
Corp. et al.'s Motion for Attorneys' Fees		
and Costs		
Order Granting Item 9 Labs Corp. et al.'s	5	RAPP_0917-0931
Motion for Attorneys' Fees and Costs		
Notice of Entry of Order Granting Item 9	5	RAPP_0932-0950
Labs Corp. et al.'s Motion for Attorneys'		
Fees and Costs		

# **ALPHABETICAL APPENDIX**

DOCUMENT	VOL. NO.	Bates No.
First Amended Complaint	1A	RAPP_0001-0063
Item 9 Labs Corp. et al.'s Motion for Attorneys' Fees and Costs	3	RAPP_0410-0494
Item 9 Labs Corp. et al.'s Motion to Dismiss	1A	RAPP_0078-0123
Item 9 Labs Corp. et al.'s Reply in Support of Motion for Attorneys' Fees and Costs	5	RAPP_0884-0895
Item 9 Labs Corp. et al.'s Reply in Support of Motion to Dismiss	1B	RAPP_0152-0166
Minute Order Granting Item 9 Labs Corp. et al.'s Motion for Attorneys' Fees and Costs	5	RAPP_0916
Minute Order Granting Snowell Holdings, LLC's Motion for Attorneys' Fees	3A	RAPP_0495
Minute Order regarding Snowell Holdings, LLC's Motion for Attorneys' Fees (Issue of Work Performed)	5	RAPP_0883
Notice of Entry of Order Granting Item 9 Labs Corp. et al.'s Motion to Dismiss	2	RAPP_0384-0404
Notice of Entry of Order Granting Item 9 Labs Corp. et al.'s Motion for Attorneys' Fees and Costs	5	RAPP_0932-0950
Notice of Entry of Order Granting Snowell Holdings, LLC Motion to Dismiss	2	RAPP_0279-0295
Order Granting Item 9 Labs Corp. et al.'s Motion to Dismiss	2	RAPP_0368-0383
Order Granting Item 9 Labs Corp. et al.'s Motion for Attorneys' Fees and Costs	5	RAPP_0917-0931
Order Granting Snowell Holdings, LLC Motion to Dismiss	2	RAPP_0265-0278
Plaintiff's Opposition to Item 9 Labs Corp. et al.'s Motion to Dismiss	1B	RAPP_0134-0151

Plaintiff's Opposition to Item 9 Labs	3A	RAPP_0496-0530
Corp. et al.'s Motion for Attorneys' Fees	3B	RAPP_0531-0632
and Costs		_
	4	RAPP_0633-0882
Plaintiff's Opposition to Snowell	2	RAPP_0296-0367
Holdings, LLC Motion for Fees		
Plaintiff's Opposition to Snowell	1A	RAPP_0124-0127
Holdings, LLC's Motion to Dismiss		
Reporter's Transcript of Motion to	1B	RAPP_0167-0247
Dismiss		
Reporter's Transcript of Proceedings –	5	RAPP_0896-0915
Item 9 Labs Corp. et al.'s Motion for		
Attorneys' Fees		
Snowell Holdings, LLC Motion for	2	RAPP_0248-0264
Attorneys' Fees		
Snowell Holdings, LLC Reply in Support	2	RAPP_0405-0409
of Motion for Attorneys' Fees		
Snowell Holdings, LLC's Motion to	1A	RAPP_0064-0077
Dismiss		
Snowell Holdings, LLC's Reply In	1B	RAPP_0128-0133
Support of Motion to Dismiss		

# **CERTIFICATE OF COMPLIANCE**

I hereby certify that on this appendix consists of true and correct copies of papers in the Clark County District Court file as required by NRAP 30(g).

Dated this 1<sup>st</sup> of November 2021.

## MESSNER REEVES LLP

/s/ Candace Herling

Candace Herling, Esq. Nevada Bar No. 13503 Heather Armantrout, Esq.

Nevada Bar No. 14469

**MESSNER REEVES LLP** 

8945 West Russell Road, Suite 300

Las Vegas, Nevada 89148 Telephone: (702) 363-5100

Facsimile: (702) 363-5101

E-mail: <a href="mailto:cherling@messner.com">cherling@messner.com</a>

harmantrout@messner.com

Attorneys for Real Parties in Interest, Donald Burton, Larry Lemons, and

Snowell Holdings, LLC

# **CERTIFICATE OF SERVICE**

I hereby certify that on this 1st day of November, 2021, I served the foregoing

### APPENDIX TO REAL PARTIES IN INTEREST'S ANSWER TO PETITION

FOR WRIT OF MANDAMUS (VOL. 3B of 5) upon the following parties by:

Therese M. Shanks FENNEMORE VRAIG, P.C. 7800 Rancharrah Parkway Reno, NV 89511

Michael B. Wixom Karl L. Nielson Smith Larsen & Wixom Hills Center Business Park 1935 Village Center Circle Las Vegas, NV 89134

Justin M. Brandt Makunda Shanbhag Bianch & Brandt 6710 Scottsdale Road, Ste. 210 Scottsdale, Arizona 85253

/s/ Tya Frabott
An Employee of

MESSNER REEVES LLP

Lee Igoldy 2580 St. Rose Pkwy., Suite 330 Henderson, NV 89074

Lauren Elliott Christian G. Stahl Quarles & Brady LLP Two North Central Avenue Phoenix, AZ 85004

Honorable Timothy Williams Civil Dept. XVI Eighth Judicial District Court 200 Lewis Avenue Las Vegas, NV 89101

Aaron Ford Attorney General OFFICE OF THE ATTORNEY GENERAL 555 E. Washington Ave., Suite 3900 Las Vegas, NV 89101

#### Risks related to the Company's common stock

Possible issuances of our capital stock would cause dilution to our existing shareholders.

We currently have approximately 230.3 million shares of common stock outstanding and we are authorized to issue up to 500 million shares. Therefore, we will be able to issue a substantial number of additional shares without obtaining shareholder approval. In the event we elect to issue additional shares of common stock in connection with any financing, acquisition or otherwise, current shareholders could find their holdings substantially diluted, which means they will own a smaller percentage of our company. In addition, we are authorized to issue up to 50 million shares of preferred stock that our board of directors can issue under any terms it wants and without any shareholder approval.

The exercise or conversion of outstanding warrants and options into common stock will dilute the percentage ownership of our other shareholders. The sale of such common stock or other common stock in the open market could adversely affect the market price of our common stock.

As of December 31, 2019 and 2018, there were 18,051,357 and 18,916,211, respectively, of potentially dilutive securities in the form of outstanding options and warrants. Also as of such dates, there were (i) \$10.0 million and \$8.6 million, respectively, of outstanding convertible debentures payable, and (ii) \$350,000 of outstanding convertible promissory notes in both years, that were potentially dilutive, whose conversion into common stock is based on a discount to the market value of common stock on or about the future conversion date. More convertible securities will likely be granted in the future to our officers, directors, employees or consultants and as part of future financings. The exercise of outstanding stock options and warrants and conversion of notes and debentures will dilute the percentage ownership of our other shareholders. Sales, or the expectation of sales, of a substantial number of shares of our common stock in the private or public markets could adversely affect the prevailing market price of our common stock.

Potential Volatility of Common Share Price

The market price of the Company's common stock could be subject to significant fluctuations. Some of the factors that may cause the market price of the common stock to fluctuate include:

- (a) the public's reaction to the Company's press releases, announcements and filings with regulatory authorities and those of its competitors;
- (b) fluctuations in broader stock market prices and volumes;
- (c) changes in market valuations of similar companies;
- (d) investor perception of the Company, its prospects or the industry in general;
- (e) additions or departures of key personnel;
- (f) commencement of or involvement in litigation;
- (g) changes in the regulatory landscape applicable to the Company, the dietary supplement and/or the cannabis and hemp industries;
- (h) media reports, publications or public statements relating to, or public perceptions of, the regulatory landscape applicable to the Company, the cannabis or the hemp industry, whether correct or not;
- (i) announcements by the Company or its competitors of strategic alliances, significant contracts, new technologies, acquisitions, commercial relationships, joint ventures or capital commitments;
- (j) variations in the Company's quarterly results of operations or cash flows or those of other comparable companies;
- (k) revenues and operating results failing to meet the expectations of securities analysts or investors in a particular period;

(14)

- (1) changes in the Company's pricing policies or the pricing policies of its competitors;
- (m) future issuances and sales of the Company's common stock;
- (n) sales of the Company's common stock by insiders of the Company;
- (o) third party disclosure of significant short positions;
- (p) demand for and trading volume of the Company's common stock;
- (q) changes in securities analysts' recommendations and their estimates of the Company's financial performance;
- (r) short-term fluctuation in stock price caused by changes in general conditions in the domestic and worldwide economies or financial markets; and
- (s) the other risk factors described in this section or other sections of this 10-K.

The realization of any of these risks and other factors beyond the Company's control could cause the market price of the common stock to decline significantly.

In addition, broad market and industry factors may harm the market price of the Company's common stock. Hence, the price of the common stock could fluctuate based upon factors that have little or nothing to do with the Company, and these fluctuations could materially reduce the price of the common stock regardless of the Company's operating performance. In the past, following a significant decline in the market price of a company's securities, there have been instances of securities class action litigation having been instituted against that company. If the Company were involved in any similar litigation, it could incur substantial costs, Management's attention and resources could be diverted and it could harm the Company's business, operating results and financial condition

The Company has no plans to pay dividends on our common stock.

We do not expect to declare or pay dividends on the common stock in the foreseeable future. In addition, the payment of cash dividends may be limited or prohibited by the terms of any future loan agreements.

We are subject to "penny stock" regulations which may adversely impact the liquidity and price of our common stock.

Our common stock is currently deemed a "penny stock." Penny stocks generally are equity securities with a price of less than \$5.00 (other than securities registered on certain national securities exchanges). The penny stock rules require a broker-dealer, prior to a transaction in a penny stock not otherwise exempt from the rules, to deliver a standardized risk disclosure document that provides information on penny stocks and the nature and level of risks in the penny stock market. The broker-dealer also must provide the customer with current bid and offer quotations for the penny stock, the compensation of the broker-dealer and its salesperson in the transaction, and if the broker-dealer is the sole market-maker, the broker-dealer must disclose this fact and the broker-dealer's presumed control over the market, and monthly account statements showing the market value of each penny stock held in the customer's account. In addition, broker-dealers who sell such securities to persons other than established customers and accredited investors (generally, those persons with assets in excess of \$1,000,000 (excluding the value of their primary residence) or annual income exceeding \$200,000 or \$300,000 together with their spouse), the broker-dealer must make a special written determination that the penny stock is a suitable investment for the purchaser and receive the purchaser's written agreement to the transaction.

These requirements could reduce the level of trading activity, if any, in the secondary market for our common stock. As a result of the foregoing, our shareholders may find it more difficult to sell their shares.

#### ITEM 1B. UNRESOLVED STAFF COMMENTS.

None.

#### ITEM 2. PROPERTIES.

The Company currently owns and leases the following properties throughout the United States.

#### Wilmington, Delaware

The Company owns a 45,070 square foot facility on 2.25 acres within a fenced-in business park which it purchased in September 2016 and developed into a cannabis cultivation, processing, and dispensary facility. The property is secured under a mortgage with the Bank of New England that matures in 2031. The facility is leased to a cannabis licensee company occupying 100% of the space under a 20-year triple net lease expiring in 2035.

#### Lewes, Delaware

The Company leases 4,000 square feet of retail space in a newly-built multi-use building. This five-year lease with a five-year option to extend the term commenced in October 2016. We built out the space into a cannabis dispensary which is sub-leased to the same licensed cannabis company occupying the Wilmington facility, under a five-year triple net lease with a five-year option to extend.

#### Milford, Delaware

In March 2019, the Company entered into a lease of a 100,000 square foot warehouse that it intends to build into a cultivation and processing facility. The lease term is 10 years, with an option to extend the term for three additional five-year periods. Construction of the first 60,000 square feet of this facility has commenced and is estimated to be completed by late 2020.

#### Anna, Illinois

The Company owns a 3,400 free-standing retail building that is secured under a mortgage with DuQuoin State Bank maturing in 2020, provided it is not annually renewed by the bank, which the bank has done every year of this mortgage (the "DSQ Mortgage"). The property is leased to the Company's state licensed cannabis dispensary under a 20-year triple net lease expiring in 2036.

#### Harrisburg, Illinois

The Company owns a 3,400 free-standing retail building, also secured under the DSQ Mortgage. The property is leased to the Company's state licensed cannabis dispensary under a 20-year triple net lease expiring in 2036.

#### Hagerstown, Maryland

The Company owns a 180,000 square foot manufacturing facility that it has developed into cannabis cultivation and production facility. The property secures a \$3 million promissory note to an accredited investor which matures in 2020. This facility is leased to the company's cannabis licensed client under a 20 year triple net lease expiring in 2038.

#### Annapolis, Maryland

In October 2019, the Company purchased a free-standing 10,000 square foot industrial building which it is developing into a medical marijuana dispensary.

#### Clark, Nevada

The Company is leasing approximately 10,000 square feet of an industrial building that we built out into a cannabis cultivation facility. This facility is subleased to the Company's licensed cannabis client under a sub-lease which is coterminous with the Company's lease for 10 years expiring in 2024.

#### New Bedford, Massachusetts

The Company owns 138,000 square foot industrial property located on 21.95 acres within the New Bedford Industrial Park. The property secures a mortgage with the Bank of New England that matures in 2027. Approximately half of the available square footage is leased to a non-cannabis manufacturing company under a five-year lease. The Company developed the other half of the building into a cannabis cultivation and processing facility which was approved for operations in January 2020.

#### Middleborough, Massachusetts

In July 2017, the Company purchased a 22,700 square foot retail and warehouse building located on the main street of this municipality. The property secures a \$2.0 million promissory note issued to an accredited investor that matures in December 2021. The Company has constructed a 10,000 square foot retail dispensary which will be leased to the same cannabis licensee that leases the Company's New Bedford facility under a 20-year lease that started in mid-2019.

#### Norwood Massachusetts

The Company's corporate offices are located in Norwood, Massachusetts. This 10,000 square foot space is under a 10-year lease expiring in 2028 with a related party which contain a 5-year extension option.

#### ITEM 3. LEGAL PROCEEDINGS.

In July 2019, Thomas Kidrin, the former chief executive officer and a former director of the Company, filed a complaint in the Massachusetts Superior Court, Suffolk County, captioned Thomas Kidrin v. MariMed Inc., et. al., Civil Action No. 19-2173D. In the complaint, Mr. Kidrin alleges that the Company failed to pay all wages owed to him and breached his employment agreement, dated August 30, 2012, and requests multiple damages, attorney fees, costs, and interest. The Company has moved to dismiss certain counts of the complaint and has asserted counterclaims against Mr. Kidrin alleging breach of contract, breach of fiduciary duty, money had and received, and unjust enrichment. The Company believes that the allegations in the complaint are without merit and intends to vigorously defend this matter and prosecute its counterclaims.

On November 13, 2019, Kind Therapeutics USA Inc. ("Kind") commenced an action in the Circuit Court for Washington County, MD captioned Kind Therapeutics USA, Inc. vs. MariMed, Inc., et al. (Case No. C-21-CV-19-000670) alleging, inter alia, breach of contract, breach of fiduciary duty, unjust enrichment, and seeking a declaratory judgment, injunctive relief, an accounting and damages in excess of \$75,000. On November 15, 2019, the Company filed counterclaims against Kind and a third-party complaint against the Members of Kind (Jennifer DiPietro, Susan Zimmerman, and Sophia Leonard-Burns) and William Tham, alleging breach of the Memorandum of Understanding ("MOU") and the Management Agreement ("MSA"), unjust enrichment, promissory estoppel/detrimental reliance, and fraud in the inducement, and seeking a declaratory judgement that the MOU is an enforceable contract, specific performance of such contact, and the establishment of a constructive trust

for the Company's benefit. Both parties, MariMed (including MariMed Holdings MD, LLC and MariMed Advisors, Inc.) and Kind, brought motions for a temporary restraining order and a preliminary injunction. By Opinion and Order entered on November 21, 2019, the Court denied both parties motions for a temporary restraining order. In its opinion, the Court specifically noted that, contrary to Kind's allegations, the MSA and Lease "appear to be independent, valid and enforceable contracts." Each party's preliminary injunction motion is currently pending before the Court. The Company believes that its claims for breach of contract with respect to MOU, the MSA, as well as its claims for unjust enrichment, promissory estoppel/detrimental reliance, and fraud in the inducement are meritorious. Further, the Company believes that Kind's claims against the Company are without merit. The Company intends to aggressively prosecute and defend the action.

#### ITEM 4. MINE SAFETY DISCLOSURES

Not Applicable.

(16)

#### PART II

# ITEM 5. MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES.

The Company's common stock currently trades on the OTCQX market under the MRMD ticker symbol. Any over-the-counter market quotations reflect inter-dealer prices, without retail mark-up, mark-down or commission and may not necessarily represent actual transactions.

#### Stockholders

As of March 31, 2020, the Company had 728 stockholders of record and 230,292,407 outstanding shares of common stock.

#### Dividends

The Company has never declared or paid a dividend on its common stock, and it does not anticipate paying cash or other dividends in the foreseeable future.

#### **Recent Sales of Unregistered Securities**

In October 2019, the Company issued 1,000,000 shares of common stock representing the purchase price of the acquisition of the KPG's and the minority interests of Mari-IL

In November 2019, the Company sold 215,000 shares of common stock at a price of \$0.70 per share, resulting in total proceeds of \$150,000. Also during this month, the Company issued 172,663 shares of common stock to settle an outstanding obligation that approximated \$121,000.

During the period October 2019 to November 2019, the Company issued three-year and four-year warrants to purchase 510,000 shares of common stock at exercise prices ranging from \$0.75 to \$1.37 per share.

In December 2019, the holder of Company-issued debentures converted \$1,100,000 of principal and approximately \$17,000 of accrued interest into subscriptions on 3,004,131 shares of common stock at a conversion price of \$0.37 per share. Such common shares were issued in January 2020.

In December 2019, the Company issued 2,435,116 shares of common stock to retire a promissory note with a principal balance of \$950,000 and accrued interest of \$97,100.

In December 2019, the Company's CEO and an independent board member exercised stock options to purchase 200,000 and 132,499 shares of common stock, respectively, at weighted average exercise prices of \$0.11 and \$0.08 and \$0.14 per share, respectively.

In December 2019, the Company granted 32,726 shares of common stock to employees at an aggregate value of approximately \$29,000. These granted shares were issued in January 2020.

During the period October 2019 to December 2019, the Company granted options to purchase 1,665,000 shares of common stock at exercise prices of \$0.42 to \$1.00 per share. Also during this period, options to purchase 856,251 shares of common stock were forfeited.

The securities described above were issued to accredited investors in private transactions not involving a public offering or the payment of commissions and were deemed to be exempt from registration under the Securities Act of 1933, as amended (the "Securities Act"), in reliance upon Sections 4(a)(2) and/or 4(a)(5) of the Securities Act and Regulation D promulgated thereunder. A legend restricting the sale, transfer, or other disposition of these securities other than in compliance with the Securities Act was placed on the securities issued in the foregoing transactions.

#### **Company Equity Compensation Plans**

The following table sets forth information as of December 31, 2019 with respect to compensation plans (including individual compensation arrangements) under which equity securities of the Company are authorized for issuance.

	Number of			
	securities to be			Number of
	issued upon	Weighted-average		securities
	exercise of	exercise price of		remaining available
	outstanding	outstanding		for future
	options, warrants	options, warrants		issuance under equity
Plan Category	and rights	 and rights		compensation plans
Equity compensation plans approved by stockholders <sup>(1)</sup>	6,271,250	\$	1.51	38,535,000
Equity compensation plans not approved by stockholders	0	\$	0	0
Total	6,271,250			38,535,000

(1) Consist of options exercisable for (i) 250,000 shares granted under the Company's the 2011 Stock Option and Restricted Stock Award Plan; and (ii) 6,021,250 shares granted under the Incentive Plan (hereinafter defined) of which 4,556,250 shares continue to be subject to the terms of the Company's 2018 Stock Award and Incentive Plan.

In August 2019, the Company's board of directors approved the Amended and Restated 2018 Stock Award and Incentive Plan (the "Incentive Plan"), based on the board's belief that awards authorized under the Incentive Plan provide incentives for the achievement of important performance objectives and promote the long-term success of the Company. In September 2019, the Incentive Plan was approved by the stockholders at the Company's annual stock-holders meeting.

The Incentive Plan is an omnibus plan, authorizing a variety of equity award types as well as cash and long-term incentive awards. An aggregate of 40,000,000 shares are reserved for delivery to participants, and may be used for any type of award under the Incentive Plan. Shares actually delivered in connection with an award will be counted against such number of reserved shares. Shares will remain available for new awards if an award under the Incentive Plan expires, is forfeited, canceled, or otherwise terminated without delivery of shares or is settled in cash. Each award under the Incentive Plan is subject to the Company's claw back policy in effect at the time of grant of the award.

The board of directors may amend, suspend, discontinue, or terminate the Incentive Plan or the authority to grant awards thereunder without stockholder approval, except as required by law or regulation or under rules of the stock exchange, if any, on which the Company's stock may then be listed. Unless earlier terminated, grants under the Incentive Plan will terminate ten years after stockholder approval of the Incentive Plan, and the Incentive Plan will terminate when no shares remain available and the Company has no further obligation with respect to any outstanding award.

#### ITEM 6. SELECTED FINANCIAL DATA

The Company is a "smaller reporting company" as defined by Regulations S-K and as such, is not required to provide the information contained in this item pursuant to Regulation S-K.

#### ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.

#### Forward Looking Statements

When used in this form 10-K and in future filings by the Company with the Commission, words or phrases such as "anticipate," "believe," "could," "would," "should," "estimate," "expect," "intend," "may," "plan," "predict," "project," "will" or similar expressions are intended to identify "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Readers are cautioned not to place undue reliance on any such forward looking statements, each of which speak only as of the date made. Such statements are subject to certain risks and uncertainties that could cause actual results to differ materially from historical earnings and those presently anticipated or projected. The Company has no obligation to publicly release the result of any revisions which may be made to any forward-looking statements to reflect anticipated or unanticipated events or circumstances occurring after the date of such statements.

These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different. These factors include, but are not limited to, changes that may occur to general economic and business conditions; changes in current pricing levels that we can charge for our services and products or which we pay to our suppliers and business partners; changes in political, social and economic conditions in the jurisdictions in which we operate; changes to regulations that pertain to our operations; changes in technology that render our technology relatively inferior, obsolete or more expensive compared to others; changes in the business prospects of our business partners and customers; increased competition, including from our business partners; and enforcement of federal cannabis related laws.

The following discussion should be read in conjunction with the financial statements and related notes which are included in this report under Item 8.

We do not undertake to update our forward-looking statements or risk factors to reflect future events or circumstances.

#### Overview

MariMed Inc. (the "Company") is a leader in the emerging cannabis industry. The Company is an expert in the development, operation, management and optimization of facilities for the cultivation, production and dispensing of medicinal and recreational cannabis and cannabis infused products. To date, the Company has developed in excess of 300,000 square feet of state-of-the-art, regulatory-compliant facilities in five states – Delaware, Illinois, Maryland, Massachusetts, and Nevada.

At the outset of the Company's entrance into the cannabis industry, the Company provided advisory services and assistance to its clients in the procurement of state-issued cannabis licenses, leased its aforementioned cannabis facilities to these newly-licensed clients, and provided industry-leading expertise and oversight in all aspects of their cannabis operations, as well as ongoing regulatory, accounting, human resources, and administrative services. During this time, the Company successfully secured, on behalf of its clients, 13 cannabis licenses across six states – two in Delaware, three in Illinois, one in Nevada, one in Rhode Island, three in Maryland, and three in Massachusetts.

Since entering the cannabis industry, the Company has demonstrated an excellent track record developing and operating licensed cannabis facilities, implementing its proprietary operating procedures, and industry best practices. In 2018, the Company commenced a strategic plan to transition from an advisory firm that provides cannabis licensing, operational consulting and real estate services, to a direct owner of cannabis licenses and operator of seed-to-sale operations, dedicated to the improvement of health and wellness through the use of cannabinoids and cannabis products.

The Company's strategic plan consists of the acquisition of its cannabis-licensed clients who currently lease the Company's facilities, and the consolidation of these entities under the MariMed banner. The Company has played a key role in the successes of these entities, from the securing of their cannabis licenses, to the development of facilities that are models of excellence, to providing operational and corporate guidance. Accordingly, the Company believes it is well suited to own these facilities and manage the continuing growth of their operations.

A goal in completing this transition is to present a simpler, more transparent financial picture to the investor community. Once the consolidation is complete, the Company's financial statements will provide a clearer representation of the revenues, earnings, and other financial metrics that the Company is generating, rather than a fee-for-service revenue model that reports only consulting and management fees, and does not reflect the full breadth of the Company's overall business.

To date, acquisitions of the licensed businesses in Massachusetts and Illinois have been state-approved and completed, with the remaining entities located in Maryland, Nevada, and Rhode Island at various stages of completion and state approvals as further discussed below. When implemented, all of the Company's cannabis-licensed clients will be fully consolidated into the Company, establishing it as a fully integrated seed-to-sale multistate operator of licensed cannabis businesses.

Each of the remaining potential acquisitions is subject to the respective state's approval under its laws governing the ownership and transfer of cannabis licenses. The completion of the entire plan requires a modification of current cannabis license ownership laws in in Delaware and Rhode Island, and therefore there is no assurance that the Company will be successful in fully implementing its plan. However, the Company continues to develop additional revenue and business in the states in which it operates and plans to leverage its success in these markets to expand into other states where cannabis is and becomes legal.

The Company has also created its own brands of precision-dosed, cannabis-infused products designed to treat specific health conditions, alleviate medical symptoms, or achieve a certain effect. These products are developed by the Company in cooperation with state-licensed facilities and operators who meet the Company's strict standards, including all natural—not artificial or synthetic—ingredients. The Company licenses its product formulations only to knowledgeable manufacturing professionals who agree to adhere to the Company's precise scientific formulations using its trademarked product recipes.

The Company's branded products are licensed under brand names including Kalm Fusion<sup>™</sup>, Nature's Heritage<sup>™</sup>, and Betty's Eddies<sup>™</sup>, and are distributed in the form of dissolvable strips, tablets, powders, microwaveable popcorn, fruit chews, and with more varieties in development. The Company also has exclusive sublicensing rights in certain states to distribute DabTabs<sup>™</sup> vaporization tablets infused with cannabis concentrates, the Binske® line of cannabis products made from premium artisan ingredients, and the clinically tested medicinal cannabis strains developed in Israel by Tikun Olam<sup>™</sup>. The Company intends to continue licensing and distributing its brands as well as other top brands in the Company's current markets and in partnerships in other states markets across the country where product sale is legal.

In anticipation of the growing demand for hemp-derived cannabidiol ("CBD"), in 2018, the Company invested \$30.0 million in GenCanna Global Inc. ("GenCanna"), a Kentucky-based cultivator, producer, and distributor of hemp and GMP-quality CBD oils and isolates. Concurrent with this investment, the Company acquired MediTaurus LLC ("MediTaurus"), a company operating in the United States and Europe that has developed proprietary CBD formulations under its Florance™ brand.

The transactions with GenCanna and MediTaurus, along with the Company's cannabis platform and product experience, enabled the Company to expand into the emerging global CBD market just as the U.S Farm Bill was adopted in late 2018 which descheduled industrial hemp and hemp-derived CBD as controlled substances and classified them as agricultural commodities. This new law enabled a new emerging industry of CBD oils, isolates, and infused products within the United States. In early 2019, the Company established a wholly owned subsidiary, MariMed Hemp Inc. ("MariMed Hemp") to market and distribute hemp-derived CBD products across several vertical markets.

Over the Company's short history operating in the cannabis industry, it has fostered an excellent reputation for strong management, with clients that have thrived in their respective markets. The Company's goal is to continue this success as it transitions from a manager and advisor to an owner and operator of cannabis businesses.

#### Significant Transactions in the Current Period

During 2019, the Company, through its MariMed Hemp subsidiary, entered into several hemp seed sale transactions with GenCanna whereby the Company acquired large quantities of top-grade feminized hemp seeds with proven genetics at volume discounts that it sold to GenCanna at market rates. The seeds met the U.S. government's definition of federally legal industrial hemp, which was descheduled as a controlled substance and classified as an agricultural commodity upon the signing of the 2018 U.S. Farm Bill.

The Company purchased \$20.75 million of hemp seed inventory which it sold and delivered to GenCanna for \$33.2 million. The Company provided GenCanna with extended payment terms through December 2019, to coincide with the completion of the seeds' harvest, although the payment by GenCanna was not contingent upon the success of such harvest or its yield. To partially fund the seed purchases, the Company raised \$17.0 million in debt financings.

By the end of 2019, GenCanna had not paid the amount it owed the Company for its seed purchases due to several challenges it faced late in the year, including a fire at its main processing and lab facility, the domestic decline of CBD selling prices, and the contraction of the cannabis capital markets. In February 2020, GenCanna filed for voluntary reorganization under Chapter 11 with the U.S. Bankruptcy Court in the Eastern District of Kentucky. The filing is intended to permit GenCanna to operate its business while working through a reorganization plan that could include refinancing of its existing indebtedness, or an alternative restructuring transaction such as a sale.

As required by the relevant accounting guidance, the Company initially recorded the \$33.2 million due from GenCanna as a related party receivable, with approximately \$29.0 million recognized as related party revenue, and approximately \$4.2 million classified as unearned revenue (such amount representing the Company's 33.5% ownership portion of the profit on these transactions, which was to have been recognized as revenue upon payment by GenCanna). As a result of GenCanna's Chapter 11 filing, the Company wrote off the unearned revenue balance of approximately \$4.2 million and receivable balance of approximately \$29.0 million. Additionally, the Company recorded a charge to net income of approximately \$30.2 million, which reduced to zero the carrying value of the Company's investment in GenCanna.

GenCanna recently announced the completion of the largest recorded hemp harvest in Kentucky, which exceeded 6,000 acres. The Company's management believes that GenCanna's Chapter 11 filing and ensuing restructuring will facilitate GenCanna's ability to refinance its senior debt and arrange for the orderly payment of amounts due to its creditors, including the \$33.2 million owed to the Company; however, there are no assurances that it will achieve this outcome or that the amount owed to the Company will be paid.

In addition to the foregoing adjustments, the Company recorded bad debt reserves in 2019 against receivable and working capital balances due from (i) Kind of approximately \$11.2 million in the aggregate, in light of the ongoing litigation between the Company and Kind, and (ii) Harvest of approximately \$2.2 million in the aggregate, due to the anticipated effect on Harvest's operations from a weakened local economy due to the coronavirus pandemic. These charges are further described in the footnotes accompanying the Company's audited financial statements included in this report.

The Company expects the coronavirus pandemic to likewise have a negative impact on the operations of certain entities in which the Company has invested and to whom the Company has extended loans. For that reason, the Company wrote off (i) three notes receivable balances of approximately \$1.6 million in the aggregate, (ii) goodwill of approximately \$2.7 million associated with the Company's acquisition of MediTaurus, and (iii) the carrying value of a \$500,000 investment. These items are further described in the footnotes accompanying the Company's audited financial statements included in this report.

#### Revenues

The Company's revenues are currently comprised of the following primary categories:

Real Estate – The Company's state-of-the-art, regulatory-compliant cannabis facilities are leased to its cannabis-licensed clients over 20-year lease terms. The Company generates rental income from occupancy, tenant improvements, equipment rentals, and additional rental income based on the success of the cannabis licensees.

Management – The Company receives fees for providing comprehensive oversight of its clients' entire cannabis cultivation, production, and dispensary operations. Along with this oversight, the Company provides human resources, regulatory, accounting, sales, marketing, and reporting services.

Licensing – The Company derives licensing revenue from the sale of its branded precision-dosed cannabis-infused products, such as Kalm Fusion<sup>TM</sup> and Betty's Eddies<sup>TM</sup>, to regulated dispensaries throughout the country.

Consulting – The Company assists third parties in securing cannabis licenses, and provides advisory services in the areas of facility design and development, and cultivation and dispensing best practices.

Supply Procurement – The Company maintains large volume discounts with top national vendors of cultivation and production supplies and equipment, which the Company acquires and resells at competitive prices to its cannabis-licensed clients or third parties.

Product Sales – The Company's direct sales of cannabis, hemp, and products derived from these plants are classified under this revenue category. In 2019, the Company commenced the direct sale of acquired hemp seed inventory. As the Company continues to explore opportunities to continue such sales, significant product sales are expected to be generated from (i) the distribution of the Company's acquired and developing hemp-derived CBD product lines, (ii) the dispensary and wholesale operations of ARL in Massachusetts and the KPGs in Illinois, and (iii) the Company's planned cannabis-licensee acquisitions in Maryland and Nevada.

#### **Expenses**

The Company classifies its expenses into three broad categories:

- cost of revenues, which includes the direct costs associated with the generation of the Company's revenues;
- operating expenses, which include the sub-categories of personnel, marketing and promotion, general and administrative, bad debts, and goodwill write-downs;
- non-operating income and expenses, which include the sub-categories of interest expense, interest income, losses on debt settlements, losses on equity investments, changes in the fair value of non-consolidated investments, and other one-time gains or losses.

#### Liquidity and Capital Resources

As of December 31, 2019, the Company reported cash and cash equivalents of approximately \$739,000 and negative working capital of approximately \$29.3 million, compared to cash and cash equivalents of approximately \$4.1 million and working capital of approximately \$5.8 million as of December 31, 2018. The decline in working capital from year-to-year was primarily the result of (i) the issuance of \$17.0 million of promissory notes to fund the purchase of large quantities of top-grade hemp seeds at volume discounts which then were sold to GenCanna, a related party, at market rates (the "Seed Transactions"), (ii) the write off of the receivable balance due from GenCanna of approximately \$29.0 million following GenCanna's Chapter 11 filing, (iii) the recording in 2019 of a bad debt reserve against the receivable and working capital balances due from Kind of approximately \$1.2 million in the aggregate in light of the current litigation between the Company and Kind, and (iv) the recording in 2019 of a bad debt reserve against the receivable and working capital balances due from Harvest of approximately \$2.2 million in the aggregate due to the anticipated effect on Harvest's operations from a weakened local economy due to the coronavirus pandemic. Please refer to the footnote disclosures accompanying the Company's audited consolidated financial statements for the years ended December 31, 2019 and 2018, included in Part I of this report, for further discussion of the Seed Transactions and the receivable reserves.

While the bankruptcy of GenCanna, previously discussed in Part I of this report, has had a significant impact on the Company's short-term capital resources, the Company successfully completed several financing transactions subsequent to December 31, 2019 to generate liquidity and working capital. As further disclosed in Note 21 – *Subsequent Events* of the Company's audited financial statements, the Company raised approximately \$4.4 million as part of an exchange agreement with two institutional stockholders, and \$935,000 from the issuance of convertible debentures. Additionally, the Company has extended the maturity dates of approximately \$19.4 million of promissory notes, and is in the process of finalizing the documentation to extend another \$3.0 million of promissory notes.

Moreover, as of the filing date of this report, the Company has obtained a commitment from an accredited investor for a \$12.0 million loan, secured by the Company's real estate, at a rate of 10% per annum with a one-year term, and an option to extend for an additional year. This transactions is expected to close upon the lender's completion of its due diligence, which is in its final stages, although there is no assurance that it will close in the foreseeable future or at all. Also as of the filing date of this report, the Company is in discussions with financial institutions to consider generating liquidity from the Company's unencumbered real property through mortgage-backed financings, the refinancing of certain outstanding mortgage loans, the sales-leaseback of certain properties, and/or a combination thereof. Based on preliminary discussions, such financings could potentially generate upwards of \$17.0 million from such transactions, however the Company has not signed any commitments it has received to date and there are no assurances that it will.

In addition to the aforementioned financing transactions that have been consummated and that are in progress, the operations of the Company's recently acquired entities in Illinois and Massachusetts are expected to generate considerable liquidity and working capital for the Company. Since their acquisition, the KPGs in Illinois have generated approximately \$1.0 million of pretax income for the Company, which has exceeded forecasts. The cultivation and production facility acquired in Massachusetts will soon complete its first harvest and commence full scale selling operations in this robust market.

In connection with the preparation of its financial statements for the year ended December 31, 2019, the Company's management evaluated the Company's ability to continue as a going concern in accordance with the ASU 2014-15, *Presentation of Financial Statements—Going Concern (Subtopic 205-40)*, which requires an assessment of relevant conditions or events, considered in the aggregate, that are known or reasonably knowable by management on the issuance dates of the financial statements which indicated the probable likelihood that the Company will be unable to meet its obligations as they become due within one year after the issuance date of the financial statements.

As part of its evaluation, management assessed known events, trends, commitments, and uncertainties, which at the time included the status of its consolidation plan, the GenCanna bankruptcy, the amount of capital raised by the Company during the past two calendar years, the recent level of cannabis industry investment activity, the stock price movement of public cannabis companies, the actions and/or results of certain bellwether cannabis companies, the measure of cannabis investor confidence, and the changes to state laws with respect to adult-use recreational and medical cannabis use.

The Company believes that it will close incremental debt financings in the foreseeable future, and it projects that its operating profit will organically support its day-to-day operations by the latter part of 2020. However, since there are no assurances that another financing transaction will be consummated, or that the Company will meet or exceed its projections in light of the unknown current state of the global economy, there are similarly no assurances that the Company will be able to meet all of its obligations as they become due within one year after the issuance date of the financial statements.

#### Operating Activities

For the year ended December 31, 2019, net cash used in operating activities approximated \$24.1 million, compared to approximately \$2.9 million for the same period in 2018. The rise of cash used in operations was primarily due to (i) the purchases of hemp seed inventory of approximately \$20.75 million as part of the Seed Transactions, from which the Company generated zero income as the related amounts due from GenCanna were entirely written off, and (ii) cash outflows of approximately \$2.0 million for the payment of interest on promissory notes and the purchase of inventory for the Company's two locations in the state of Massachusetts that commenced operations in late 2019 and early 2020.

#### Investing Activities

Net cash used in investing activities for the year ended December 31, 2019 was approximately \$12.5 million, compared to approximately \$40.1 million for the same period in 2018. The decrease was principally caused by the Company's \$30.0 million investment in GenCanna in 2018, offset by increases to loans to third-parties from \$550,000 in 2018 to \$2.43 million in 2019.

#### Financing Activities

Net cash used in financing activities for the year ended December 31, 2019 was approximately \$33.3 million, compared to approximately \$45.8 million for the same period in 2018. In 2019, the Company raised approximately \$19.8 million from the issuance of promissory notes, \$9.6 million from the issuance of convertible debentures, and \$2.75 million from the sale of common stock.

In 2018, the Company raised approximately \$31.8 million from the sale of common stock, \$10.0 million from the issuance of convertible debentures, and approximately \$3.2 million from the issuance of a promissory note. In addition, capital of \$2.0 million was extended to the Company for building improvements on its New Bedford, MA property by the mortgagee.

These funds were used to execute on the Company's strategy to become a fully integrated multistate operator of seed-to-sale cannabis operations, to continue the development of its regulated facilities, to grow its hemp operations, to expand its branded licensing business, and for working capital purposes.

#### **Results of Operations**

### Year ended December 31, 2019 compared to year ended December 31, 2018

Total revenues for the year ended December 31, 2019 increased to approximately \$45.6 million from approximately \$11.9 million for the same period in 2018. The year-over-year increase of approximately \$33.8 million was primarily due to the Seed Transactions of approximately \$29.0 million, the receipt of which has been written off as explained above. Excluding the Seed Transaction, revenues for the year ended December 31, 2019 increased to approximately \$16.6 million, a 40.0% increase from approximately \$11.9 million for the same period in 2018. This significant increase was primarily due to (i) cannabis sales of the KPGs in Illinois acquired by the Company in October 2019, (ii) management and additional rental fees from the Company's cannabis-licensed clients in Delaware and Maryland, such fees earned based on a percentage of the increasing revenue generated by these clients, and (iii) new distribution channels secured for the Company's Betty's Eddies™ and Kalm Fusion™ branded product lines.

Cost of revenues increased to approximately \$26.9 million for the year ended December 31, 2019 from to approximately \$4.0 million for the year ended December 31, 2018. The year-over-year increase of approximately \$22.9 million was also due to the Seed Transactions, which comprised \$20.75 million of the increase. Excluding the Seed Transactions, cost of revenues for the year ended December 31, 2019 increased to approximately \$6.2 million from approximately \$4.0 million for the same period in 2018. As a percentage of revenue, these costs increased from 37.1% in 2019 to 34.1% in 2018 due to the fact that the Company's cultivation and production facility in Massachusetts was in the midst of its first harvest and was ramping up its manufacturing operations at year end in order for full scale selling operations to start in 2020.

As a result of the foregoing, gross profit increased to approximately \$18.7 million for the year ended December 31, 2019 from approximately \$7.8 million for the same period a year ago, an increase of 139.4%. Excluding the Seed Transactions, gross profit increased to approximately \$10.4 million for the year ended December 31, 2019 from approximately \$7.8 million for the same period a year ago, an increase of 33.4%.

Personnel expenses increased to approximately \$3.8 million for the year ended December 31, 2019 from approximately \$1.4 million for the same period a year ago. The increase was primarily due to the hiring of additional staff to support (i) higher levels of revenue and (ii) the Company's expansion into a direct owner and operator of seed-to-sale cannabis and hemp operations.

Marketing and promotion costs increased to approximately \$370,000 for the year ended December 31, 2019 from approximately \$292,000 for the same period a year ago. As a percentage of revenues excluding the Seed Transactions, however, these costs fell slightly to 2.2% from 2.5% of revenues.

General and administrative costs decreased to approximately \$8.9 million for the year ended December 31, 2019 from approximately \$10.1 million for the same period a year ago. This decrease is primarily due to an approximate \$3.9 million reduction of amortization expense on stock option and stand-alone warrant issuances based on fewer issuances and a lower Company stock price in 2019 compared to 2018, offset by increases in (i) rent and utilities in of a property lease in Milford, DE that commenced in 2019 and which the Company is developing into an additional cultivation and production facility for its client in that state, and (ii) professional fees.

Bad debts increased to approximately \$44.5 million for the year ended December 31, 2019 from \$150,000 for the same period a year ago as a result of the aforementioned write-off of the GenCanna receivable (\$29.0 million) following GenCanna's Chapter 11 filing, and reserves recorded against balances due from Kind (\$11.2 million) given the current litigation between the Company and Kind, and Harvest (\$2.2 million) due to the anticipated effect on Harvest's operations from a weakened local economy due to the coronavirus pandemic.

Goodwill write-downs, were approximately \$2.7 million for the year ended December 31, 2019 and approximately \$1.3 million for the same period a year ago. The 2019 expense was due to the write off of intangible assets associated with the Company's acquisition of MediTaurus. The 2018 expense related to the excess consideration paid for the acquisitions of ARL and iRollie. Please refer to Note 3 – *Acquisitions* of the Company's audited financial statements where these acquisitions are described in further detail.

As a result of the above, the Company incurred an operating loss of approximately \$41.6 million for the year ended December 31, 2019, compared to approximately \$5.4 million for the same period in 2018. Excluding the aforementioned one-time receivable and goodwill write-downs and reserves, operating income increased to approximately \$7.5 million for the year ended December 31, 2019 from approximately \$1.9 million for the same period a year ago.

Net non-operating expenses increased to approximately \$40.3 million for the year ended December 31, 2019 from approximately \$8.0 million for the same period a year ago. The increase is primarily due to (i) the approximate \$30.2 million write-down of the Company's investment in and previously realized equity in earnings of GenCanna, an equity method investment, (ii) an approximate \$5.0 million increase in discounts and beneficial conversion features on Company-issued debt (recorded under *Interest Expense* on the statement of operations), and (iii) an increase in interest expense paid and accrued of approximately \$3.3 million due to higher levels of debt carried in 2019, offset by (a) an approximate \$4.1 million decrease in the loss associated with the settlement of debt, and (b) the net settlement proceeds received in 2019 of \$2.9 million from the AgriMed matter.

As a result of the foregoing, the Company incurred a net loss of approximately \$81.9 million in 2019 and approximately \$13.3 million in 2018.

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#### 2020 Plans

In 2020, the Company intends (subject to state and regulatory approvals) to complete the consolidation of its cannabis- licensed clients as previously discussed in the section *Consolidation Plans* within ITEM 1. *BUSINESS* above. When completed, the Company will operate as a fully integrated seed-to-sale multistate cannabis operator.

In addition to completing the consolidation, the Company's 2020 focus will be on the following key areas:

- 1) Grow the operations of the Company's recently opened dispensary in Middleboro, MA and cultivation and production facility in New Bedford, MA, and develop two additional dispensaries in this state.
- 2) Introduce the Company's Nature Heritage<sup>TM</sup> branded flower and popular infused-product brands such as Betty's Eddies<sup>TM</sup> and Kalm Fusion<sup>TM</sup> into the robust Massachusetts medical and adult-use marketplace.
- 2) Expand the profitability of the dispensaries in Anna and Harrisburg in Illinois—which legalized recreational adult-use of cannabis at the start of 2020, in addition to its continuing medical use cannabis program—and develop two additional dispensaries in this state
- 3) Strengthen operations in Maryland and Delaware by adding over 100,000 square feet of new cannabis cultivation and processing facilities.
- 4) Drive licensing fees through the sale of branded products at the Company's owned and managed facilities and with strategic partners into additional markets.
- 5) Continue to build brands and distribution of CBD-infused products through the Company's MariMed Hemp subsidiary, and continue to work to reorganize and reset the Company's efforts with GenCanna to create value.

No assurances can be given that any of these plans will come to fruition or that if implemented will necessarily yield positive results.

The following transactions have occurred in early 2020:

#### GenCanna Bankruptcy Filing

In February 2020, GenCanna filed for voluntary reorganization under Chapter 11 of the Bankruptcy Code with the U.S. Bankruptcy Court in the Eastern District of Kentucky. The filing is intended to permit GenCanna to operate its business while working through a reorganization plan that could include refinancing of its existing indebtedness, or an alternative restructuring transaction such as a sale.

Consequently, as of December 31, 2019, the Company wrote off the outstanding receivable balance from GenCanna of approximately \$29.0 million and the related balance of unearned revenue of approximately \$4.2 million as previously discussed in Item 1. *Business*.

Additionally, the Company recorded a charge to net income of approximately \$30.2 million, classified under Loss on Equity Investments on the statement of operations for the year ended December 31, 2019, which reduced to zero the carrying value of the Company's previous investment in GenCanna as previously discussed in Item 1. Business.

GenCanna recently announced the completion of the largest recorded hemp harvest in Kentucky, which exceeded 6,000 acres. The Company's management believes that GenCanna's Chapter 11 filing and ensuing restructuring will facilitate GenCanna's ability to refinance its senior debt and arrange for the orderly payment of amounts due to its creditors, including the \$33.2 million owed to the Company; however, there are no assurances that it will achieve this outcome.

#### Exchange Agreement

In February 2020, the Company entered into an exchange agreement with two institutional stockholders (the "TIS") whereby the TIS loaned the Company an aggregate of \$4,417,500. In return for the loans, and the Company (i) issued promissory notes to the TIS for the aggregate amount, bearing interest at 16.5% per annum and maturing in August 2021, with a right to extend the maturity date through February 2022 upon payment of an extension fee. and (ii) exchanged 4,903,333 shares of the Company's common stock previously acquired by the TIS, for an equal number of shares of newly designated Series B convertible preferred stock.

In connection with the exchange agreement, the Company filed (i) a certificate of designation to designate the rights and preferences of the Series B convertible preferred stock, and (ii) a certificate of elimination to return all shares of the Series A convertible preferred stock, of which no shares were issued or outstanding at the time of filing, to the status of authorized and unissued shares of undesignated preferred stock.

#### Issuance of Additional Debenture

In February 2020, the Company sold to the holder of the \$20,000,000 convertible debentures previously issued by the Company (the "\$20M Debentures") an additional convertible debenture in the principal amount of \$1,000,000 bearing interest at a rate of 6.5% per annum that matures one year from issuance, with a 6.5% issuance discount, resulting in net proceeds to the Company of \$935,000 (the "\$1M Debenture").

The terms of the \$1M Debenture are substantially consistent with the terms of the \$20M Debentures. The SPA, registration rights agreement, and addendum to the SPA were all amended and restated to incorporate the \$1M Debenture. As part of issuance of the \$1M Debenture, the Company issued three-year warrants to the Holder to purchase 180,000 shares of common stock at an exercise prices of \$0.75 per share.

#### Promissory Note Extensions

In February 2020, the Company and MariMed Hemp issued an \$11.5 million promissory note (the \$11.5M Note") which amended and restated their previously issued \$10.0 million secured promissory note to an unaffiliated party. The \$11.5M Note bears interest at a rate of 15% per annum and matures on June 15, 2020, with monthly interest payments and minimum amortization payments of \$3.0 million in the aggregate due on or before April 30, 2020, of which the Company has already paid \$2.3 million. The \$11.5M Note is secured by a first priority security interest in the assets of certain of the Company's subsidiaries and brands, and a pledge of the Company's ownership interest in certain of its subsidiaries. The \$11.5M Note imposes certain covenants on the borrowers effective on the date of the amendment agreement.

The Company also extended the maturity dates of another \$9.4 million of promissory notes, and is in the process of finalizing the documentation to extend an additional \$3.0 million of promissory notes.

#### Loan Commitment

In February, the Company received a commitment from an accredited investor for a \$12.0 million loan, secured by the Company's real estate, at a rate of 10% per annum with a one-year term, and an option to extend for an additional year. The loan contains an origination fee of four points and a prepayment penalty of two months interest. This transactions is expected to close upon the lender's completion of its due diligence, which is in its final stages, although there is no assurance that it will close in the foreseeable future or at all.

#### Conversion of Debentures Payable

In January 2020, the holder of the \$20M Debentures converted \$1,000,000 of principal and approximately \$205,000 of accrued interest into 3,555,859 shares of common stock at a conversion price of \$0.34 per share.

#### Promissory Note Paydown

In February, the Company paid cash to retire a promissory note in the principal amount of \$100,000 which matured during that month.

#### Equity Transactions

In the first quarter of 2020, the Company issued 3,236,857 shares of common stock associated with the subscriptions on common stock outstanding at December 31, 2019 and previously disclosed in Note 13 – *Equity*. These subscriptions were comprised of (i) 32,726 shares in connection with common stock granted in 2019; (ii) 3,004,131 shares with respect to the December 2019 conversion of a portion of the \$20M Debentures, and (iii) 200,000 shares associated with exercise of stock options by the Company's CEO.

#### **Off-Balance Sheet Arrangements**

The Company has no off-balance sheet arrangements that have or are reasonably likely to have a current or future effect on its financial condition, changes in financial condition, revenues, or expenses, results of operations, liquidity, capital expenditures or capital resources that is material to investors.

#### Inflation

In the opinion of management, inflation has not had a material effect on the Company's financial condition or results of its operations.

#### Seasonality

In the opinion of management, the Company's financial condition and results of its operations are not materially impacted by seasonal sales.

#### **Recent Accounting Pronouncements**

In January 2017, the FASB issued ASU 2017-04, *Intangibles - Goodwill and Other (Topic 350)* which simplifies goodwill impairment testing by requiring that such periodic testing be performed by comparing the fair value of a reporting unit with its carrying amount and recognizing an impairment charge for the amount by which the carrying amount exceeds the reporting unit's fair value. The Company is currently evaluating the impact of Topic 350 on its consolidated financial statements and related disclosures, which is effective for fiscal years, including interim periods, beginning after December 15, 2019.

In addition to the above, the Company has reviewed all other recently issued, but not yet effective, accounting pronouncements, and does not believe the future adoption of any such pronouncements will have a material impact on its financial condition or the results of its operations.

#### ITEM 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Company is a "smaller reporting company" as defined by Regulation S-K and, as such, is not required to provide the information contained in this item pursuant to Regulation S-K.

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### ITEM 8. FINANCIAL STATEMENTS.

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#### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of MariMed, Inc.

#### **Opinion on the Financial Statements**

We have audited the accompanying consolidated balance sheets of MariMed, Inc. (the Company) as of December 31, 2019 and 2018, and the related consolidated statements of operations, stockholders' equity, and cash flows for each of the years in the two-year period ended December 31, 2019, and the related notes (collectively referred to as the financial statements). In our opinion, the financial statements present fairly, in all material respects, the financial position of the Company as of December 31, 2019 and 2018, and the results of its operations and its cash flows for each of the years in the two-year period ended December 31, 2019, in conformity with accounting principles generally accepted in the United States of America.

#### **Basis for Opinion**

These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's financial statements based on our audits. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) (PCAOB) and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud. The Company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. As part of our audits, we are required to obtain an understanding of internal control over financial reporting, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion.

Our audits included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audits provide a reasonable basis for our opinion.

The accompanying financial statements have been prepared assuming that the Company will continue as a going concern. As discussed in Note 2 to the financial statements, the Company has suffered recurring net losses from operations and has a net capital deficiency, which raises substantial doubt about its ability to continue as a going concern. Management's plans regarding those matters are discussed in Note 2. The financial statements do not include any adjustments that might result from the outcome of this uncertainty.

M&K CPAS, PLLC.

We have served as the Company's auditor since 2018.

Houston, TX

March 31, 2020

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#### MariMed Inc. Consolidated Balance Sheets

		Dece	mber 31,	
		2019	moer 51,	2018
Assets				
Current assets:				
Cash and cash equivalents	\$	738,688	\$	4,104,315
Accounts receivable, net		1,669,139		5,376,966
Deferred rents receivable		1,796,825		2,096,384
Due from third parties, net		-		3,860,377
Note receivable, current portion		311,149		51,462
Inventory		1,219,429		90,460
Investments		1,449,144		-
Other current assets		192,368		128,552
Total current assets		7,376,742		15,708,516
Property and equipment, net		42,792,369		34,099,864
Intangibles		2,364,042		185,000
Investments		1,324,661		1,672,163
Note receivable, less current portion		1,639,496		1,092,376
Debentures receivable		-		30,000,000
Right-of-use assets under operating leases		5,787,423		-
Right-of-use assets under finance leases		111,103		-
Due from related parties		-		119,781
Other assets		175,905		82,924
Total assets	\$	61,571,741	\$	82,960,624
V14902				
Liabilities and stockholders' equity				
Current liabilities:	0	4.710.060	e.	2.015.420
Accounts payable Accrued expenses	\$	4,719,069 5,395,996	\$	3,915,430 1,588,368
Deferred rents payable		3,393,990		105,901
Notes payable		23,112,742		3,877,701
Mortgages payable, current portion		223,888		188,231
Operating lease liabilities, current portion		917,444		100,231
Finance lease liabilities, current portion		38,412		_
Due to related parties		1,454,713		276,311
Other current liabilities		858,176		270,511
Total current liabilities		36,720,440		9,951,942
		<u> </u>		, ,
Mortgages payable, less current portion		7,112,842		7,348,581
Debentures payable		5,835,212		3,557,440
Operating lease liabilities, less current portion		5,399,414		-
Finance lease liabilities, less current portion		75,413		-
Other liabilities		100,200		338,200
Total liabilities		55,243,521		21,196,163
Stockholders' equity:				
Series A convertible preferred stock, \$0.001 par value; 50,000,000 shares authorized at December 31, 2019				
and 2018; no shares issued or outstanding at December 31, 2019 and 2018		-		-
Common stock, \$0.001 par value; 500,000,000 shares authorized at December 31, 2019 and 2018;				
228,408,024 and 211,013,043 shares issued and outstanding at December 31, 2019 and 2018, respectively		228,408		211,013
Common stock subscribed but not issued; 3,236,857 and 97,136 shares at December 31, 2019 and 2018,				
respectively		1,168,074		169,123
Additional paid-in capital		112,245,730		87,180,165
Accumulated deficit		(106,760,527)		(25,575,808)
Noncontrolling interests		(553,465)		(220,032)
Total stockholders' equity		6,328,220		61,764,461
Total liabilities and stockholders' equity	\$	61,571,741	\$	82,960,624

See accompanying notes to consolidated financial statements.

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#### MariMed Inc. Consolidated Statements of Operations

	20	Year Ended Decembe	er 31, 2018
Revenues	\$	16,575,395 \$	11,851,915
Revenues from related party		29,029,249	<u>-</u>
Total revenues		45,604,644	11,851,915
Cost of revenues		26,902,916	4,041,122
Gross profit		18,701,728	7,810,793
Operating expenses:			
Personnel		3,841,725	1,339,832
Marketing and promotion		369,577	292,477
General and administrative		8,886,086	10,052,731
Bad debts		44,539,820	150,000
Goodwill write-downs		2,662,669	1,331,785
Total operating expenses		60,299,877	13,166,825
Operating income		(41,598,149)	(5,356,032)
Non-operating income (expenses):			
Interest expense		(12,718,952)	(4,366,295)
Interest income		467,798	593,214
Loss on debt settlements, net		(5,180)	(4,133,481)
Loss on equity investments		(30,334,503)	(43,221)
Change in fair value of investments		(640,856)	-
Other		2,948,917	2,858)
Total non-operating expenses, net		(40,282,776)	(7,952,641)
Net income (loss)	\$	(81,880,925)	(13,308,673)
Net in a constant to the instant to the constant to the consta		(50 5 00 5)	
Net income (loss) attributable to noncontrolling interests	<u>\$</u>	(696,206)	295,395
Net income (loss) attributable to MariMed Inc.	\$	(81,184,719) \$	(13,604,068)
Net income (loss) per share	\$	(0.39) \$	(0.07)
Weighted average common shares outstanding		208,720,496	192,376,020

 $See\ accompanying\ notes\ to\ consolidated\ financial\ statements.$ 

# MariMed Inc. Consolidated Statements of Stockholders' Equity

	Series A Convertible I Subscribed But N Shares		Common Shares	Stock Par Value	Common Stoc But Not Shares		Additional Paid-In Capital	Accumulated Deficit	Non-Controlling Interests	Total Stockholders' Equity
Balances at										
December 31, 2017 Conversion of Series	500,000 \$		176,850,331	\$ 176,850	1,000,000	\$ 370,000	\$ 22,256,060	\$ (11,971,740)	\$ 175,490	\$ 11,007,160
A preferred stock Sales of common	(500,000)	(500)	970,988	971			33,573			34,044
stock			19,188,980	19,189			31,801,812			31,821,001
Common stock issued for										
acquisitions			642,575	643			1,194,917			1,195,560
Common stock issued to settle										
obligations					18,000	74,160				74,160
Equity issued for services			3,420,526	3,421			3,671,697			3,675,118
Issuance of			3,420,320	5,721			3,071,071			3,073,116
subscribed common shares			1,000,000	1,000	(1,000,000)	(370,000)	369,000			
Equity conversion			222,222	222	(1,000,000)	(370,000)	(222			-
Amortization of							2.045.200			3,945,398
stock option grants Amortization of							3,945,398			3,943,398
stand-alone warrant							4015010			1015310
issuances Exercise of stock							1,815,219			1,815,219
options			654,602	655			38,345			39,000
Exercise of warrants Discount on			2,142,710	2,143	-	-	383,252			385,395
debentures payable							1,057,833			1,057,833
Discount on promissory notes							1,709,595			1,709,595
Beneficial							1,709,595			1,709,595
conversion feature										
on debentures payable							5,569,908			5,569,908
Conversions of			524.240	50.4						
debentures payable Conversions of			524,360	524			1,434,982			1,435,506
promissory notes			1,568,375	1,568			1,902,748			1,904,316
Settlement of promissory notes			3,827,374	3,827	79,136	94,963	9,996,048			10,094,838
Distributions			5,021,514	5,027	17,120	71,700	2,220,010		(690,917)	(690,917)
Net income (loss)							_	(13,604,068)	295,395	(13,308,673)
Balances at December 31, 2018	<u> </u>		211,013,043	\$ 211,013	97,136	\$ 169,123	\$ 87,180,165	\$ (25,575,808)	\$ (220,032)	\$ 61,764,461
Sales of common										
stock Common stock			1,014,995	1,015			2,748,985			2,750,000
issued for										
acquisitions			2,520,000	2,520			2,468,317		837,002	3,307,839
Common stock issued for										
investments			500,000	500			1,589,500			1,590,000
Common stock issued to settle										
obligations			172,663	173			125,871			126,044
Issuance of subscribed shares			97,136	97	(97,136)	(169,123)	169,026			_
Stock grants			108,820	109	32,726	29,438	193,601			223,148
Amortization of stock option grants							1,457,684			1,457,684
Amortization of							1, 10 1,00			1,127,001
stand-alone warrant issuances							391,932			391,932
Exercise of stock										
options Exercise of warrants			3,061,808 686,104	3,062 686	200,000	22,000	422,438 611,755			447,500 612,441
Discount on			000,104	000			011,733			012,441
debentures payable							1,148,056			1,148,056
Discount on promissory notes							605,780			605,780
Beneficial										
conversion feature on debentures										
payable							4,235,469			4,235,469
Conversion of debentures payable			6,798,339	6,798	3,004,131	1,116,636	7,852,486			8,975,920
Settlement of					3,004,131	7,110,030				
promissory notes Distributions			2,435,116	2,435			1,044,665		(474,229)	1,047,100
Net income (loss)								(81,184,719)	(696,206)	(474,229) (81,880,925)
Balances at										
December 31, 2019	<u> </u>		228,408,024	\$ 228,408	3,236,857	\$ 1,168,074	\$ 112,245,730	<u>\$ (106,760,527</u> )	\$ (553,465)	\$ 6,328,220

The above statements do not show a column for Series A convertible stock as the balances are zero and there is no activity in the periods presented. See accompanying notes to consolidated financial statements.

#### MariMed Inc. Consolidated Statements of Cash Flows

Year Ended December 31, 2019 2018 Cash flows from operating activities: \$ (13,604,068)Net income (loss) attributable to MariMed Inc. (81, 184, 719)\$ Net income (loss) attributable to noncontrolling interests (696,206)295,395 Adjustments to reconcile net income (loss) to net cash used in operating activities: 999,106 657,854 Depreciation Amortization of intangibles 197,500 Amortization of stock grants 223,148 1,457,684 3,945,398 Amortization of option grants Amortization of stand-alone warrant issuances 391,932 1,815,219 Amortization of warrants attached to debt 2,455,964 1,171,330 Amortization of beneficial conversion feature 5,242,483 1,522,107 Amortization of original issue discount 183,867 1,331,785 Goodwill write-downs 2,662,669 44,539,820 150,000 Bad debts Loss on sale of fixed assets (2,858)Equity issued to settle obligations 5,180 1,024,117 Loss on preferred stock conversions 34,044 Loss on debt settlements 3,334,366 30,334,503 43,221 Loss on equity investments 640,856 Change in fair value of investments Changes in operating assets and liabilities: (37,701,009)(4.073.482)Accounts receivable 299,559 (1,485,595)Deferred rents receivable Due from third parties 1,355,746 (3,387,906) (495,394)Inventory Other current assets (63,815)156,547 (92,981)163 462 Other assets Accounts payable 632,471 3,614,087 Accrued expenses 3,436,024 183,032 Deferred rents payable (105,901)105,901 Operating lease payments 529,434 (6,414)Finance lease interest payments Unearned revenue Other current liabilities 858,176 Other liabilities (238,000)Net cash used in operating activities (24,138,317) (2,907,857)Cash flows from investing activities: Purchase of property and equipment (9,668,521) (8,924,311) Purchase of cannabis licenses (308,815)(211,823) 13,494 Acquisitions Investment in third party companies (800,000)Investment in convertible debentures (30,000,000)Investment in notes receivable (2,680,000)(550,000)211,989 (15,116)Interest on notes receivable Proceeds from notes receivable 45,553 Proceeds from sale of equipment 145,382 Due from related parties 119,781 15,000 (12,537,389) Net cash used in investing activities (40,069,998) Cash flows from financing activities: Issuance of common stock 2,750,000 31,821,001 Issuance of common stock subscriptions 55,620 Issuance of interest in subsidiary 19,760,000 3,206,338 Issuance of promissory notes (700,000)Payments on promissory notes 9,600,000 Proceeds from issuance of debentures 10,007,094 2,000,000 Proceeds from mortgages Payments on mortgages (200,081)(114,141)Exercise of stock options 97,500 39,000 612,441 385,395 Exercise of warrants 1,178,402 (217,451)Due to related parties (13,954)Finance lease principal payments (474,229)(690,917)Distributions Net cash provided by financing activities 33,310,079 45,791,939 Net change to cash and cash equivalents (3,365,627)2,814,084 Cash and cash equivalents at beginning of period 4,104,315 1,290,231 Cash and cash equivalents at end of period 738,688 4,104,315 Supplemental disclosure of cash flow information: Cash paid for interest 1,286,007 Cash paid for income taxes 52,12**RAPP\_0551** 12,584

Non-cash activities:

Conversion of debentures receivable	\$ 30,000,000	\$ _
Operating lease right-of-use assets and liabilities	\$ 7,251,837	\$ -
Finance lease right-of-use assets and liabilities	\$ 172,605	\$ -
Conversions of debentures payable	\$ 8,975,920	\$ 1,435,506
Beneficial conversion feature on debentures payable	\$ 4,235,469	\$ 5,569,908
Discount on debentures payable	\$ 1,148,056	\$ 1,057,833
Discount on promissory notes	\$ 605,780	\$ 1,709,595
Common stock issued to settle debt	\$ 1,047,100	\$ 7,589,788
Common stock issued to settle obligations	\$ 120,864	\$ 18,540
Common stock issued for acquisitions	\$ 2,470,840	\$ 266,682
Common stock issued for investments	\$ 1,590,000	\$ 915,006
Harvest payment	\$ 1,000	\$ -
Conversion of notes receivable to investment	\$ 257,687	\$ -
Issuance of common stock associated with subscriptions	\$ 169,123	\$ 370,000
Conversion of advances to notes receivable	\$ 855,913	\$ _
Exercise of options via the reduction of obligation	\$ 350,000	\$ -
Cashless exercise of stock options	\$ 1,762	\$ _
Reclass of accrued interest from notes payable	\$ 127,450	\$ 
Reclass of accrued interest from debentures payable	\$ 62,748	\$ _
Conversions of promissory notes	\$ -	\$ 1,075,000

 $See\ accompanying\ notes\ to\ consolidated\ financial\ statements.$ 

# MariMed Inc. Notes to Consolidated Financial Statements

#### NOTE 1 – ORGANIZATION AND DESCRIPTION OF BUSINESS

MariMed Inc. (the "Company") is a leader in the emerging cannabis industry. The Company is an expert in the development, operation, management and optimization of facilities for the cultivation, production and dispensing of medicinal and recreational cannabis and cannabis-infused products. To date, the Company has developed in excess of 300,000 square feet of state-of-the-art, regulatory-compliant facilities in five states – Delaware, Illinois, Maryland, Massachusetts, and Nevada.

At the outset of the Company's entrance into the cannabis industry, the Company provided advisory services and assistance to its clients in the procurement of state-issued cannabis licenses, leased its aforementioned cannabis facilities to these newly-licensed clients, and provided industry-leading expertise and oversight in all aspects of their cannabis operations, as well as ongoing regulatory, accounting, human resources, and administrative services. During this time, the Company successfully secured, on behalf of its clients, 13 cannabis licenses across six states – two in Delaware, three in Illinois, one in Nevada, one in Rhode Island, three in Maryland, and three in Massachusetts.

Since entering the cannabis industry, the Company has demonstrated an excellent track record developing and operating licensed cannabis facilities, implementing its proprietary operating procedures, and industry best practices. In 2018, the Company commenced a strategic plan to transition from an advisory firm that provides cannabis licensing, operational consulting and real estate services, to a direct owner of cannabis licenses and operator of seed-to-sale operations, dedicated to the improvement of health and wellness through the use of cannabinoids and cannabis products.

The Company's strategic plan consists of the acquisition of its cannabis-licensed clients who currently lease the Company's facilities, and the consolidation of these entities under the MariMed banner. The Company has played a key role in the successes of these entities, from the securing of their cannabis licenses, to the development of facilities that are models of excellence, to providing operational and corporate guidance. Accordingly, the Company believes it is well suited to own these facilities and manage the continuing growth of their operations.

A goal in completing this transition is to present a simpler, more transparent financial picture to the investor community. Once the consolidation is complete, the Company's financial statements will provide a clearer representation of the revenues, earnings, and other financial metrics that the Company is generating, rather than a fee-for-service revenue model that reports only consulting and management fees, and does not reflect the full breadth of the Company's overall business.

To date, acquisitions of the licensed businesses in Massachusetts and Illinois have been state-approved and completed, with the remaining entities located in Maryland, Nevada, and Rhode Island at various stages of completion and state approvals as further discussed below. When implemented, all of the Company's cannabis-licensed clients will be fully consolidated into the Company, establishing it as a fully integrated seed-to-sale multistate operator of licensed cannabis businesses.

Each of the remaining potential acquisitions is subject to the respective state's approval under its laws governing the ownership and transfer of cannabis licenses. The completion of the entire plan requires a modification of current cannabis license ownership laws in in Delaware and Rhode Island, and therefore there is no assurance that the Company will be successful in fully implementing its plan. However, the Company continues to develop additional revenue and business in the states in which it operates and plans to leverage its success in these markets to expand into other states where cannabis is and becomes legal.

The Company has also created its own brands of precision-dosed, cannabis-infused products designed to treat specific health conditions, alleviate medical symptoms, or achieve a certain effect. These products are developed by the Company in cooperation with state-licensed facilities and operators who meet the Company's strict standards, including all natural—not artificial or synthetic—ingredients. The Company licenses its product formulations only to knowledgeable manufacturing professionals who agree to adhere to the Company's precise scientific formulations using its trademarked product recipes.

The Company's branded products are licensed under brand names including Kalm Fusion™, Nature's Heritage™, and Betty's Eddies™, and are distributed in the form of dissolvable strips, tablets, powders, microwaveable popcorn, fruit chews, and with more varieties in development. The Company also has exclusive sublicensing rights in certain states to distribute DabTabs™ vaporization tablets infused with cannabis concentrates, the Binske® line of cannabis products made from premium artisan ingredients, and the clinically tested medicinal cannabis strains developed in Israel by Tikun Olam™. The Company intends to continue licensing and distributing its brands as well as other top brands in the Company's current markets and in partnerships in other states markets across the country where product sale is legal.

In anticipation of the growing demand for hemp-derived cannabidiol ("CBD"), in 2018, the Company invested \$30.0 million in GenCanna Global Inc. ("GenCanna"), a Kentucky-based cultivator, producer, and distributor of hemp and GMP-quality CBD oils and isolates. Concurrent with this investment, the Company acquired MediTaurus LLC ("MediTaurus"), a company operating in the United States and Europe that has developed proprietary CBD formulations under its Florance™ brand.

The transactions with GenCanna and MediTaurus, along with the Company's cannabis platform and product experience, enabled the Company to expand into the emerging global CBD market just as the U.S Farm Bill was adopted in late 2018 which descheduled industrial hemp and hemp-derived CBD as controlled substances and classified them as agricultural commodities. This new law enabled a new emerging industry of CBD oils, isolates, and infused products within the United States. In early 2019, the Company established a wholly owned subsidiary, MariMed Hemp Inc. ("MariMed Hemp") to market and distribute hemp-derived CBD products across several vertical markets.

The Company's stock is quoted on the OTCQX market under the ticker symbol MRMD.

The Company was incorporated in Delaware in January 2011 under the name Worlds Online Inc. Initially, the Company developed and managed online virtual worlds. By early 2014, this line of business effectively ceased operating and the Company pivoted into the legal cannabis industry.

#### Significant Transactions in the Current Period

During 2019, the Company, through its MariMed Hemp subsidiary, entered into several hemp seed sale transactions with GenCanna whereby the Company acquired large quantities of top-grade feminized hemp seeds with proven genetics at volume discounts that it sold to GenCanna at market rates. The seeds met the U.S. government's definition of federally legal industrial hemp, which was descheduled as a controlled substance and classified as an agricultural commodity upon the signing of the 2018 U.S. Farm Bill.

The Company purchased \$20.75 million of hemp seed inventory which it sold and delivered to GenCanna for \$33.2 million. The Company provided GenCanna with extended payment terms through December 2019, to coincide with the completion of the seeds' harvest, although the payment by GenCanna was not contingent upon the success of such harvest or its yield. To partially fund the seed purchases, the Company raised \$17.0 million in debt financings which is reflected in *Notes Payable* on the balance sheet and further discussed in Note 11 – Debt.

By the end of 2019, GenCanna had not paid the amount it owed the Company for its seed purchases due to several challenges it faced late in the year, including a fire at its main processing and lab facility, the domestic decline of CBD selling prices, and the contraction of the cannabis capital markets. In February 2020, GenCanna filed for voluntary reorganization under Chapter 11 with the U.S. Bankruptcy Court in the Eastern District of Kentucky. The filing is intended to permit GenCanna to operate its business while working through a reorganization plan that could include refinancing of its existing indebtedness, or an alternative restructuring transaction such as a sale.

As required by the relevant accounting guidance, the Company initially recorded the \$33.2 million due from GenCanna as a related party receivable, with approximately \$29.0 million recognized as related party revenue, and approximately \$4.2 million classified as unearned revenue (such amount representing the Company's 33.5% ownership portion of the profit on these transactions, which was to have been recognized as revenue upon payment by GenCanna). As a result of GenCanna's Chapter 11 filing, the Company wrote off the receivable balance of approximately \$29.0 million and the entire unearned revenue balance of approximately \$4.2 million. Additionally, the Company recorded a charge to net income of approximately \$30.2 million, which reduced to zero the carrying value of the Company's investment in GenCanna.

In addition to the foregoing adjustments, the Company recorded bad debt reserves in 2019 against the receivable and working capital balances due from (i) Kind of approximately \$11.2 million in the aggregate, in light of the ongoing litigation between the Company and Kind, and (ii) Harvest of approximately \$2.2 million in the aggregate, due to the anticipated effect on Harvest's operations from a weakened local economy due to the coronavirus pandemic. These charges are further described in Note 6 – Due From Third Parties and Note 17 – Bad Debts.

The Company expects the coronavirus pandemic to likewise have a negative impact on the operations of certain entities in which the Company has invested and to whom the Company has extended loans. For that reason, the Company also wrote off (i) three notes receivable balances of approximately \$1.6 million in the aggregate, (ii) goodwill of approximately 2.7 million associated with the Company's acquisition of MediTaurus, and (iii) the carrying value of a \$500,000 investment. These items are further described in Note 3 – Acquisitions, Note 4 – Investments, and Note 7 – Notes Receivable.

#### NOTE 2 — SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of Presentation

The accompanying financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America ("GAAP").

Certain reclassifications have been made to prior periods' data to conform to the current period presentation. These reclassifications had no effect on reported income (losses) or cash flows.

#### Going Concern

In connection with the preparation of its financial statements for the year ended December 31, 2019, the Company's management evaluated the Company's ability to continue as a going concern in accordance with the ASU 2014-15, *Presentation of Financial Statements—Going Concern (Subtopic 205-40)*, which requires an assessment of relevant conditions or events, considered in the aggregate, that are known or reasonably knowable by management on the issuance dates of the financial statements which indicated the probable likelihood that the Company will be unable to meet its obligations as they become due within one year after the issuance date of the financial statements.

As part of its evaluation, management assessed known events, trends, commitments, and uncertainties, which at the time included the status of its consolidation plan, the GenCanna bankruptcy, the amount of capital raised by the Company during the past two calendar years, the recent level of cannabis industry investment activity, the stock price movement of public cannabis companies, the actions and/or results of certain bellwether cannabis companies, the measure of cannabis investor confidence, and the changes to state laws with respect to adult-use recreational and medical cannabis use.

At December 31, 2019, the Company had negative working capital of approximately \$31.0 million, and for the year then ended, incurred negative cash flow from operations of approximately \$24.8 million. For further discussion on these metrics and the Company's liquidity and capital resources, please refer to Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations of the Company's Form 10-K for the fiscal year ended December 31, 2019.

In early 2020, the Company raised approximately \$4.4 million as part of an exchange agreement with two institutional stockholders, and \$935,000 from the issuance of convertible debentures. Additionally, the Company has extended the maturity dates of approximately \$19.4 million of promissory notes, and is in the process of finalizing the documentation to extend another \$3.0 million of promissory notes. These transactions are further disclosed in Note 21 – Subsequent Events.

Moreover, as of the filing date of this report, the Company has obtained a commitment from an accredited investor for a \$12.0 million loan, secured by the Company's real estate, at a rate of 10% per annum with a one-year term, and an option to extend for an additional year. This transactions is expected to close upon the lender's completion of its due diligence, which is in its final stages, although there is no assurance that it will close in the foreseeable future or at all. Also as of the filing date of this report, the Company is in discussions with financial institutions to consider generating liquidity from the Company's unencumbered real property through mortgage-backed financings, the refinancing of certain outstanding mortgage loans, the sales-leaseback of certain properties, and/or a combination thereof. Based on preliminary discussions, such financings could potentially generate upwards of \$17.0 million from such transactions, however the Company has not signed any commitments it has received to date and there are no assurances that it will.

In addition to the aforementioned financing transactions that have been consummated and that are in progress, the operations of the Company's recently acquired entities in Illinois and Massachusetts are expected to generate considerable liquidity and working capital for the Company. The state of Illinois legalized adult-use cannabis in January 2020, which was added to the Company's two existing cannabis licenses, thereby increasing the Company's operations in this state to service both medical and recreational cannabis consumers. In Massachusetts, the cultivation and production facility acquired by the Company will soon complete its first harvest and commence full scale selling operations in this state's robust cannabis market.

The Company believes that it will close incremental debt financings in the foreseeable future, and it projects that its operating profit will organically support its day-to-day operations by the latter part of 2020. However, since there are no assurances that another financing transaction will be consummated, or that the Company will meet or exceed its projections in light of the unknown current state of the global economy, there are similarly no assurances that the Company will be able to meet all of its obligations as they become due within one year after the issuance date of these financial statements

#### Principles of Consolidation

The accompanying condensed consolidated financial statements include the accounts of MariMed Inc. and the following majority-owned subsidiaries:

	Percentage
Subsidiary:	Owned
MariMed Advisors Inc.	100.0%
Mia Development LLC	89.5%
Mari Holdings IL LLC	100.0 %
Mari Holdings MD LLC	97.4%
Mari Holdings NV LLC	100.0%
Hartwell Realty Holdings LLC	100.0%
iRollie LLC	100.0%
ARL Healthcare Inc.	100.0%
KPG of Anna LLC	100.0 %
KPG of Harrisburg LLC	100.0 %
MariMed Hemp Inc.	100.0%
MediTaurus LLC	70.0%

Dargantaga

Intercompany accounts and transactions have been eliminated.

#### Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts within the financial statements and disclosures thereof. Actual results could differ from these estimates or assumptions.

#### Cash Equivalents

The Company considers all highly liquid investments with a maturity date of three months or less to be cash equivalents. The fair values of these investments approximate their carrying values.

The Company's cash and cash equivalents are maintained with recognized financial institutions located in the United States. In the normal course of business, the Company may carry balances with certain financial institutions that exceed federally insured limits. The Company has not experienced losses on balances RAPP\_0555 limits and management believes the Company is not exposed to significant risks in that regard.

#### Accounts Receivable

Accounts receivable consist of trade receivables and are carried at their estimated collectible amounts.

The Company provides credit to its clients in the form of payment terms. The Company limits its credit risk by performing credit evaluations of its clients and maintaining a reserve, if deemed necessary, for potential credit losses. Such evaluations include the review of a client's outstanding balances with consideration towards such client's historical collection experience, as well as prevailing economic and market conditions and other factors. Based on such evaluations, the Company maintained a reserve of approximately \$10.7 million and \$150,000 at December 31, 2019 and 2018, respectively. The 2019 reserve primarily consisted of reserves against the accounts receivable balances of Kind of approximately \$9.7 million and Harvest of approximately \$239,000, as further disclosed in Note 17 – Bad Debts.

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#### Inventory

Inventory is carried at the lower of cost or net realizable value, with the cost being determined on a first-in, first-out (FIFO) basis. The Company allocates a certain percentage of overhead cost to its manufactured inventory; such allocation is based on square footage and other industry-standard criteria. The Company reviews physical inventory for obsolescence and/or excess and will record a reserve if necessary. As of the date of this report, no reserve was deemed necessary.

#### Investments

Investments are comprised of equity holding of private companies. These investments are recorded at fair value on the Company's consolidated balance sheet, with changes to fair value included in income. Investments are evaluated for permanent impairment and are written down if such impairments are deemed to have occurred.

#### Revenue Recognition

On January 1, 2018, the Company adopted the Financial Accounting Standards Board's Accounting Standards Codification ("ASC") 606, Revenue from Contract with Customers, as amended by subsequently issued Accounting Standards Updates. This revenue standard requires an entity to recognize revenue to depict the transfer of goods or services to customers in an amount that reflects the consideration that it expects to be entitled to in exchange for those goods or services. The recognition of revenue is determined by performing the following consecutive steps:

- Identify the contract(s) with a customer;
- Identify the performance obligations in the contract(s);
- Determine the transaction price;
- Allocate the transaction price to the performance obligations in the contract(s); and
- Recognize revenue as the performance obligation is satisfied.

Additionally, when another party is involved in providing goods or services to the Company's clients, a determination is made as to who—the Company or the other party—is acting in the capacity as the principal in the sale transaction, and who is merely the agent arranging for goods or services to be provided by the other party.

The Company is typically considered the principal if it controls the specified good or service before such good or service is transferred to its client. The Company may also be deemed to be the principal even if it engages another party (an agent) to satisfy some of the performance obligations on its behalf, provided the Company (i) takes on certain responsibilities, obligations and risks, (ii) possesses certain abilities and discretion, or (iii) other relevant indicators of the sale. If deemed an agent, the Company would not recognize revenue for the performance obligations it does not satisfy.

The adoption of this standard did not have a significant impact on the Company's consolidated operating results, and accordingly no restatement has been made to prior period reported amounts.

The Company's main sources of revenue are comprised of the following:

- Real Estate rental income and additional rental fees from leasing of the Company's regulatory-compliant cannabis facilities to its clients, which are cannabis-licensed operating companies. Rental income is generally a fixed amount per month that escalates over the respective lease terms, while additional rental fees are based on a percentage of tenant revenues that exceed a specified amount.
- Management fees for providing the Company's cannabis clients with corporate services and operational oversight of their cannabis cultivation, production, and dispensary operations. These fees are based on a percentage of such clients' revenue, and are recognized after services have been performed.
- Supply Procurement the Company maintains volume discounts with top national vendors of cultivation and production resources, supplies, and equipment, which the Company acquires and resells to its clients or third parties within the cannabis industry. The Company recognizes this revenue after the delivery and acceptance of goods by the purchaser.
- Licensing revenue from the sale of precision-dosed, cannabis-infused products, such as Kalm Fusion<sup>TM</sup> and Betty's Eddies<sup>TM</sup>, to legal dispensaries throughout the United States. The recognition of this revenue occurs when the products are delivered.
- Consulting fees from third-parties where the Company provides assistance in securing cannabis licenses, and advisory services in the areas of facility design and development, and cultivation and dispensing best practices. These fees are recognized as the services are performed.
- Product Sales direct sales of cannabis, hemp, and products derived from these plants. During 2019, such revenue was generated from (i) the post-acquisition dispensary operations of both ARL in Massachusetts and the KPGs in Illinois, and (ii) the sales of hemp and CBD products by MariMed Hemp and MediTaurus. This revenue is recognized when products are delivered or at retail points-of-sale.

#### Research and Development Costs

Research and development costs are charged to operations as incurred.

#### Property and Equipment

Property and equipment are stated at cost less accumulated depreciation, with depreciation recognized on a straight-line basis over the shorter of the estimated useful life of the asset or the lease term, if applicable. When assets are retired or disposed, the cost and accumulated depreciation are removed from the accounts, and any resulting gains or losses are included in income. Repairs and maintenance are charged to expense in the period incurred.

The estimated useful lives of property and equipment are generally as follows: buildings and building improvements, seven to thirty-nine years; tenant improvements, the remaining duration of the related lease; furniture and fixtures, seven years; machinery and equipment, five to ten years. Land is not depreciated.

The Company's property and equipment are individually reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable from the undiscounted future cash flows of such asset over the anticipated holding period. An impairment loss is measured by the excess of the asset's carrying amount over its estimated fair value.

Impairment analyses are based on management's current plans, asset holding periods, and currently available market information. If these criteria change, the Company's evaluation of impairment losses may be different and could have a material impact to the consolidated financial statements.

For the years ended December 31, 2019 and 2018, based on the results of management's impairment analyses, there were no impairment losses.

#### Leases

The consolidated financial statements reflect the Company's adoption of ASC 842, *Leases*, as amended by subsequent accounting standards updates, utilizing the modified retrospective transition approach which calls for applying the new standard to all of the Company's leases effective January 1, 2019, which is the effective date of adoption.

ASC 842 is intended to improve financial reporting of leasing transactions. The most prominent change from previous accounting guidance is the requirement to recognize right-of-use assets and lease liabilities on the consolidated balance sheet representing the rights and obligations created by operating leases that extend more than twelve months in which the Company is the lessee. The Company elected the package of practical expedients permitted under ASC 842. Accordingly, the Company accounted for its existing operating leases that commenced before the effective date as operating leases under the new guidance without reassessing (i) whether the contracts contain a lease, (ii) the classification of the leases (iii) the accounting for indirect costs as defined in ASC 842.

The Company determines if an arrangement is a lease at inception. Right-of-use assets represent the Company's right to use an underlying asset for the lease term and lease liabilities represent the Company's obligation to make lease payments arising from the lease. Non-lease components within lease agreements are accounted for separately. Right-of-use assets and obligations are recognized at the commencement date based on the present value of lease payments over the lease term, utilizing the Company's incremental borrowing rate. The Company's lease terms may include options to extend or terminate the lease when it is reasonably certain that the Company will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term.

#### Impairment of Long-Lived Assets

The Company evaluates the recoverability of its fixed assets and other assets in accordance with ASC 360-10-15 Impairment or Disposal of Long-Lived Assets. Impairment of long-lived assets is recognized when the net book value of such assets exceeds their expected cash flows, in which case the assets are written down to fair value, which is determined based on discounted future cash flows or appraised values.

#### Fair Value of Financial Instruments

The Company follows the provisions of ASC 820, Fair Value Measurement, to measure the fair value of its financial instruments, and ASC 825, Financial Instruments, for disclosures on the fair value of its financial instruments. To increase consistency and comparability in fair value measurements and related disclosures, ASC 820 establishes a fair value hierarchy which prioritizes the inputs to valuation techniques used to measure fair value into three broad levels. The fair value hierarchy gives the highest priority to quoted prices (unadjusted) in active markets for identical assets or liabilities and the lowest priority to unobservable inputs. The three levels of fair value hierarchy defined by ASC 820 are:

- Level 1 Quoted market prices available in active markets for identical assets or liabilities as of the reporting date.
- Level 2 Pricing inputs other than quoted prices in active markets included in Level 1, which are either directly or indirectly observable as of the reporting date.
- Level 3 Pricing inputs that are generally observable inputs and not corroborated by market data.

The carrying amounts of the Company's financial assets and liabilities, such as cash and accounts payable approximate their fair values due to the short maturity of these instruments.

The fair value of option and warrant issuances are determined using the Black-Scholes pricing model and employing several inputs such as the expected life of instrument, the exercise price, the expected risk-free interest rate, the expected dividend yield, the value of the Company's common stock on issuance date, and the expected volatility of such common stock. The following table summarizes the range of inputs used by the Company during the prior two fiscal years:

	2019	2018
Life of instrument	1.5 to 4.0 years	0.5 to 5.0 years
Volatility factors	1.039 to 1.106	1.019 to 2.086
Risk-free interest rates	1.42% to 2.28%	1.65% to 3.07%
Dividend yield	0%	0%

The expected life of an instrument is calculated using the simplified method pursuant to Staff Accounting Bulletin Topic 14, Share-Based Payment, which allows for using the mid-point between the vesting date and expiration date. The volatility factors are based on the historical two-year movement of the Company's common stock prior to an instrument's issuance date. The risk-free interest rate is based on U.S. Treasury rates with maturity periods similar to the expected instruments life on the issuance date.

The Company amortizes the fair value of option and warrant issuances on a straight-line basis over the requisite service period of each instrument.

### Extinguishment of Liabilities

The Company accounts for extinguishment of liabilities in accordance with ASC 405-20, Extinguishments of Liabilities. When the conditions for extinguishment are met, the liabilities are written down to zero and a gain or loss is recognized.

# Stock-Based Compensation

The Company accounts for stock-based compensation using the fair value method as set forth in ASC 718, Compensation—Stock Compensation, which requires a public entity to measure the cost of employee services received in exchange for an equity award based on the fair value of the award on the grant date, with limited exceptions. Such value will be incurred as compensation expense over the period an employee is required to provide service in exchange for the award, usually the vesting period. No compensation cost is recognized for equity awards for which employees do not render the requisite service.

#### Income Taxes

The Company accounts for income taxes in accordance with ASC 740, *Income Taxes*. Deferred income tax assets and liabilities are determined based upon differences between the financial reporting and tax basis of assets and liabilities, and are measured using the enacted tax rates and laws that will be in effect when the differences are expected to reverse. Deferred tax assets are reduced by a valuation allowance to the extent management concludes it is more likely than not that the assets will not be realized. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in the consolidated statements of operations in the period that includes the enactment date.

ASC 740 prescribes a comprehensive model for how companies should recognize, measure, present, and disclose in their financial statements uncertain tax positions taken or expected to be taken on a tax return. The Company did not take any uncertain tax positions and had no adjustments to unrecognized income tax liabilities or benefits for the years ended December 31, 2019 and 2018.

### Related Party Transactions

The Company follows ASC 850, Related Party Disclosures, for the identification of related parties and disclosure of related party transactions.

In accordance with ASC 850, the Company's financial statements include disclosures of material related party transactions, other than compensation arrangements, expense allowances, and other similar items in the ordinary course of business, as well as transactions that are eliminated in the preparation of financial statements.

#### Comprehensive Income

The Company reports comprehensive income and its components following guidance set forth by ASC 220, Comprehensive Income, which establishes standards for the reporting and display of comprehensive income and its components in the consolidated financial statements. There were no items of comprehensive income applicable to the Company during the period covered in the financial statements.

## Earnings Per Share

Earnings per common share is computed pursuant to ASC 260, Earnings Per Share. Basic earnings per share is computed by dividing net income by the weighted average number of shares of common stock outstanding during the period. Diluted net income per share is computed by dividing net income by the sum of the weighted average number of shares of common stock outstanding plus the weighted average number of potentially dilutive securities during the period.

As of December 31, 2019 and 2018, there were 18,051,357 and 18,916,211, respectively, of potentially dilutive securities in the form of outstanding options and warrants. Also as of such dates, there were (i) \$10.0 million and \$8.6 million, respectively, of outstanding convertible debentures payable, and (ii) \$350,000 of outstanding convertible promissory notes in both years, that were potentially dilutive, whose conversion into common stock is based on a discount to the market value of common stock on or about the future conversion date.

For the years ended December 31, 2019 and 2018, all potentially dilutive securities had an anti-dilutive effect on earnings per share, and in accordance with ASC 260, were excluded from the diluted net income per share calculations, resulting in identical basic and fully diluted net income per share for these periods. The potentially dilutive securities may dilute earnings per share in the future.

#### Commitments and Contingencies

The Company follows ASC 450, *Contingencies*, which requires the Company to assess the likelihood that a loss will be incurred from the occurrence or non-occurrence of one or more future events. Such assessment inherently involves an exercise of judgment. In assessing possible loss contingencies from legal proceedings or unasserted claims, the Company evaluates the perceived merits of such proceedings or claims, and of the relief sought or expected to be sought.

If the assessment of a contingency indicates that it is probable that a material loss will be incurred and the amount of the liability can be estimated, then the estimated liability would be accrued in the Company's financial statements. If the assessment indicates that a potentially material loss contingency is not probable but is reasonably possible, or is probable but cannot be estimated, then the nature of the contingent liability, and an estimate of the range of possible losses, if determinable and material, would be disclosed. Loss contingencies considered remote are generally not disclosed unless they involve guarantees, in which case the guarantees would be disclosed.

While not assured, management does not believe, based upon information available at this time, that a loss contingency will have material adverse effect on the Company's financial position, results of operations or cash flows.

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#### Beneficial Conversion Features on Convertible Debt

Convertible instruments that are not bifurcated as a derivative pursuant to ASC 815, *Derivatives and Hedging*, and not accounted for as a separate equity component under the cash conversion guidance are evaluated to determine whether their conversion prices create an embedded beneficial conversion feature at inception, or may become beneficial in the future due to potential adjustments.

A beneficial conversion feature is a nondetachable conversion feature that is "in-the-money" at the commitment date. The in-the-money portion, also known as the intrinsic value of the option, is recorded in equity, with an offsetting discount to the carrying amount of convertible debt to which it is attached. The discount is amortized to interest expense over the life of the debt with adjustments to amortization upon full or partial conversions of the debt.

### Risk and Uncertainties

The Company is subject to risks common to companies operating within the legal and medical marijuana industries, including, but not limited to, federal laws, government regulations and jurisdictional laws.

#### Noncontrolling Interests

Noncontrolling interests represent third-party minority ownership of the Company's consolidated subsidiaries. Net income attributable to noncontrolling interests is shown in the consolidated statements of operations; and the value of net assets owned by noncontrolling interests are presented as a component of equity within the balance sheets.

#### Off Balance Sheet Arrangements

The Company does not have any off-balance sheet arrangements.

### Recent Accounting Pronouncements

In January 2017, the FASB issued ASU 2017-04, *Intangibles - Goodwill and Other (Topic 350)* which simplifies goodwill impairment testing by requiring that such periodic testing be performed by comparing the fair value of a reporting unit with its carrying amount and recognizing an impairment charge for the amount by which the carrying amount exceeds the reporting unit's fair value. The Company is currently evaluating the impact of this ASU on its consolidated financial statements and related disclosures, which is effective for fiscal years, including interim periods, beginning after December 15, 2019.

In addition to the above, the Company has reviewed all other recently issued, but not yet effective, accounting pronouncements, and does not believe the future adoption of any such pronouncements will have a material impact on its financial condition or the results of its operations.

### NOTE 3 - ACQUISITIONS

#### ARL Healthcare Inc.

In October 2018, the Company's cannabis-licensed client in Massachusetts, ARL Healthcare Inc. ("ARL"), filed a plan of entity conversion with the state to convert from a non-profit entity to a for-profit corporation, with the Company as the sole shareholder of the for-profit corporation. ARL holds three cannabis licenses from the state of Massachusetts for the cultivation, production and dispensing of cannabis.

On November 30, 2018, the conversion plan was approved by the Massachusetts Secretary of State, and effective December 1, 2018, ARL was consolidated into the Company as a wholly-owned subsidiary.

The acquisition was accounted for in accordance with ASC 805, *Business Combinations*. The following table summarizes the allocation of the purchase price to the fair value of the assets acquired and liabilities assumed on the acquisition date:

Equipment	\$ 21,000
Cannabis licenses	185,000
Accounts payable	(120,689)
Due to related parties	 (92,765)
Total identifiable net assets	(7,454)
Goodwill	 731,902
Total fair value of consideration	\$ 724,448

The total consideration paid by the Company was equal to the forgiveness of amounts owed to the Company by ARL. Accordingly, the transaction gave rise to goodwill of approximately \$732,000, which the Company wrote off in 2018. The balance of acquired cannabis licenses was included in *Intangibles* within the asset section of the Company's balance sheet at December 31, 2018. This intangible asset was fully amortized by December 2019.

In 2019, the Company paid for the annual renewal ARL's cannabis license. At December 31, 2019, the carrying value less amortization was approximately \$138,000.

### KPG of Anna LLC and KPG of Harrisburg LLC

In October 2018, the Company entered into a purchase agreement to acquire 100% of the ownership interests of KPG of Anna LLC and KPG of Harrisburg LLC, the Company's two cannabis-licensed clients that operate medical marijuana dispensaries in the state of Illinois (both entities collectively, the "KPGs"), from the current ownership group of the KPGs (the "Sellers"). As part of this transaction, the Company also acquired the Sellers' ownership interests of Mari Holdings IL LLC, the Company's subsidiary which owns the real estate in which the KPGs' dispensaries are located ("Mari-IL").

In October 2019, the transaction was approved by the Illinois Department of Financial & Professional Regulation, and 1,000,000 shares of the Company's common stock, representing the entire purchase price, were issued to the Sellers. Effective October 1, 2019, the KPGs and Mari-IL became wholly-owned subsidiaries of the Company with 100% of the operations of these entities consolidated into the Company's financial statements as of that date. The KPGs contributed revenues of approximately \$1.3 million and pretax income of approximately \$79,000 since the date of acquisition.

The acquisition was accounted for in accordance with ASC 805. The following table summarizes the allocation of the purchase price to the fair value of the assets acquired and liabilities assumed on the acquisition date:

Cash and cash equivalents	\$ 443,980
Inventory	113,825
Intangibles	2,067,727
Minority interests	138,356
Accounts payable	(642,033)
Accrued expenses	(186,005)
Due to third parties	 (1,020,850)
Total fair value of consideration	\$ 915,000

Consolidated unaudited pro forma results of operations for the Company are presented below assuming this 2019 acquisition had occurred at January 1, 2018, the beginning of the reporting period of these financial statements.

	Year Ended December 31,		
	 2019		2018
Total revenues	\$ 48,444,052	\$	14,417,923
Net income (loss)	\$ (81,705,403)	\$	(13,514,832)
Net income (loss) per share	\$ (0.39)	\$	(0.07)

Pro forma financial information is not necessarily indicative of the Company's actual results if the transaction had been completed during the periods reflected above, nor is it necessarily an indication of future operating results. Amounts do not include any operating efficiencies or costs savings that the Company would have been able to achieve.

# The Harvest Foundation LLC

In November 2018, the Company issued a letter of intent to acquire 100% of the ownership interests of The Harvest Foundation LLC ("Harvest"), the Company's cannabis-licensed client in the state of Nevada. In August 2019, the parties entered into a purchase agreement governing the transaction. The acquisition is conditioned upon legislative approval of the transaction, which is expected to occur by the end of 2020. Upon consummation, the operations of Harvest will be consolidated into the Company's financial statements.

The purchase price is comprised of the issuance of (i) 1,000,000 shares of the Company's common stock, in the aggregate, to two owners of Harvest, which as a good faith deposit, were issued upon execution of the purchase agreement, (ii) \$1.2 million of the Company's common stock at closing, based on the closing price of the common stock on the day prior to legislative approval of the transaction, and (iii) warrants to purchase 400,000 shares of the Company's common stock at an exercise price equal to the closing price of the Company's common stock on the day prior to legislative approval of the transaction. These shares are restricted and will be returned to the Company in the event the transaction does not close by a date certain. As the transaction has not been consummated, the issued shares were recorded at par value within the *Stockholders' Equity* section of the balance sheet at December 31, 2019.

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In December 2018, the Company entered into a memorandum of understanding ("MOU") to acquire Kind Therapeutics USA Inc. ("Kind"), its client in Maryland that holds licenses for the cultivation, production, and dispensing of medical cannabis. The MOU provides for a total purchase price of \$6.3 million in cash, 2,500,000 shares of the Company's common stock, and other consideration. The acquisition is subject to the approval by the Maryland Medical Cannabis Commission, which approval is not expected prior to October 2020.

Also in December 2018, MariMed Advisors Inc, the Company's whofly owned subsidiary, and Kind entered into a management agreement pursuant to which the Company provides comprehensive management services in connection with the business and operations of Kind, and Mari Holdings MD LLC, the Company's majority-owned subsidiary, entered into a 20-year lease with Kind for its utilization of the Company's 180,000 square foot cultivation and production facility in Hagerstown, MD. Additionally, in October 2019, Mari Holdings MD LLC purchased a 9,000 square foot building in Anne Arundel County, MD for the development of a dispensary which would be leased to Kind.

Recently, the sellers of Kind have attempted to renegotiate the terms of the MOU. Even though the MOU contains all the definitive material terms with respect to the acquisition transaction and confirms the management and lease agreements, the selling parties now allege that the MOU is not an enforceable agreement. The Company engaged with the sellers in good faith in an attempt to reach updated terms acceptable to both parties, however the sellers failed to reciprocate in good faith, resulting in an impasse, resulting in both parties commencing legal proceedings. For further information, see Part II, Item 1. Legal Proceedings in this report.

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#### MediTaurus LLC

In May 2019, the Company entered into a purchase agreement to acquire MediTaurus LLC ("MediTaurus"), a company formed and owned by Jokubas Ziburkas PhD, a neuroscientist and leading authority on CBD and its interactions with the brain and endocannabinoid system. MediTaurus currently operates in the United States and Europe and has developed proprietary CBD formulations sold under its Florance<sup>TM</sup> brand.

Pursuant to the purchase agreement, the Company acquired 70% of MediTaurus on June 1, 2019, and will acquire the remaining 30% of MediTaurus on June 1, 2020. The purchase price for the initial 70% was \$2.8 million, comprised of cash payments totaling \$720,000 and 520,000 shares of the Company's common stock valued at \$2,080,000. The purchase price of the remaining 30%, payable in cash or stock at the Company's option, shall be equal to a defined percentage of the Company's receipts from the licensing of certain MediTaurus technology and products that existed on June 1, 2019 (all such technology and products, the "MT Property"). For a period of ten years following June 1, 2020, certain former members of MediTaurus shall be paid a royalty on the Company's receipts from the licensing of MT Property, with the royalty percentage commencing at 10% and decreasing to 2% over time.

The acquisition was accounted for in accordance with ASC 10. The following table summarizes the allocation, adjusted in September 2019, of the purchase price to the fair value of the assets acquired and liabilities assumed on the acquisition date:

Cash and cash equivalents	\$ 64,196
Accounts receivable	5,362
Inventory	519,750
Goodwill	2,662,669
Accounts payable	 (777)
Total value of MediTaurus	3,251,200
Noncontrolling interests in MediTaurus	(975,360)
Total fair value of consideration	\$ 2,275,840

Based on a valuation of MediTaurus in late 2019, the goodwill on the transaction was adjusted to approximately \$2.7 million, which was written off in expectation of the impact of the coronavirus pandemic on MediTaurus' business.

As part of the transaction, the Company hired Dr. Ziburkas as the Company's Chief Innovation Officer, as well as other members of the MediTaurus executive team.

### <u>iRollie LLC</u>

Effective April 2018, the Company entered into a purchase agreement whereby 264,317 shares of the Company's common stock were exchanged for 100% of the ownership interests of iRollie LLC ("iRollie"), a manufacturer of branded cannabis products and accessories for consumers, and custom product and packaging for companies in the cannabis industry. The Company acquired, among other assets, iRollie's entire product line, service offerings, client list, and intellectual property, and hired its two co-founders.

The acquisition was accounted for in accordance with ASC 10. The shares of Company common stock, valued at approximately \$280,000, were issued to iRollie's former owners in December 2018, at which time the Company adjusted the total goodwill generated by the transaction. The following table summarizes the allocation of the purchase price to the fair value of the assets acquired:

Cash and cash equivalents	\$ 13,494
Goodwill	 266,682
Total fair value of consideration	\$ 280,176

Prior to the acquisition, iRollie had not been generating positive cash flow as a stand-alone entity, and in conformity with relevant accounting guidance, the goodwill was written off.

## AgriMed Industries of PA LLC

In July 2018, the Company entered into a purchase agreement to acquire 100% of the ownership interests of AgriMed Industries of PALLC ("AgriMed"), an entity that holds a license from the state of Pennsylvania for the cultivation of cannabis. The purchase price was comprised of \$8 million, payable in stock and cash, and the assumption of certain liabilities of AgriMed. In February 2019, the Company commenced legal proceedings against AgriMed seeking specific performance of the purchase agreement.

In May 2019, the dispute between the parties was resolved through the cash payment to the Company of \$3.1 million and other good and valuable consideration, in exchange for the Company relinquishing its rights under the purchase agreement and releasing its claims against AgriMed. The net amount of approximately \$2,949,000, representing the cash payment less legal fees and write-offs of assets and supplies, was recorded in *Other Non-Operating Income* in the Company's consolidated statement of operations for the year ended December 31, 2019.

#### **NOTE 4 – INVESTMENTS**

At December 31, 2019 and 2018, the Company's investments were comprised of the following:

	 2019		2018
Current investments:	 		
Terrace Inc.	\$ 1,449,144	\$	-
Total current investments	\$ 1,449,144	\$	_
Non-current investments:			
GenCanna Global Inc.	-		-
CVP Worldwide LLC	1,066,975		1,172,163
Iconic Ventures Inc.	-		500,000
Chooze Corp.	 257,686		<u>-</u>
Total non-current investments	 1,324,661		1,672,163
Total investments	\$ 2,773,805	\$	1,672,163

#### Terrace Inc.

In May 2019, the Company issued 500,000 shares of its common stock, valued at \$1.59 million on the date of issuance, to purchase an 8.95% interest in Terrace Inc. ("Terrace"), a Canadian entity that develops and acquires international cannabis assets. The Company has no board representation, nor does it have the ability to exert operational or financial control over the entity.

In November 2019, the common stock of Terrace commenced public trading on the Toronto Stock Venture Exchange. In accordance with ASC 321, *Investments – Equity Securities*, this investment is carried at fair value, with changes to fair value recognized in net income. Prior to Terrace becoming publicly traded, the Company had elected the measurement alternative to value this equity investment without a readily determinable fair value.

At December 31, 2019, the carrying amount of this investment declined to approximately \$1.45 million, based on its fair value on such date, and the Company recorded a charge to net income of approximately \$141,000.

#### GenCanna Global Inc.

During 2018, in a series of transactions, the Company purchased \$30 million of subordinated secured convertible debentures (the "GC Debentures") of GenCanna. In February 2019, the Company converted the GC Debentures, plus unpaid accrued interest of approximately \$229,000 through the conversion date, into common stock of GenCanna equal to a 33.5% ownership interest in GenCanna on a fully diluted basis. Concurrent with the conversion, Company's CEO was appointed to GenCanna's board and the Company was granted certain rights, including the rights of inspection, financial information, and participation in future security offerings of GenCanna.

Since the conversion date, this investment had been accounted for under the equity method. However, as previously discussed in Note 1 – Organization and Description of Business, GenCanna filed for voluntary reorganization under Chapter 11 in February 2020 with the U.S. Bankruptcy Court in the Eastern District of Kentucky. As a result, the Company recorded a charge to net income of approximately \$30.23 million, classified under Loss on Equity Investments on the statement of operations for the year ended December 31, 2019, which reduced the carrying value of this investment to zero.

### CVP Worldwide LLC

In August 2018, the Company invested \$300,000, of a total contracted cash investment of \$500,000, and issued 378,259 shares of its common stock, valued at approximately \$915,000, in exchange for a 23% ownership in CVP Worldwide LLC ("CVP"). CVP has developed a customer relationship management and marketing platform, branded under the name Sprout, which is specifically designed for companies in the cannabis industry.

The Company shall assist in the ongoing development and design of Sprout, and in marketing Sprout to companies within the cannabis industry. The Company shall earn a percentage share of Sprout's revenues generated from sales (i) to the Company's clients, and (ii) by the Company to third parties. As of December 31, 2019, no revenue was earned by the Company.

The investment is accounted under the equity method. In 2018, the Company recorded a charge to net income of approximately \$43,000 based on its equity in CVP's net loss during the period of the Company's ownership. Such amount reduced the carrying value of the investment to approximately \$1,172,000 at December 31, 2018. In 2019, the Company recorded a charge of approximately \$105,000 representing the Company's equity in CVP's net loss during year, further reducing the carrying value of the investment to approximately \$1,067,000 at December 31, 2019.

#### Iconic Ventures Inc.

In December 2018, the Company purchased 2,500,000 shares of common stock of Iconic Ventures Inc. ("Iconic") for an aggregate cash payment of \$500,000. Iconic has developed DabTabs™, a unique solution for cannabinoid vaporization via a convenient portable tablet that provides precisely measured dosing and acts as a storage system for full spectrum extracts, concentrates and distillates.

The Company's investment equates to a current ownership interest in Iconic of approximately 10%. The Company has no board representation, nor does it have the ability to exert operational or financial control over the entity. In accordance with ASC 321, the Company elected the measurement alternative to value this equity investment without a readily determinable fair value. Under this alternative measurement election, the investment is recorded at its cost minus impairment, if any, plus or minus changes resulting from observable price changes in orderly transactions for the identical or a similar investment in Iconic.

In 2019, the Company wrote off the investment after an impairment review that considered the viability of the entity in light of the current economic climateAccordingly, this investment was carried at zero and \$500,000 on December 31, 2019 and 2018, respectively.

#### Chooze Corp.

In January 2019, the entire principal and accrued interest balance of a note receivable from Chooze Corp. of approximately \$258,000 was converted into a 2.7% equity interest in Chooze. In accordance with ASC 321, the Company elected the measurement alternative to value this equity investment without a readily determinable fair value. Following the Company's purchase, there has been no impairment to this investment, nor any observable price changes to investments in the entity. Accordingly, this investment was carried at approximately \$258,000 at December 31, 2019.

The Company will continue to apply the alternative measurement guidance until this investment does not qualify to be so measured. The Company may subsequently elect to measure this investment at fair value, and if so, shall measure all identical or similar investments in Chooze at fair value. Any subsequent changes in fair value shall be recognized in net income.

# <u>Binske</u>®

In July 2019, the Company entered into a licensing agreement for the exclusive manufacturing and distribution in seven eastern U.S. states of the Binske® portfolio of products, a brand known for utilizing best-in-class proprietary strains and craft ingredients in its edibles, concentrates, vaporizers, and topicals. In consideration for the license and other rights, the Company agreed to pay a royalty of 10.0% to 12.5% of gross revenue, as defined, derived from the sale of Binske® products, subject to an annual minimum royalty. No gross revenue was generated as of December 31, 2019.

### **Vitiprints**

In August 2019, the Company terminated the license agreement it had entered into in August 2018 for the use of a patented technology to produce and distribute cannabis products with precise dosing and at increased economies ("Vitiprints"). The licensing agreement had an initial term of five years, and required the Company to make a non-refundable payment of \$250,000 which the Company charged to *Cost of Revenues* in August 2018.

#### NOTE 5 – DEFERRED RENTS RECEIVABLE

The Company is the lessor under several operating leases which contain rent holidays, escalating rents over time, options to renew, requirements to pay property taxes, insurance and/or maintenance costs, and contingent rental payments based on a percentage of monthly tenant revenues. The Company is not the lessor under any finance leases.

The Company recognizes fixed rental receipts from such lease agreements on a straight-line basis over the expected lease term. Differences between amounts received and amounts recognized are recorded under *Deferred Rents Receivable* on the balance sheet. Contingent rentals are recognized only after tenants' revenues are finalized and if such revenues exceed certain minimum levels.

The Company leases the following owned properties:

- Delaware a 45,000 square foot facility purchased in September 2016 and developed into a cannabis cultivation, processing, and dispensary facility which is leased to a cannabis-licensed client occupying 100% of the space under a triple net lease that commenced in 2017 and expires in 2035.
- Maryland a 180,000 square foot former manufacturing facility purchased in January 2017 and developed by the Company into a cultivation and processing facility which is leased to a licensed cannabis client under a triple net lease that commenced 2018 and expires in 2037.
- Massachusetts a 138,000 square foot industrial property of which approximately half of the available square footage is leased to a non-cannabis manufacturing company under a lease that commenced in 2017 and expires in 2022.
- Illinois two 3,400 square foot free-standing retail dispensaries in the cities of Anna and Harrisburg and leased to the KPGs, each under a 20-year lease that commenced in 2018. With the acquisition of the KPGs as disclosed in Note 3 *Acquisitions*, this lease was eliminated upon the consolidation of the KPGs in October 2019. Accordingly, the rental receipts on such leases have been removed from the table of future minimum rental receipts below.

The Company subleases the following property:

• Delaware – 4,000 square feet of retail space in a multi-use building space which the Company developed into a cannabis dispensary which is subleased to its cannabis-licensed client under a under a triple net lease expiring in 2021 with a five-year option to extend.

As of December 31, 2019 and 2018, cumulative fixed rental receipts under such leases approximated \$9.5 million and \$5.4 million, respectively, compared to revenue recognized on a straight-line basis of approximately \$11.3 million and \$7.5 million. Accordingly, the deferred rents receivable balances at December 31, 2019 and 2018 approximated \$1.8 million and \$2.1 million, respectively.

Future minimum rental receipts for non-cancelable leases and subleases as of December 31, 2019 were:

2020	\$ 3,896,550
2021	4,036,550
2022	3,959,709
2023	3,661,821
2024	3,717,080
Thereafter	40,404,470
Total	\$ 59,676,179

# NOTE 6 - DUE FROM THIRD PARTIES

At December 31, 2019 and 2018, the following table reflects amounts that were advanced by the Company to its cannabis-licensed clients primarily for working capital purposes, and the carrying amount of such advances after write-offs:

	2019		2018	
Kind Therapeutics USA Inc. (Maryland licensee)	\$	1,475,675	\$	2,679,496
Harvest Foundation LLC (Nevada licensee)		1,938,787		248,796
KPG of Anna LLC (Illinois licensee acquired Oct. 2019)		-		482,700
KPG of Harrisburg LLC (Illinois licensee acquired Oct. 2019)		<u> </u>		449,385
Total working capital advances to third parties		3,414,462		3,860,377
Reserves against working capital advances		(3,414,462)		<u>-</u>
Due from third parties, net	\$	_	\$	3,860,377

When a client is able to organically fund its ongoing operations, such client will issue a promissory note to the Company for the cumulative advances made up to that point, which will then be paid down monthly over a specified period of time. The Company has successfully employed this strategy in the past, and accordingly, in January 2019, KPG of Anna LLC and KPG of Harrisburg LLC issued promissory notes to the Company as further described in Note 7 – Notes Receivable.

In December 2019, the Company recorded bad debt reserves against the working capital advance balances due from (i) Kind of approximately \$1.5 million in light of the ongoing litigation between the Company and Kind, and (ii) Harvest of approximately \$1.9 million because of the anticipated effect on Harvest's operations from a weakened local economy due to the coronavirus pandemic.

#### NOTE 7 – NOTES RECEIVABLE

At December 31, 2019 and 2018, notes receivable were comprised of the following:

	2019		2018	
First State Compassion Center	\$	527,261	\$	578,722
Healer LLC	8	346,985		307,429
Atalo Holdings Inc.		-		_
Maryland Health & Wellness Center Inc.		323,526		_
High Fidelity Inc.	2	252,873		_
Chooze Corp.				257,687
Total notes receivable	1,9	950,645		1,143,838
Notes receivable, current portion	3	311,149		51,462
Notes receivable, less current portion	\$ 1,6	539,496	\$	1,092,376

The Company loaned approximately \$700,000 to First State Compassion Center, its Delaware cannabis-licensee client, during the period from October 2015 to April 2016. In May 2016, this client issued a 10-year promissory note, as subsequently amended, to the Company bearing interest at a rate of 12.5% per annum. The monthly payments of approximately \$10,100 will continue through April 2026, at which time the note will become due. At December 31, 2019 and 2018, the current portion of this note was approximately \$58,000 and \$51,000, respectively, and is included in *Notes Receivable, Current Portion* on the respective balance sheets.

In 2018, the Company loaned an aggregate of \$300,000 to Healer LLC ("Healer"), an entity that provides cannabis education, dosage programs, and products developed by Dr. Dustin Sulak, an integrative medicine physician and nationally renowned cannabis practitioner. In 2019, the Company loaned Healer an additional aggregate amount of \$500,000. The loans bear interest at 6% per annum, with principal and interest payable on the maturity dates which are three years from the respective loan dates.

In 2019, the Company extended loans aggregating \$980,000 to Atalo Holdings Inc. ("Atalo"), an agriculture and biotechnology firm specializing in research, development, and production of industrial hemp and hemp-based CBD products. The loans bear interest at 6% per annum, with principal and interest payable on the earlier of April 3, 2020 or the date on which the Company acquires at least 25% of Atalo's outstanding capital stock, in which case the principal and interest due shall be credited toward Company's purchase price for such capital stock. In December 2019, the Company wrote off the entire carrying value of the Atalo note receivable balance based on the expectation that the operations of Atalo would be negatively impacted by the coronavirus pandemic.

In January 2019, the Company entered into an agreement with Maryland Health & Wellness Center Inc. ("MHWC"), an entity that has been pre-approved by the state of Maryland for a cannabis dispensing license, to provide MHWC with a \$300,000 construction loan in connection with the buildout of MHWC's proposed dispensary. The Company also entered into a consulting services agreement to provide MHWC with advisory and oversight services over a three-year period relating to the development, administration, operation, and management of MHWC's proposed dispensary in Maryland. The construction loan bears interest at 8% per annum, with principal and interest payable in May 2022, the two-year anniversary of final state approval of MHWC's dispensing license, provided however, that the Company shall have the right, that extends through such two-year anniversary and which is subject to state approval, to convert the promissory note underlying the construction loan into a 20% ownership interest of MHWC. This conversion right of the Company shall terminate if the consulting services agreement is terminated.

In August 2019, the Company loaned \$250,000 to High Fidelity Inc., a company that owns and operates two seed-to sale medical marijuana facilities in the state of Vermont and produces its own line of CBD products. The loan bears interest at a rate of 10% per annum, with interest-only monthly payments through its extended maturity in August 2020.

During the period from May to October 2018, the Company loaned \$250,000 to Chooze Corp. bearing interest at 8% per annum and maturing in 2021. In January 2019, the entire principal and accrued interest balance of approximately \$258,000 was converted into a 2.7% ownership interest in Chooze, as previously discussed in Note 4 – Investments.

In January 2019, KPG of Anna LLC and KPG of Harrisburg LLC each issued a promissory note to the Company in the approximate amount of \$451,000 and \$405,000, respectively, representing the advances made by the Company to these entities through December 31, 2018. The notes bore interest at 12% per annum, with monthly principal and interest payments due through December 2038. With the acquisition of the KPGs as disclosed in Note 3 – *Acquisitions*, these notes were eliminated upon the consolidation of the KPGs in October 2019.

### NOTE 8 – INVENTORY

In 2019, the Company purchased \$21.6 million of hemp seeds for its wholesale hemp distribution business and to develop hemp-derived CBD products. The seeds meet the U.S. government's definition of federally legal industrial hemp, which was descheduled as a controlled substance and classified as an agricultural commodity upon the signing of the 2018 U.S. Farm Bill. As previously disclosed in Note 1 – *Organization and Description of Business*, the Company sold a majority of these seeds to GenCanna, generating a related party receivable of \$33.2 million which was written off as of December 31, 2019.

At December 31, 2019, inventory was comprised of approximately \$226,000 of CBD isolate and hemp extract; approximately \$476,000 of work-in-process; and approximately \$518,000 of finished cannabis and CBD products. At December 31, 2018, inventory was comprised of product packaging and other collateral.

#### NOTE 9 - DEBENTURES RECEIVABLE

As detailed in Note 4 – *Investments*, the Company converted the GC Debentures into a 33.5% ownership interest in GenCanna in February 2019. Prior to conversion, the GC Debentures bore interest at a rate of 9% per annum and had an original maturity date of three years from issuance. For the year ended December 31, 2018, the Company earned and received interest income of approximately \$502,000 on the GC Debentures.

### NOTE 10 - PROPERTY AND EQUIPMENT

At December 31, 2019 and 2018, property and equipment consisted of the following:

		2019		2019		2018	
Land	\$	3,887,710	\$	3,392,710			
Buildings and building improvements		27,063,235		13,566,144			
Tenant improvements		7,762,991		5,348,882			
Furniture and fixtures		299,645		114,160			
Machinery and equipment		4,086,691		1,632,351			
Construction in progress		2,827,940		12,205,447			
	'	45,928,212		36,259,694			
Less: accumulated depreciation		(3,135,843)		(2,159,830)			
Property and equipment, net	\$	42,792,369	\$	34,099,864			

During the years ended December 31, 2019 and 2018, additions to property and equipment were approximately \$9.7 million and \$8.9 million, respectively.

The 2018 additions were primarily comprised of (i) the buildout of properties in Hagerstown, MD, New Bedford, MA, and Middleborough, MA, and (ii) improvements to the Wilmington, DE facility.

The 2019 additions consisted primarily of (i) the commencement of construction in Milford, DE and Annapolis, MD, (ii) the continued buildout of properties in Hagerstown, MD, New Bedford, MA, and Middleborough, MA, and (ii) improvements to the Wilmington, DE and Las Vegas, NV properties.

The 2018 construction in progress balance of approximately \$12.2 million was primarily comprised of (i) New Bedford, MA building, improvements and machinery of approximately \$9.8 million and (ii) Middleborough, MA building, improvements and fixtures of approximately \$2.4 million. All of this construction in progress was placed into service in 2019.

The 2019 construction in progress balance of approximately \$2.8 million consisted of the commencement of construction of properties in Milford, DE and Annapolis, MD.

Depreciation expense for the year ended December 31, 2019 and 2018 was approximately \$999,000 and \$658,000, respectively.

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#### NOTE 11 - DEBT

### Mortgages Payable

At December 31, 2019 and 2018, mortgage balances, including accrued but unpaid interest, were comprised of the following:

	 2019		2018
Bank of New England – Massachusetts property	\$ 4,825,226	\$	4,895,000
Bank of New England – Delaware property	1,682,275		1,791,736
DuQuoin State Bank – Illinois properties	 829,229		850,076
Total mortgages payable	7,336,730		7,536,812
Mortgages payable, current portion	 (223,889)		(188,231)
Mortgages payable, less current portion	\$ 7,112,842	\$	7,348,581

In November 2017, the Company entered into a 10-year mortgage agreement with Bank of New England for the purchase of a 138,000 square foot industrial property in New Bedford, Massachusetts, within which the Company has built a 70,000 square foot cannabis cultivation and processing facility. This mortgage was personally guaranteed by the Company's CEO and CFO. From the mortgage date through May 2019, the Company was required to make monthly payments of interest-only at a rate equal to the prime rate plus 2%, with a floor of 6.25% per annum. From May 2019 to May 2024, the Company is required to make principal and interest payments at a rate equal to the prime rate on May 2, 2019 plus 2%, with a floor of 6.25% per annum. Principal and interest payments shall continue from May 2024 through the end of the lease at a rate equal to the prime rate on May 2, 2024 plus 2%, with a floor of 6.25% per annum. The outstanding principal balance on this mortgage was approximately \$4,825,000 and \$4,895,000 on December 31, 2019 and 2018, respectively, of which approximately \$94,000 and \$63,000, respectively, was current.

The Company maintains a second mortgage with Bank of New England, also personally guaranteed by the Company's CEO and CFO, for the 2016 purchase of a 45,070 square foot building in Wilmington, Delaware which was developed into a cannabis seed-to-sale facility and is currently leased to the Company's cannabis-licensed client in that state. The mortgage matures in 2031 with monthly principal and interest payments at a rate of 5.25% per annum through September 2021, and thereafter the rate adjusting every five years to the then prime rate plus 1.5% with a floor of 5.25% per annum. At December 31, 2019 and 2018, the outstanding principal balance on this mortgage was approximately \$1,682,000 and \$1,792,000, respectively, of which approximately \$105,000 and \$102,000, respectively, was current.

In May 2016, the Company entered into a mortgage agreement with DuQuoin State Bank ("DSB") for the purchase of two properties which the Company developed into two 3,400 square foot free-standing retail dispensaries in Illinois. On May 5<sup>th</sup> of each year, this mortgage is due to be repaid unless it is renewed for another year at a rate determined at the discretion of DSB's executive committee. The mortgage was renewed in May 2019 at a rate of 8.5% per annum. At December 31, 2019 and 2018, the outstanding principal balance on this mortgage was approximately \$829,000 and \$850,000, respectively, of which approximately \$24,000 and \$23,000, respectively, was current.

### Notes Payable

In June 2019, the Company and MariMed Hemp, its wholly-owned subsidiary, issued a secured promissory note in the principal amount of \$10 million to an unaffiliated party (the "\$10M Note"). The proceeds from the \$10M Note were used to finance a portion of the purchases of hemp seed inventory previously discussed in Note 1 – Organization and Description of Business. The \$10M Note provided for the repayment of principal plus a payment of \$1.5 million on January 31, 2020. At December 31, 2019, the pro-rata portion of such payment, based on the term of the \$10M Note, approximated \$1,307,000 and was charged to interest expense. The \$10M Note imposes certain covenants on the borrowers, all of which were complied with as of December 31, 2019.

In February 2020, the Company entered into an amendment agreement with the holder of the \$10M Note, whereby the Company and MariMed Hemp issued an amended and restated promissory note in the principal amount of \$11,500,000 (the "\$11.5M Note"), bearing interest at a rate of 15% per annum, due on June 15, 2020, and with monthly interest payments and minimum amortization payments of \$3,000,000 in the aggregate due on or before April 30, 2020, of which the Company has already paid \$2,300,000. The \$11.5M Note is secured by a first priority security interest in the assets of certain of the Company's subsidiaries and brands, and a pledge of the Company's ownership interest in certain of its subsidiaries. The \$11.5M Note imposes certain covenants on the borrowers effective on the date of the amendment agreement.

As part of the \$10M Note transaction, the Company issued three-year warrants to purchase 375,000 shares of common stock at an exercise price of \$4.50 per share to the holder of the \$10M Note. The fair value of these warrants on the issuance date of approximately \$601,000 was recorded as a discount to the \$10M Note. Approximately \$523,000 of the warrant discount was amortized to interest expense in 2019. Accordingly, the carrying value of the \$10M Note approximated \$9.92 million at December 31, 2019.

In April 2019, MariMed Hemp issued a secured promissory note in the principal amount of \$1,000,000 to an unaffiliated party. The proceeds of the note were used to finance a portion of the purchases of hemp seed inventory previously discussed in Note 1 – *Organization and Description of Business.* The note is secured by the collateral assignment of certain receivables from GenCanna (the "Secured Receivables") and certain obligations of GenCanna to MariMed Hemp. The principal balance plus a payment of \$180,000, initially due on December 31, 2019, was extended to March 31, 2020 in accordance with the terms of the note, requiring an additional payment of \$30,000 payable on the extended due date. MariMed Hemp can elect to repay the note in whole or in part without penalty, provided the noteholder is given proper notice and MariMed Hemp is not in default of the note agreement. Upon such election, the entire payment of \$180,000 and additional payment of \$30,000 shall be deemed earned by and due to the noteholder.

In March 2019, the Company raised \$6 million through the issuance of a secured promissory note to an unaffiliated party bearing interest at a rate of 13% per annum and a service fee of \$900,000 (the "\$6M Note"). The proceeds of the note were used to finance a portion of the purchases of hemp seed inventory previously discussed in Note 1 – Organization and Description of Business. The note is secured by the collateral assignment of certain receivables from and obligations of GenCanna to MariMed Hemp. The note's initial maturity date of December 31, 2019 was extended to April 30, 2020 in accordance with the terms of the note, with the Company paying an extension fee in December 2019 of \$300,000 which was charged to interest expense. At December 31, 2019, accrued interest payable on the note approximated \$635,000.

In September 2018, the Company raised \$3 million from the issuance of a secured promissory note to the same unaffiliated party of the \$6M Note, bearing interest at a rate of 10% per annum, with interest payable monthly through an initial maturity date of March 31, 2020 (the "\$3M Note"). The Company may elect to prepay the \$3M Note in whole or part at any time after December 17, 2018 without premium or penalty provided the noteholder is given proper notice and the Company is not in default of the note agreement. The \$3M Note was extended for an additional six months in accordance with its terms, with the interest rate increasing to 12% per annum during the extension period. The \$3M Note is secured by the Company's property in Maryland.

As part of \$3M Note transaction, the Company issued three-year warrants to the lender's designees to purchase 750,000 shares of the Company's common stock at an exercise price of \$1.80 per share. The Company recorded a discount on the \$3M Note of approximately \$1,511,000 from the allocation of note proceeds to the warrants based on the fair value of such warrants on the issuance date. Approximately \$882,000 of the warrant discount was amortized to interest expense during 2018, and the remaining \$629,000 was amortized during 2019. At December 31, 2019 and 2018, the carrying value of the \$3M Note was \$3 million and approximately \$2.37 million (principal less the remaining warrant discount of \$629,000), respectively.

In addition to the above transactions, the Company raised \$2,760,000 in 2019 from the issuance of promissory notes to individuals and accredited investors bearing interest at rates of 10% to 18% per annum, and maturing in 2020 and 2021. No additional promissory notes were issued in 2018 than those previously described above.

#### Note Settlements

During 2018, holders of previously issued promissory notes with principal balances of \$1,075,000 converted such promissory notes into 1,568,375 shares of common stock at conversion prices ranging from \$0.65 to \$0.90 per share. The conversions resulted in the recording of non-cash losses of approximately \$829,000 in the aggregate based on the fair value of the common stock on the dates of conversion. No conversions of promissory notes occurred during 2019.

During 2019 and 2018, the Company issued 2,435,116 shares and 3,827,373 shares of its common stock, respectively, and subscriptions on zero and 79,136 shares of its common stock, respectively to retire promissory notes (principal and accrued interest) of approximately \$1,047,000 and \$7,590,000, respectively. The Company recorded non-cash losses of approximately \$2.5 million in 2018 based on the fair value of the common stock on the retirement dates. No such losses were incurred in 2019.

During 2018, the Company repaid \$700,000 of promissory notes. No repayments of promissory notes occurred during 2019.

### Debt Maturities

As of December 31, 2019, the aggregate scheduled maturities of the Company's total debt outstanding, inclusive of the promissory notes and mortgages described within this Note 11 – Debt, and the convertible debentures described in the following Note 12 – Debentures Payable, were:

\$ 21,433,484
11,262,710
280,830
300,248
320,702
 5,822,397
 39,420,370
 (3,135,686)
\$ 36,284,684
\$ 

#### NOTE 12 - DEBENTURES PAYABLE

In October and November 2018, pursuant to a securities purchase agreement (the "SPA"), the Company sold an aggregate of \$10,000,000 of convertible debentures to an accredited investor bearing interest at the rate of 6% per annum that mature two years from issuance, with a 1% issuance discount, resulting in net proceeds to the Company of \$9,900,000 (the "\$10M Debentures").

The holder of the \$10M Debentures (the "Holder") has the right at any time to convert all or a portion of the \$10M Debenture, along with accrued and unpaid interest, into the Company's common stock at conversion prices equal to 80% of a calculated average, as determined in accordance with the terms of the \$10M Debentures, of the daily volume-weighted price during the ten consecutive trading days preceding the date of conversion. Notwithstanding this conversion right, the Holder shall limit conversions in any given month to certain agreed-upon amounts based on the conversion price, and the Holder shall also be limited from beneficially owning more than 4.99% of the Company's outstanding common stock (potentially further limiting the Holder's conversion right).

The Company shall have the right to redeem all or a portion of the \$10M Debentures, along with accrued and unpaid interest, at a 10% premium, provided that the Company first deliver advance written notice to the Holder of its intention to make a redemption, with the Holder allowed to effect certain conversions of the \$10M Debentures during such notice period.

Upon a change in control transaction, as defined in the \$10M Debentures, the Holder may require the Company to redeem all or a portion of the \$10M Debentures at a price equal to 110% of the outstanding principal amount of the \$10M Debentures, plus all accrued and unpaid interest thereon. So long as the \$10M Debentures are outstanding, in the event the Company enters into a Variable Rate Transaction ("VRT"), as defined in the SPA, the Holder may cause the Company to revise the terms of the \$10M Debentures to match the terms of the convertible security issued in such VRT.

In conjunction with the issuance of the \$10M Debentures, the Company issued two warrants to the Holder to purchase 142,857 and 181,818 shares of the Company's common stock at exercise prices of \$3.50 and \$5.50 per share, respectively, and expiring three years from issuance (the "Initial Warrants"). The fair value of the Initial Warrants of approximately \$1,058,000 was recorded as a discount to the carrying amount of the \$10M Debentures.

Pursuant to the terms of a registration rights agreement with the Holder, entered into concurrently with the SPA and the \$10M Debentures, the Company agreed to provide the Holder with certain registration rights with respect to any potential shares issued pursuant to the terms of the SPA, the \$10M Debentures, and the Initial Warrants.

Subsequent to entering into the SPA and related agreements, the Company and the Holder executed an addendum to the SPA whereby the Holder agreed to that it would not undertake a conversion of all or a portion of the \$10M Debentures that would require the Company to issue more shares than the amount of available authorized shares at the time of conversion, which amount of authorized shares shall not be less than the current authorized number of 500 million shares of common stock. Such addendum eliminated the requirement to bifurcate and account for the conversion feature of the \$10M Debentures as a derivative.

Based on the conversion prices of the \$10M Debentures in relation to the market value of the Company's common stock, the \$10M Debentures provided the Holder with a beneficial conversion feature, as the embedded conversion option was in-the-money on the commitment date. The intrinsic value of the beneficial conversion feature of approximately \$5,570,000 was recorded as a discount to the carrying amount of the \$10M Debentures, with an offset to additional paid-in-capital.

In May 2019, the Company sold to the Holder an additional \$5,000,000 convertible debenture bearing interest at the rate of 6% per annum that matures two years from issuance, with a 1% issuance discount, resulting in net proceeds to the Company of \$4,950,000 (the "\$5M Debentures"). In each of June and August 2019, the Company sold to the Holder an additional \$2,500,000 of convertible debentures, totaling \$5,000,000, that mature two years from issuance, with a 7% issuance discount, resulting in aggregate net proceeds to the Company of \$4,650,000 (the "Two \$2.5M Debentures," and together with the \$5M Debentures, the "Additional \$10M Debentures").

The terms of the Additional \$10M Debentures are consistent with the terms of the \$10M Debentures, except that (i) no interest shall accrue on the Two \$2.5M Debentures, (ii) the issuance discount on the Two \$2.5M Debentures is 7%, compared to 1% on the \$10M Debentures and the \$5M Debentures, and (iii) other small variations, most notably a cap on the conversion price. The SPA, registration rights agreement, and addendum to the SPA were all amended and restated to incorporate the Additional \$10M Debentures.

As part of issuance of the Additional \$10M Debentures, the Company issued three-year warrants to the Holder to purchase 550,000 and 300,000 shares of common stock at exercise prices of \$3.00 and \$5.00 per share, respectively (the "Additional Warrants"). The fair value of the Additional Warrants of approximately \$1,148,000 was recorded as a discount to the carrying amount of the Additional \$10M Debentures.

Based on the conversion prices of the Additional \$10M Debentures in relation to the market value of the Company's common stock, the Additional \$10M Debentures provided the Holder with a beneficial conversion feature, as the embedded conversion option was in-the-money on the commitment date. The aggregate intrinsic value of the beneficial conversion feature of approximately \$4,235,000 was recorded as a discount to the carrying amount of the Additional \$10M Debentures, with an offset to additional paid-incapital.

In November and December 2018, the Holder converted, in two separate transactions, an aggregate of \$1,400,000 of principal and approximately \$36,000 of accrued interest into 524,360 shares of common stock at conversion prices of \$2.23 and \$3.04 per share.

In January 2019, the Holder converted, in three separate transactions, an aggregate of \$600,000 of principal and approximately \$97,000 of accrued interest into 233,194 shares of common stock at conversion prices ranging from \$2.90 to \$3.06 per share. In April and June 2019, the Holder converted, in four separate transactions, an aggregate of \$1,750,000 of principal and approximately \$181,000 of accrued interest into 923,185 shares of common stock at conversion prices ranging from \$1.74 to \$2.74 per share. In July, the Holder converted, in two separate transactions, an aggregate of \$2,750,000 of principal and approximately \$17,000 of accrued interest into 2,435,144 shares of common stock at conversion prices of \$1.08 and \$1.70 per share. In September 2019, the Holder converted \$2,400,000 of principal and approximately \$64,000 of accrued interest into 3,206,816 shares of common stock at a conversion price of \$0.77 per share. In December 2019, the Holder converted \$1,100,000 of principal and approximately \$17,000 of accrued interest into subscriptions on 3,004,131 shares of common stock at a conversion price of \$0.37 per share.

All of the aforementioned conversions were performed in accordance with the terms of their respective convertible debenture agreements, and therefore the Company was not required to record a gain or loss on such conversions.

During 2019 and 2018, amortization of the beneficial conversion features, after adjustment for the conversions, approximated \$5,242,000 and \$1,522,000, respectively; amortization of the discounts from the Initial Warrants and Additional Warrants (together, the "Total Warrants") approximated \$1,298,000 and \$91,000 respectively; and the amortization of original issue discounts approximated \$107,000 and \$9,000, respectively. This amortization was charged to interest expense. Additionally, accrued interest expense for such periods approximated \$513,000 in 2019 and \$98,000 in 2018.

At December 31, 2019, the aggregate outstanding principal balance on the \$10M Debentures and the Additional \$10M Debentures (together, the "\$20M Debentures") was \$10,000,000. Also on such date, the unamortized balances of the beneficial conversion feature, the Total Warrants discount, and original issue discounts were approximately \$3,041,000, \$817,000, and \$307,000, respectively. Accordingly, at December 31, 2019, the carrying value of the \$20M Debentures was approximately \$5,835,000.

At December 31, 2018, the outstanding principal balance on the \$10M Debentures was \$8,600,000. Also on such date, the unamortized balances of the beneficial conversion feature, Initial Warrants discount, and original issue discounts were approximately \$4,048,000, \$966,000, and \$91,000, respectively, and accrued and unpaid interest was approximately \$62,000. Accordingly, at December 31, 2018, the carrying value of the \$10M Debentures was approximately \$3,557,000.

### NOTE 13 – EQUITY

### Preferred Stock

In January 2018, all 500,000 shares of subscribed Series A convertible preferred stock then outstanding were converted into 970,988 shares of common stock at a conversion price of \$0.55 per share. The Company recorded a non-cash loss on conversion of approximately \$34,000 based on the market value of the common stock on the conversion date. At December 31, 2019 and 2018, no shares of Series A convertible preferred stock were issued or outstanding.

In February 2020, the Company filed a certificate of elimination to return all shares of the Series A convertible preferred stock to the status of authorized and unissued shares of undesignated preferred stock. Concurrent with this filing, the Company also filed a certificate of designation to designate the rights and preferences of newly authorized Series B convertible preferred stock, shares of which were issued in February 2020 as further discussed in Note 21 – Subsequent Events.

# Common Stock

During 2019, the Company sold 1,014,995 shares of common stock at prices of \$0.70 and \$3.25 per share, resulting in total proceeds of \$2,750,000. During 2018, the Company sold 10,111,578 shares of common stock, at prices ranging from \$0.50 to \$1.30 per share, resulting in total proceeds of approximately \$8.5 million.

During 2019 and 2018, the Company issued 97,136 and 1,000,000 common shares, respectively, associated with previously issued subscriptions on common stock with a value of approximately \$169,000 and \$370,000, respectively.

During 2019 and 2018, the Company issued 172,663 and 3,420,526 common shares, respectively, in exchange for services rendered by third-parties or to otherwise settle outstanding obligations. Based on the market value of the common stock on the dates of issuance, the Company recorded non-cash losses on these settlements of approximately \$5,000 in 2019 and \$1,024,000 in 2018.

In 2019, the Company granted 141,546 shares of common stock to employees at an aggregate value of approximately \$223,000. Of these granted shares, 32,726 were not issued as of December 31, 2019 and were reflected in Common Stock Subscribed But Not Issued on the balance sheet. No common stock was granted in 2018.

As previously disclosed in Note 3– Acquisitions, the Company issued (i) 264,317 shares of common stock in connection with the acquisition of iRollie in 2018, (ii) 1,000,000 shares of common stock in connection with the acquisition of the KPGs and Mari-IL in 2019, (iii) 1,000,000 shares of stock as a good faith deposit in 2019 on the Harvest acquisition, and (iv) 520,000 shares of commons stock in connection with the acquisition of MediTaurus in 2019.

As previously disclosed in Note 4– *Investments*, the Company issued 500,000 shares of common stock in 2019 to purchase a minority interest in Terrace in 2019, and 378,259 shares of its common stock in 2018 to purchase a minority interest in CVP.

As previously disclosed in Note 11 — Debt, the Company issued (i) 1,568,375 shares of common stock in 2018 to former noteholders who converted promissory notes with principal balances of \$1,075,000, and (ii) 2,435,116 shares in 2019 and 3,827,373 shares in 2018 of common stock to retire promissory notes (principal and accrued interest) of approximately \$1,047,000 in 2019 and \$7,590,000 in 2018.

As previously disclosed in Note 12 — Debentures Payable, the holder of the \$20M Debentures converted (i) in 2018, approximately \$1,436,000 of principal and interest into 524,360 shares of common stock, and (ii) in 2019, approximately \$8,976,000 of principal and interest into 6,798,339 shares of common stock and subscriptions on 3,004,131 shares of common stock.

As further disclosed in Note 14- Stock Options, during 2019 and 2018, 3,261,808 and 760,000 shares of common stock, respectively, were issued in connection with the exercise of stock options.

As further disclosed in Note 15- Warrants, during 2019 and 2018, warrants to purchase 686,104 and 2,300,237 shares of common stock, respectively, were exercised.

### Common Stock Issuance Obligations

At December 31, 2019, the Company was obligated to issue (i) 32,726 shares of common stock, valued at approximately \$29,000, in connection with the stock grants disclosed earlier in this Note 13 – *Equity*, (ii) 3,004,131 shares of common stock, valued at approximately \$1,117,000, with respect to the December 2019 conversion of a portion of the \$20M Debentures as previously disclosed in Note 12 – *Debentures Payable*, and (iii) 200,000 shares of common stock associated with exercise of stock options by the Company's CEO as further disclosed in Note 19 – *Related Party Transactions*. These shares were issued in the first quarter of 2020.

At December 31, 2018, the Company was obligated to issue: (a) 79,136 shares of common stock, valued at approximately \$95,000, related to the settlement of a previously issued promissory note with a principal balance of \$50,000 and accrued interest of \$1,454; and (b) 18,000 shares of common stock, valued at approximately \$74,000, for the payment of rent for a leased property in Massachusetts for the months of September 2018 through January 2019. Such shares were subsequently issued in the first quarter of 2019.

### Membership Interests

In August 2018, an individual member of Mari Holdings MD LLC, a majority owned subsidiary of the Company ("Mari-MD"), exchanged his 0.5% membership interest in such subsidiary for 222,222 shares of the Company's common stock. In December 2018, a subscriptions receivable balance of \$25,000 related to a member's interest in a majority-owned subsidiary was written off, with a corresponding reduction of such member's capital contribution account.

# Amended and Restated 2018 Stock Award and Incentive Plan

In August 2019, the Company's board of directors approved the Amended and Restated 2018 Stock Award and Incentive Plan (the "Incentive Plan"), based on the board's belief that awards authorized under the Incentive Plan provide incentives for the achievement of important performance objectives and promote the long-term success of the Company. In September 2019, the Incentive Plan was approved by the stockholders at the Company's annual stock-holders meeting.

The Incentive Plan is an omnibus plan, authorizing a variety of equity award types as well as cash and long-term incentive awards. The Incentive Plan amends and restates the Company's 2018 Stock Award and Incentive Plan (the "Previous Plan"), which was approved by the board of directors in July 2018 but never presented to stockholders for approval. Any grants made under the Previous Plan prior to the approval date of the Incentive Plan shall continue to be governed by the terms of the Previous Plan.

The Incentive Plan authorizes a broad range of awards, including stock options, stock appreciation rights, restricted stock, deferred stock, dividend equivalents, performance shares, cash-based performance awards, and other stock-based awards. Such awards can be granted to employees, non-employee directors and other persons who provide substantial services to the Company and its affiliates. Nothing in the Incentive Plan precludes the payment of other compensation to officers and employees, including bonuses based upon performance, outside of the Incentive Plan.

An aggregate of 40,000,000 shares are reserved for delivery to participants, and may be used for any type of award under the Incentive Plan. Shares actually delivered in connection with an award will be counted against such number of reserved shares. Shares will remain available for new awards if an award under the Incentive Plan expires, is forfeited, canceled, or otherwise terminated without delivery of shares or is settled in cash. Each award under the Incentive Plan is subject to the Company's claw back policy in effect at the time of grant of the award.

The board of directors may amend, suspend, discontinue, or terminate the Incentive Plan or the authority to grant awards thereunder without stockholder approval, except as required by law or regulation or under rules of the stock exchange, if any, on which the Company's stock may then be listed. Unless earlier terminated, grants under the Incentive Plan will terminate ten years after stockholder approval of the Incentive Plan, and the Incentive Plan will terminate when no shares remain available and the Company has no further obligation with respect to any outstanding award.

### NOTE 14 - STOCK OPTIONS

During 2019, the Company granted options to purchase 2,565,000 shares of common stock, expiring four and five years from their grant dates, at exercise prices ranging from \$0.42 to \$1.95 per share. The fair value of these option grants of approximately \$1,502,000 is being amortized over their respective vesting periods, of which approximately \$544,000 was amortized in 2019.

During 2018, the Company granted options to purchase 4,720,000 shares of common stock, expiring four and five years from their grant dates, at exercise prices ranging from \$0.14 to \$3.72 per share. The fair value of these option grants of approximately \$5,897,000 is being amortized over their respective vesting periods, of which approximately \$3,339,000 and \$1,534,000 was amortized in 2019 and 2018, respectively.

During 2019, options to purchase 3,667,499 shares of common stock were exercised at prices ranging from \$0.08 to \$0.77 per share. Of these exercised options, 2,167,499 were exercised on a cashless basis with the exercise prices paid via the surrender of 405,691 shares of common stock.

During 2018, options to purchase 760,000 shares of common stock were exercised at prices ranging from \$0.08 to \$0.63 per share. Of these exercised options exercised in 2018, 460,000 were exercised on a cashless basis with the exercise price paid via the surrender of 105,398 shares of common stock.

During 2019, options to purchase 117,501 shares of common stock expired, and options to purchase 818,750 shares of common stock were forfeited, resulting in an aggregate reduction of amortization expense of approximately \$432,000 in 2019. During 2018, options to purchase 200,000 shares of common stock expired, and options to purchase 250,000 shares of common stock were forfeited, resulting in an aggregate reduction of amortization expense of approximately \$71,000 in 2018.

Stock options outstanding and exercisable as of December 31, 2019 were:

Exer	cise Price	Shares Under Opt	ion	Remaining
pe:	Share	Outstanding	Exercisable	Life in Years
\$	0.130	200,000	200,000	0.50
\$	0.140	550,000	550,000	1.00
\$	0.330	50,000	50,000	1.19
\$	0.417	900,000	-	4.99
\$	0.450	125,000	125,000	1.76
\$	0.590	15,000	-	4.94
\$	0.630	300,000	300,000	2.00
\$	0.770	200,000	200,000	3.00
\$	0.900	50,000	50,000	3.37
\$	0.910	50,000	50,000	2.81
\$	0.950	50,000	30,000	3.00
\$	0.992	300,000	-	4.74
\$	1.000	200,000	15,000	4.84
\$	1.350	100,000	=	3.58
\$	1.950	500,000	125,000	3.50
\$	2.320	100,000	100,000	3.70
\$	2.450	2,000,000	2,000,000	2.98
\$	2.500	100,000	50,000	3.66
\$	2.650	200,000	150,000	3.73
\$	2.850	56,250	37,500	2.95
\$	2.850	100,000	50,000	3.95
\$	3.000	25,000	12,500	3.96
\$	3.725	100,000	100,000	3.94
		6,271,250	4,207,500	
		(54)		

#### NOTE 15 - WARRANTS

In conjunction with the issuance of the \$20M Debentures previously disclosed in Note 12—*Debentures Payable*, in 2019 and 2018, the Company issued three-year warrants to purchase 850,000 and 324,675 shares of its common stock, respectively, at exercise prices of \$3.00 to \$5.00 per share and \$3.50 to \$5.50 per share, respectively. The fair value of these warrants at issuance approximated \$1,148,000 in 2019 and \$1,058,000 in 2018, with approximately \$1,298,000 amortized to interest expense in 2019, approximately \$91,000 in 2018, and the balance to be amortized over the remaining durations of the \$20M Debentures.

As part of the \$10M Note transaction previously disclosed in Note 11– *Debt*, in 2019, the Company issued three-year warrants to purchase 375,000 shares of common stock at an exercise price of \$4.50 per share. The fair value of these warrants at issuance approximated \$601,000, with approximately \$523,000 of this amount amortized to interest expense during the year, and the balance to be amortized by the initial January 2020 maturity date of the \$10M Note.

In connection with \$3M Note transaction previously disclosed in Note 11– *Debt*, in 2018, the Company issued three-year warrants to purchase 750,000 shares of the Company's common stock at an exercise price of \$1.80 per share. The fair value of these warrants at issuance approximated \$1,511,000, with approximately \$882,000 amortized to interest expense during 2018, and the remaining \$629,000 amortized during 2019.

In addition to the above warrants issued with the \$20M Debentures, \$10M Note, and \$3M Note, in connection with promissory notes issued to individuals in 2019 and 2018, the Company issued warrants to purchase 10,000 and 237,500 shares of common stock, respectively, at an exercise price of \$0.75 and \$0.55 per share, respectively, expiring four years and three years, respectively, from issuance. The fair value of these warrants at issuance of approximately \$5,000 in 2019 and \$198,000 in 2018 were fully amortized to interest expense in the year of issuance.

In 2018, alongside the sale of common stock, the Company issued three-year and five-year warrants to purchase 6,098,962 shares of common stock at exercise prices ranging from \$1.75 to 4.30 per share. The fair value of these warrants at issuance of approximately \$11,146,000 was treated as a reduction to the value of the common stock and charged to *Additional Paid-In Capital* on the balance sheet. No warrants were issued alongside sales of common stock in 2019.

In 2019 and 2018, the Company issued stand-alone warrants to purchase 1,250,000 and 625,000 shares of common stock, respectively, at exercise prices of \$0.80 to 1.71 per share in 2019, and \$0.20 to \$2.45 per share in 2018. The 2019 warrants expire three years from issuance and the 2018 options expire three and five years from issuance. The fair value of the warrant issuances of approximately \$392,000 in 2019 and \$1,815,000 in 2018 were charged to expense in the year of issuance.

During 2019 and 2018, warrants to purchase 686,104 and 2,300,237 shares of common stock, respectively, were exercised at exercise prices ranging from \$0.12 to \$1.75 per share in 2019 and \$0.10 to \$0.75 per share in 2018.

At December 31, 2019 and 2018, warrants to purchase 11,780,107 and 10,606,211 shares of common stock, respectively, were outstanding with exercise prices ranging from \$0.15 to \$5.50 per share in 2019 and \$0.12 to \$5.50 per share in 2018.

#### NOTE 16 - REVENUES

For the years ended December 31, 2019 and 2018, the Company's revenues were comprised of the following major categories:

	 2019	 2018
Real estate	\$ 6,836,316	\$ 6,441,160
Management	2,798,738	1,581,548
Supply procurement	3,555,555	3,015,745
Licensing	1,794,161	700,173
Product sales	1,542,037	-
Product sales to related party	29,029,249	-
Other	 48,589	 113,289
Total revenues	\$ 45,604,644	\$ 11,851,915

For the year ended December 31, 2019, revenue from three clients represented 92% of total revenues. One of these clients was GenCanna, a related party, with whom the Company conducted the seed sale transactions previously disclosed in Note 1 – Organization and Description of Business. The total revenue from these transactions with GenCanna are reflected under Product Sales To Related Party in the table above.

Excluding the revenues from GenCanna, two clients represented 78% and 73% of revenues for the years ended December 31, 2019 and 2018, respectively.

#### NOTE 17 - BAD DEBTS

For the years ended December 31, 2019 and 2018, the Company recorded bad debt expense of approximately \$44.5 million and \$150,000, respectively.

The amount recorded in 2019 included (i) the write off of the accounts receivable balance due from GenCanna of approximately \$29.0 million following GenCanna's Chapter 11 filing, and (ii) the recording of bad debt reserves against the accounts receivable and working capital balances due from Kind of approximately \$9.7 million and approximately \$1.5 million, respectively, in light of the current litigation between the Company and Kind.

Additionally, 2019 bad debt expense included the following amounts that were based on the Company's expectation of the negative impact of the coronavirus pandemic on the operations of certain of the Company's debtors, and therefore the collectibility thereof: (i) the recording of bad debt reserves against the accounts receivable and working capital balances due from Harvest of approximately \$239,000 and \$1.9 million, respectively, and (ii) the write off of notes receivable and accrued interest balances due from Atalo of approximately \$1.0 million and two other entities of approximately \$650,000 in the aggregate.

### NOTE 18 - INCOME TAXES

For the years ended December 31, 2019 and 2018, the Company's cumulative net operating losses were approximately \$26.3 million and \$11.6 million, respectively, and accordingly a tax provision was not required for the years then ended.

The reconciliations between the Company's effective tax rates and the statutory tax rate for the years ended December 31, 2019 and 2018 were as follows:

	2019	2018
U.S Federal taxes at the statutory rate	21.0%	21.0%
State taxes net of federal benefit	6.3%	6.3%
Valuation allowance	(27.3)%	(27.3)%
Total	0.0%	0.0%

The approximate income tax effect of each type of temporary difference and carryforward as of December 31, 2019 and 2018 is as follows:

	 2019	2018
Deferred tax assets:		
Net operating loss carryforwards	\$ 26,291,878	\$ 11,559,576
Deferred tax liabilities:		
Fixed assets	 (5,421,341)	 (3,529,167)
Net deferred tax asset	20,870,537	8,030,409
Valuation allowance	 (20,870,537)	(8,030,409)
Total	\$ 	\$

The Company uses the asset and liability method to account for income taxes in accordance with ASC 740 *Income Taxes*. Under this method, deferred income taxes are recognized for the future tax consequences of differences between the tax and financial accounting bases of assets and liabilities at each reporting period. Deferred income taxes are based on enacted tax laws and statutory tax rates applicable to the period in which these differences are expected to affect taxable income. A valuation allowance is established when necessary to reduce deferred tax assets to the amounts expected to be realized.

The Tax Cuts and Jobs Act (the "TCJA") was enacted on December 22, 2017. Among other things, the TCJA reduces the U.S. federal corporate tax rate from 35% to 21%, requires companies to pay a one-time transition tax on earnings of certain foreign subsidiaries that were previously tax deferred, and creates new taxes on certain foreign sourced earnings.

The one-time transition tax is based on the Company's total post-1986 earnings and profits ("E&P") for which the Company has previously deferred from U.S. income taxes. As of December 31, 2018, the Company has completed its calculation of the total post-1986 foreign E&P for these foreign subsidiaries. The Company has not recognized any adjustments in its income tax expense for its one-time transition tax liability.

The Company has provided a valuation allowance against its net deferred tax assets at December 31, 2019 and 2018. Based upon the level of historical U.S. earnings and future projections over the period in which the net deferred tax assets are deductible, at this time, management believes it is more likely than not that the Company will not realize the benefits of these deductible differences.

The federal net operating losses carryforward indefinitely, subject to an annual limitation of 80% of taxable income. The state net operating losses expire at various dates beginning in 2031. These tax attributes are subject to an annual limitation from equity shifts, which constitute and change of ownership as defined under IRC Section 382, which will limit their utilization. The Company has not completed a study through December 31, 2019 to assess whether an ownership change under Section of 382 of the Code has occurred during 2019, due to the costs and complexities associated with such a study. The Company may have experienced various ownership changes, as defined by the code, as a result of financing transactions. Accordingly, the Company's ability to utilize the aforementioned carryforwards may be limited.

Management assesses the available positive and negative evidence to estimate if sufficient future taxable income will be generated to use the existing deferred tax assets. A significant piece of objective negative evidence evaluated was the cumulative losses incurred through the period ended December 31, 2019. Such objective evidence limits the ability to consider the subjective evidence, such as the Company's projections for future growth. On the basis of this evaluation, as of December 31, 2019, a valuation allowance has been recorded against all net deferred tax assets as these assets are more likely than not to be unrealized. The amount of the deferred tax asset considered realizable, however, could be adjusted if estimates of future taxable income during the carryforward period are reduced or increased or if objective negative evidence in the form of cumulative losses is no longer present and additional weight may be given to the subjective evidence such as the Company's projections for growth.

The Company previously adopted the provision for uncertain tax positions under ASC 740. The adoption did not have an impact on the Company's retained earnings balance. At December 31, 2019 and 2018, the Company had no recorded liabilities for uncertain tax positions and had no accrued interest or penalties related to uncertain tax positions.

The Company files income tax returns in the U.S. federal tax jurisdiction and various state jurisdictions. The Company is currently open to examination under the statute of limitations by the Internal Revenue Service and state jurisdictions for the tax years ended 2016 through 2019. Since the Company is in a U.S. loss carryforward position, carryforward tax attributes generated in prior years may still be adjusted upon future examination if they have or will be used in a future period.

#### NOTE 19 – RELATED PARTY TRANSACTIONS

During 2019, the Company entered into several hemp seed sale transactions with GenCanna, a related party, whereby the Company acquired large quantities of top-grade feminized hemp seeds at volume discounts that it sold to GenCanna at market rates as previously disclosed in Note 1 – Organization and Description of Business.

As disclosed in Note 11-Debt, the Company's two mortgages with Bank of New England are personally guaranteed by the Company's CEO and CFO.

In 2019, the Company granted five-year options to purchase 100,000 shares of common stock to each of the Company's three independent board members at an exercise price of \$0.99. The aggregate fair value of these options of approximately \$191,000 is being amortized over the vesting period, of which approximately \$189,000 was amortized at December 31, 2019. In 2018, the Company granted options to purchase 1.45 million shares of common stock to the Company's board members at exercise prices ranging from \$0.14 to \$0.77 and expiring between December 2020 and December 2022. The aggregate fair value of these options of approximately \$480,000 was fully amortized by June 30, 2018.

In 2019, options to purchase 200,000 and 132,499 shares of common stock were exercised by the Company's CEO and an independent board member, respectively, at weighted average exercise prices of \$0.11 and \$0.08 per share, respectively. The independent board member's options were exercised on a cashless basis with the exercise prices paid via the surrender of 3,108 shares of common stock. At December 31, 2019, the shares of common stock associated with the exercise by the Company's CEO were not issued and reflected in *Common Stock Subscribed But Not Issued* on the balance sheet. In 2018, options to purchase 400,000 shares of common stock were exercised by an independent board member at exercise prices of \$0.08 to \$0.63 per share on a cashless basis with the exercise prices paid via the surrender of 98,000 shares of common stock.

In 2019 and 2018, options to purchase 117,501 and 200,000 shares of common stock, respectively, were forfeited by board members.

The Company's current corporate offices are leased from a company owned by a related party under a 10-year lease that commenced August 2018 and contains a five-year extension option. Previous to this lease, the Company's former corporate offices were also leased from a company owned by a related party. For the year ended December 31, 2019 and 2018, expenses incurred under these leases approximated \$156,000 and \$78,000, respectively.

The balance of *Due To Related Parties* at December 31, 2019 and 2018 of approximately \$1,455,000 and \$276,000, respectively, were comprised of amounts owed of approximately (i) \$420,000 and \$81,000, respectively, to the Company's CEO and CFO, (ii) \$975,000 and \$135,000, respectively, to two companies partially owned by these officers, and (iii) \$60,000 in both periods to two stockholders of the Company. Such amounts owed are not subject to repayment schedules.

The balance of *Due From Related Parties* at December 31, 2018 of approximately \$120,000 was comprised of an advance to an entity partially owned by the Company's CEO and CFO. This amount was entirely offset by payments made to the Company from the related entity. At December 31, 2019, there were no amounts due from related parties.

#### NOTE 20 – COMMITMENTS AND CONTINGENCIES

#### Lease Commitments

The Company is the lessee under five operating leases and four finance leases. These leases contain rent holidays and customary escalations of lease payments for the type of facilities being leased. The Company recognizes rent expense on a straight-line basis over the expected lease term, including cancelable option periods which the Company fully expects to exercise. Certain leases require the payment of property taxes, insurance and/or maintenance costs in addition to the rent payments.

The details of the Company's operating lease agreements are as follows:

- Delaware 4,000 square feet of retail space in a multi-use building under a five-year lease that commenced in October 2016 and contains a five-year option to extend the term. The Company developed the space into a cannabis dispensary which is subleased to its cannabis-licensed client.
- Delaware a 100,000 square foot warehouse leased in March 2019 that the Company is developing into a cultivation and processing facility to be subleased to the same Delaware client. The lease term is 10 years, with an option to extend the term for three additional five-year periods.
- Nevada 10,000 square feet of an industrial building that the Company has built-out into a cannabis cultivation facility and plans to rent to its cannabis-licensed client under a sub-lease which will be coterminous with this lease expiring in 2024.
- Massachusetts 10,000 square feet of office space which the Company utilizes as its corporate offices under a 10-year lease with a related party expiring in 2028, with an option to extend the term for an additional five-year period.
- Maryland a 2,700 square foot 2-unit apartment under a lease that expires in July 2020 with an option to renew for a two-year term.

The Company leases machinery and office equipment under finance leases that expire in February 2022 through June 2024 with such terms being a major part of the economic useful life of the leased property.

The components of lease expense for the year ended December 31, 2019 were as follows:

Operating lease cost	\$ 832,403
Finance lease cost:	
Amortization of right-of-use assets	\$ 23,085
Interest on lease liabilities	 6,414
Total finance lease cost	\$ 29,499

The weighted average remaining lease term for operating leases is 9.3 years, and for the finance lease is 3.6 years. The weighted average discount rate used to determine the right-of-use assets and lease liabilities was 7.5% for all leases.

Future minimum lease payments as of December 31, 2019 under all non-cancelable leases having an initial or remaining term of more than one year were:

	(	Operating		Finance	
		Leases		Lease	
2020	\$	917,444	\$	38,412	
2021		1,008,227		38,412	
2022		949,535		27,123	
2023		910,166		23,201	
2024		835,411		3,229	
Thereafter		4,304,441		=	
Total lease payments		8,925,223	\$	130,377	
Less: imputed interest		(2,608,366)		(16,552)	
	\$	6,316,857	\$	113,825	

### Terminated Employment Agreement

An employment agreement which commenced in 2012 with Thomas Kidrin, the former CEO of the Company, that provided Mr. Kidrin with salary, car allowances, stock options, life insurance, and other employee benefits, was terminated by the Company in 2017. At December 31, 2019 and 2018, the Company maintained an accrual of approximately \$1,043,000 for any amounts that may be owed under this agreement, although the Company contends that such agreement is not valid and no amount is due.

In July 2019, Mr. Kidrin, also a former director of the Company, filed a complaint in the Massachusetts Superior Court, that alleges the Company failed to pay all wages owed to him and breached the employment agreement, and requests multiple damages, attorney fees, costs, and interest. The Company has moved to dismiss certain counts of the complaint and has asserted counterclaims against Mr. Kidrin alleging breach of contract, breach of fiduciary duty, money had and received, and unjust enrichment. The Company believes that the allegations in the complaint are without merit and intends to vigorously defend this matter and prosecute its counterclaims.

### Maryland Acquisition

As previously disclosed in Note 3- Acquisitions, the sellers of Kind have attempted to renegotiate the terms of the MOU, alleging that the MOU is not an enforceable agreement, despite the MOU containing all the definitive material terms with respect to the acquisition transaction and confirming the management and lease agreements. The Company engaged with the sellers in a good faith attempt to reach updated terms acceptable to both parties, but the non-reciprocation of the sellers resulted in an impasse and both parties commenced legal proceedings.

On November 13, 2019, Kind commenced an action in the Circuit Court for Washington County, MD against the Company alleging, inter alia, breach of contract, breach of fiduciary duty and unjust enrichment, and seeking a declaratory judgment, injunctive relief, an accounting and damages in excess of \$75,000. On November 15, 2019, the Company filed counterclaims against Kind and, as plaintiffs, the Company commenced an action against the Kind sellers alleging breach of contract with respect to the MOU and the management agreement, unjust enrichment, promissory estoppel/detrimental reliance, and fraud in the inducement. The Company seeks a declaratory judgement that the MOU is an enforceable contract, specific performance of such contact, and the establishment of a constructive trust for the Company's benefit.

Both parties brought motions for a temporary restraining order and a preliminary injunction. On November 21, 2019, the Court denied both parties' motion for a temporary restraining order. In its opinion, the Court specifically noted that, contrary to Kind's allegations, the management agreement and lease "appear to be independent, valid and enforceable contracts." Currently, each party's preliminary injunction motion is pending before the Court. The Company believes that its claims for breach of contract with respect to the MOU and the management agreement, unjust enrichment, promissory estoppel/detrimental reliance, and fraud in the inducement are claims against the Company are without merit. The Company intends to aggressively prosecute and defend the action.

#### NOTE 21 – SUBSEQUENT EVENTS

### GenCanna Bankruptcy Filing

In February 2020, GenCanna filed for voluntary reorganization under Chapter 11 of the Bankruptcy Code with the U.S. Bankruptcy Court for the Eastern District of Kentucky. The filing is intended to permit GenCanna to operate its business while working through a reorganization plan that could include refinancing of its existing indebtedness, or an alternative restructuring transaction such as a sale.

Consequently, as of December 31, 2019, the Company wrote off the outstanding receivable balance from GenCanna of approximately \$29.0 million and the related balance of unearned revenue of approximately \$4.2 million as previously discussed in Note 1 – Organization and Description of Business.

Additionally, the Company recorded a charge to net income of approximately \$30.2 million, classified under *Loss on Equity Investments* on the statement of operations for the year ended December 31, 2019, which reduced to zero the carrying value of the Company's previous investment in GenCanna as previously discussed in Note 4 – *Investments*.

#### Exchange Agreement

In February 2020, the Company entered into an exchange agreement with two institutional shareholders (the "TIS") whereby the TIS loaned the Company an aggregate of \$4,417,500. In return for the loans, and the Company (i) issued promissory notes to the TIS for the aggregate amount, bearing interest at 16.5% per annum and maturing in August 2021, with a right to extend the maturity date through February 2022 upon payment of an extension fee. and (ii) exchanged 4,903,333 shares of the Company's common stock previously acquired by the TIS, for an equal number of shares of newly designated Series B convertible preferred stock.

In connection with the exchange agreement, the Company filed (i) a certificate of designation to designate the rights and preferences of the Series B convertible preferred stock, and (ii) a certificate of elimination to return all shares of the Series A convertible preferred stock, of which no shares were issued or outstanding at the time of filing, to the status of authorized and unissued shares of undesignated preferred stock.

#### Issuance of Additional Debenture

In February 2020, the Company sold to the Holder of the \$20M Debentures an additional convertible debenture in the principal amount of \$1,000,000 bearing interest at a rate of 6.5% per annum that matures one year from issuance, with a 6.5% issuance discount, resulting in net proceeds to the Company of \$935,000 (the "\$1M Debenture").

The terms of the \$1M Debenture are consistent with the terms of the \$20M Debentures. The SPA, registration rights agreement, and addendum to the SPA were all amended and restated to incorporate the \$1M Debenture. As part of issuance of the \$1M Debenture, the Company issued three-year warrants to the Holder to purchase 180,000 shares of common stock at an exercise prices of \$0.75 per share.

#### Promissory Note Extensions

As previously discussed in Note 11 – *Debt*, the Company and MariMed Hemp issued the \$11.5M Note in February 2020 which amended and restated the previously issued \$10M Note. The \$11.5M Note bears interest at a rate of 15% per annum and matures on June 15, 2020, with monthly interest payments and minimum amortization payments of \$3,000,000 in the aggregate due on or before April 30, 2020, of which the Company has already paid \$2.3 million. The \$11.5M Note is secured by a first priority security interest in the assets of certain of the Company's subsidiaries and brands, and a pledge of the Company's ownership interest in certain of its subsidiaries. The \$11.5M Note imposes certain covenants on the borrowers effective on the date of the amendment agreement.

The Company also extended the maturity dates of another \$9.4 million of promissory notes, and is in the process of finalizing the paperwork to extend another \$3.0 million of promissory notes, as a result of which the Company will not be in default on any of its debt servicing payments.

## Loan Commitment

In February, the Company received a commitment from an accredited investor for a \$12.0 million loan, secured by the Company's real estate, at a rate of 10% per annum with a one-year term, and an option to extend for an additional year. The loan contains an origination fee of four points and a prepayment penalty of two months interest. This transactions is expected to close upon the lender's completion of its due diligence, which is in its final stages, although there is no assurance that it will close in the foreseeable future or at all.

# Conversion of Debentures Pavable

In January 2020, the holder of the \$20M Debentures converted \$1,000,000 of principal and approximately \$205,000 of accrued interest into 3,555,859 shares of common stock at a conversion price of \$0.34 per share.

### Promissory Note Paydown

In February, the Company paid cash to retire a promissory note in the principal amount of \$100,000 which matured during that month.

### Equity Transactions

In the first quarter of 2020, the Company issued 3,236,857 shares of common stock associated with the subscriptions on common stock outstanding at December 31, 2019 and previously disclosed in Note 13 – *Equity*. These subscriptions were comprised of (i) 32,726 shares in connection with common stock granted in 2019; (ii) 3,004,131 shares with respect to the December 2019 conversion of a portion of the \$20M Debentures, and (iii) 200,000 shares associated with exercise of stock options by the Company's CEO.

#### ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE

None.

### ITEM 9A. CONTROLS AND PROCEDURES.

#### **Evaluation of Disclosure Controls and Procedures**

Our management, Chief Executive Officer and Chief Financial Officer, evaluated the effectiveness of our disclosure controls and procedures as of December 31, 2019. The term "disclosure controls and procedures," as defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act, means controls and other procedures of a company that are designed to ensure that information required to be disclosed by us in the reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms.

Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed by us in the reports that we file or submit under the Exchange Act is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, to allow timely decisions regarding required disclosure. Based on this evaluation, and in light of the weaknesses in our internal control over financial reporting described below, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures were not effective as of December 31, 2019.

#### Management's Annual Report on Internal Control Over Financial Reporting

Our management is responsible for establishing and maintaining adequate internal control over financial reporting (as defined in Rule 13a-15(f) and 15d-15(f) under the Exchange Act). Our Chief Executive Officer and Chief Financial Officer assessed the effectiveness of our internal control over financial reporting as of December 31, 2019. In making this assessment, our Chief Executive Officer and Chief Financial Officer used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission, or COSO, in *Internal Control—Integrated Framework*. Based on that assessment and using the COSO criteria, our Chief Executive Officer and Chief Financial Officer have concluded that, as of December 31, 2019, our internal control over financial reporting was not effective because of the material weaknesses described below.

A material weakness is defined as "a deficiency, or a combination of deficiencies in internal control over financial reporting, such that there is a reasonable possibility that a material misstatement of the company's annual or interim financial statements will not be prevented or detected on a timely basis."

The ineffectiveness of our internal control over financial reporting at December 31, 2019, was due to the lack of a formalized and complete set of policy and procedure documentation evidencing our system of internal controls over financial reporting. This lead to certain adjustments which have been reflected in our audited financial statements. These weaknesses are not uncommon in a company of our size due to personnel and financial limitations.

During the year ended December 31, 2019, we implemented significant measures to remediate previously disclosed factors that lead to the ineffectiveness of our internal control over financial reporting. This included engagement of accounting consultants as needed to provide expertise on specific areas of the accounting guidance, the continued hiring of individuals with appropriate experience in internal controls over financial reporting, and the modification to our accounting processes and enhancement to our financial controls including the ongoing testing of such controls. Further, during the year ended December 31, 2019, we expanded our board of directors to include a majority of independent disinterested directors; established an audit, compensation, and corporate governance committee of the board of directors; and adopted a formal policy with respect to related party transactions.

During 2020, we intend to work to remediate the material weaknesses identified above, which is expected to include (i) the modification to our accounting processes and enhancement to our financial controls, and/or (11) the hiring of an independent consulting or accounting firm to review and document our internal control system to ensure compliance with COSO. However, our current financial position could make it difficult for us to add the necessary resources.

This Annual Report on Form 10-K does not include an attestation report of our registered public accounting firm due to a transition period established by the Jumpstart Our Business Startups Act, or JOBS Act, for emerging growth companies.

#### Changes in Internal Control over Financial Reporting

Other than as described above, there was no change in our internal control over financial reporting (as defined in Rules 13a-15(f) or 15d-15(f) under the Exchange Act) identified in connection with the evaluation required by Rules 13a-15(d) or 15d-15(d) that occurred during the year ended December 31, 2019 that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

## Attestation Report of the Registered Public Accounting Firm

This annual report does not include an attestation report of our independent registered public accounting firm regarding internal control over financial reporting. Management's report was not subject to attestation by our independent registered public accounting firm pursuant to rules of the SEC that permit us to provide only management's report in this annual report on Form 10-K.

### ITEM 9B. OTHER INFORMATION.

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### **PART III**

# ITEM 10. DIRECTORS, EXECUTIVE OFFICERS AND CORPORATE GOVERNANCE.

Information called for by this item may be found in the Company's definitive Proxy Statement in connection with its 2020 Annual Meeting of Stockholders to be filed with the SEC on or before April 29, 2020 and is incorporated herein by reference.

# ITEM 11. EXECUTIVE COMPENSATION.

Information called for by this item may be found in the Company's definitive Proxy Statement in connection with its 2020 Annual Meeting of Stockholders to be filed with the SEC on or before April 29, 2020 and is incorporated herein by reference.

# ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS.

Information called for by this item may be found in the Company's definitive Proxy Statement in connection with its 2020 Annual Meeting of Stockholders to be filed with the SEC on or before April 29, 2020 and is incorporated herein by reference.

# ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS, AND DIRECTOR INDEPENDENCE.

Information called for by this item may be found in the Company's definitive Proxy Statement in connection with its 2020 Annual Meeting of Stockholders to be filed with the SEC on or before April 29, 2020 and is incorporated herein by reference.

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# ITEM 14. PRINCIPAL ACCOUNTANT FEES AND SERVICES.

Information called for by this item may be found in the Company's definitive Proxy Statement in connection with its 2020 Annual Meeting of Stockholders to be filed with the SEC on or before April 29, 2020 and is incorporated herein by reference.

### PART IV

# ITEM 15. EXHIBITS, FINANCIAL STATEMENT SCHEDULES.

The Company has filed the following documents as part of this Form 10-K:

# 1. Consolidated Financial Statements

See Index to Consolidated Financial Statement on page 28.

101.DEF XBRL Taxonomy Extension Definition Linkbase \*

# 2. Financial Statement Schedules

No financial statement schedules are included because the information is either provided in the consolidated financial statements or is not required under the related instructions or is inapplicable, and therefore such schedules have been omitted.

#### 3. Exhibits

Exhibit No.	Description
3.1	Certificate of Incorporation of the Company (a)
3.1.1	Amended Certificate of Incorporation of the Company (b)
3.1.2	Series B Convertible Preferred Stock Certificate of Designation as filed with the Secretary of State of Delaware on February 27, 2020. (i)
3.1.3	Certificate Eliminating the Series A Preferred Stock as filed with the Secretary of State of Delaware on February 27, 2020. (i)
3.2	By-Laws - Restated as Amended (a)
4.1	Amended and Restated Promissory Note, dated February 10, 2020, in the principal amount of \$11,500,000, issued by MariMed Hemp Inc. and MariMed Inc. (f)
4.1.1	Promissory Note, dated February 27, 2020, in the principal amount of \$3,742,500, issued by MariMed Inc. to Navy Capital Green Fund, LP. (i)
4.1.2	Promissory Note, dated February 27, 2020, in the principal amount of \$675,000, issued by MariMed Inc. to Navy Capital Green Co-Invest Fund, LLC. (i)
10.1	Employment Agreement dated as of August 30, 2012 between Worlds Online Inc. and Thomas Kidrin (a)
10.2	2011 Stock Option and Restricted Stock Award Plan (a)
10.3	Form of Convertible Debenture issued by the Company (c)
10.4	Form of Secured Convertible Debenture of GenCanna Global, Inc. (c)
10.5	Form of Securities Purchase Agreement between the Company and YA II PN, LTD. (c)
10.6	Amended and Restated Registration Rights Agreement dated as of November 5, 2018 between the Company and YA II PN, LTD. (c)
10.7	Amended and Restated 2018 Stock Award and Incentive Plan. (d)
10.8	Form of Stock Option Agreement, dated September 27, 2019, with each of David R. Allen, Eva Selhub, M.D. and Edward J. Gildea. (e)
10.9	Amendment Agreement, dated as of February 10, 2020, between SYYM LLC, as noteholder and collateral agent, and MariMed, Inc., and MariMed Hemp, Inc., as co-borrowers. (g)
10.10	Exchange Agreement, dated as of February 27, 2020, among MariMed Inc., Navy Capital Green Management, LLC, a Delaware limited liability company, as discretionary investment manager of Navy Capital Green Fund, LP, and Navy Capital Green Co-Invest Fund, LLC. (i)
14.1	Code of Ethics (h)
21	List of Subsidiaries *
31.1.	Rule 13a-14(a)/15d-14(a) Certifications of Chief Executive Officer *
31.2.	Rule 13a-14(a)/15d-14(a) Certifications of Chief Financial Officer *
32.1.	Section 1350 Certifications of Chief Executive Officer **
32.2.	Section 1350 Certifications of Chief Financial Officer **
101.INS XBRL	Instance Document *
101.SCH XBRL	Taxonomy Extension Schema *
101.CAL XBRL	Taxonomy Extension Calculation Linkbase * RAPP_0584
101 DEE VEST	

101.LAB XBRL Taxonomy Extension Label Linkbase \*

101.PRE XBRL Taxonomy Extension Presentation Linkbase \*

- \* Filed herewith
- \*\* Furnished herewith in accordance with Item 601 (32)(ii) of Regulation S-K.
- (a) Incorporated by reference to the same numbered Exhibit filed with the from Registration Statement on Form 10-12G (File No. 000-54433) filed on June 9, 2011.
- (b) Incorporated by reference to Annual Report on Form 10-K for the year ended December 31, 2016, filed on April 17, 2017.
- (c) Incorporated by reference to Current Report on Form 8-K filed on November 9, 2018.
- (d) Incorporated herein by reference to Appendix A of the Company's Definitive Proxy Statement on Schedule 14A, filed on August 26, 2019.
- (e) Incorporated by reference to Exhibit 10.2 filed with the Quarterly Report on Form 10-Q for the period ended September 30, 2019, filed on November 29, 2019.
- (f) Incorporated by reference to Exhibit 4.1 of the Current Report on Form 8-K filed on February 12, 2020.
- (g) Incorporated by reference to Exhibit 10.1 of the Current Report on Form 8-K filed on February 12, 2020.
- (h) The Company's Code of Ethics can be found on its website at https://bit.ly/MRMDethics.
- (i) Incorporated by reference to Current Report on Form 8-K filed on February 27, 2020

# ITEM 16. FORM 10-K SUMMARY

None.

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### **SIGNATURES**

In accordance with Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant caused this Report to be signed on its behalf by the undersigned, thereunto duly authorized.

Dated: March 31, 2020

MARIMED INC. (Registrant)

By: /s/ Robert Fireman

Name: Robert Fireman

Title: President and Chief Executive Office

In accordance with the Securities Exchange Act of 1934, this Report has been signed below by the following persons on behalf of the Registrant and in the capacities and on the dates indicated.

Signature	Title	Date
/s/ Robert Fireman Robert Fireman	President and Chief Executive Officer (Principal Executive Officer)	March 31, 2020
/s/ Jon R. Levine Jon R. Levine	Chief Financial Officer (Principal Financial Officer)	March 31, 2020
/s/ Eva Selhub Eva Selhub	Director	March 31, 2020
/s/ <b>Edward Gildea</b> Edward Gildea	Director	March 31, 2020
/s/ <b>David Allen</b> David Allen	Director	March 31, 2020
	(63)	

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101.PRE XBRL	Taxonomy Extension Presentation Linkbase *
* Filed herewith  ** Furnished here	ewith in accordance with Item 601 (32)(ii) of Regulation S-K.

<sup>\*\*</sup> Furnished herewith in accordance with Item 601 (32)(ii) of Regulation S-K.

- (a) Incorporated by reference to the same numbered Exhibit filed with the Registration Statement on Form 10-12G (File No. 000-54433) filed on June 9, 2011.
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- (g) Incorporated by reference to Exhibit 10.1 of the Current Report on Form 8-K filed on February 12, 2020.
- (h) The Company's Code of Ethics can be found on its website at <a href="https://bit.ly/MRMDethics">https://bit.ly/MRMDethics</a>.
- (i) Incorporated by reference to Current Report on Form 8-K filed on February 27, 2020

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# List of Subsidiaries:

MariMed Advisors Inc. (formed in Massachusetts)

Mia Development LLC (formed in Massachusetts)

Mari Holdings IL LLC (formed in Massachusetts)

Mari Holdings MD LLC (formed in Massachusetts)

Mari Holdings NV LLC (formed in Massachusetts)

Hartwell Realty Holdings LLC (formed in Massachusetts)

iRollie LLC (formed in Massachusetts)

ARL Healthcare Inc. (formed in Massachusetts)

KPG of Anna LLC (formed in Illinois)

KPG of Harrisburg LLC (formed in Illinois)

MariMed Hemp Inc. (formed in Delaware)

MediTaurus LLC (formed in Delaware)

#### Certifications

- I, Robert Fireman, certify that:
- 1. I have reviewed this annual report on Form 10-K of MariMed Inc.;
- 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal controls over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f) for the registrant and have:
- a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
- b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
- c) Evaluated the effectiveness of the registrant's disclosure controls and procedures, and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
- d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
- a) all significant deficiencies and material weaknesses in the design or operation of internal control which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
- b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: March 31, 2020

## /s/ Robert Fireman

Robert Fireman Chief Executive Officer (Principal Executive Officer)

#### Certifications

- I, Jon R. Levine, certify that:
- 1. I have reviewed this annual report on Form 10-K of MariMed Inc.;
- 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal controls over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f) for the registrant and have:
- a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
- b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
- c) Evaluated the effectiveness of the registrant's disclosure controls and procedures, and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
- d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
- a) all significant deficiencies and material weaknesses in the design or operation of internal control which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
- b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: March 31, 2020

/s/ Jon R. Levine

Jon R. Levine Chief Financial Officer (Principal Financial Officer)

### CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350 AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Annual Report of MariMed Inc. (the "Company") on Form 10-K for the year ended December 31, 2019 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Robert Fireman, Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. 1350, as adopted pursuant to \$906 of the Sarbanes-Oxley Act of 2002, that, based on my knowledge:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, our financial condition and result of operations.

MARIMED INC.

(Registrant)

Date: March 31, 2020

By: /s/Robert Fireman

Robert Fireman Chief Executive Officer (Principal Executive Officer)

### CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350 AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Annual Report of MariMed Inc. (the "Company") on Form 10-K for the year ended December 31, 2019 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Jon R. Levine, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. 1350, as adopted pursuant to \$906 of the Sarbanes-Oxley Act of 2002, that, based on my knowledge:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, our financial condition and result of operations.

MARIMED INC.

(Registrant)

Date: March 31, 2020

By: /s/ Jon R. Levine

Jon R. Levine Chief Financial Officer (Principal Financial Officer)

### MEMBERSHIP INTEREST PURCHASE AGREEMENT

This Membership Interest Purchase Agreement, dated as of August 2, 2019 (this "<u>Agreement</u>"), is entered into by and among (i) MariMed, Inc., a Delaware corporation ("<u>Buyer</u>"), (ii) The Harvest Foundation LLC, a Nevada limited liability company (the "<u>Company</u>") and (iii) Donald Burton, Larry Lemons and Jeffrey Yokiel (each, a "<u>Seller</u>," and collectively, the "<u>Sellers</u>"). The Sellers and the Company are sometimes referred to herein as the "<u>Seller Parties</u>," and the Buyer and the Seller Parties are sometimes referred to herein as the "<u>Parties</u>," and each, a "<u>Party</u>."

### Recitals

WHEREAS, the Sellers collectively own 100% of the issued and outstanding membership interests of the Company (the "Membership Interests");

WHEREAS, the Company holds (i) a medical cannabis cultivation license, (ii) an adult use cannabis cultivation license and (iii) a cannabis distribution license, each from the State of Nevada, and operates a cannabis cultivation and distribution facility in Clark County, Nevada (the "Business"); and

WHEREAS, subject to the terms and conditions set forth in this Agreement, the Sellers have determined to sell, and the Buyer desires to purchase from the Sellers, the Membership Interests, all as more specifically provided herein.

NOW, THEREFORE, intending to be legally bound, in consideration of the mutual covenants and agreements contained herein, the Parties hereby agree as follows:

### **Agreement**

- 1. <u>Definitions</u>. For purposes of this Agreement, the capitalized terms not otherwise defined in the body of this Agreement shall have the meanings ascribed to such terms in <u>Exhibit A</u> attached hereto, which defined terms are incorporated herein by reference.
  - 2. <u>Sale and Purchase of Membership Interests</u>.
- 2.1. <u>Sale and Purchase</u>. Subject to and upon the terms and conditions contained in this Agreement, the Sellers shall sell, transfer, convey, assign and deliver to the Buyer, and the Buyer shall purchase and acquire from the Sellers, good and marketable title to the Membership Interests at the Closing, free and clear of all Encumbrances.
- 2.2. <u>Purchase Price</u>. The aggregate consideration to be paid by the Buyer to the Sellers for the Membership Interests (the "<u>Purchase Price</u>") shall be a number of shares of common stock of the Buyer ("<u>Buyer Common Stock</u>") equal to \$1,200,000 *divided by* the closing stock price of Buyer Common Stock on the last trading day immediately preceding the Closing Date (the "<u>Shares</u>"). The Purchase Price shall be allocated to the Sellers in accordance with the allocation schedule attached hereto as <u>Exhibit B</u> (the "<u>Allocation Schedule</u>"). On the Closing Date, the Buyer shall issue to each Seller such Seller's pro rata portion of the Shares, as set forth on the Allocation

Schedule; *provided*, however, that no fractional shares of Buyer Common Stock shall be issued, and the Shares issuable to each Seller shall be rounded down to the nearest whole share.

- 2.3. Closing. The closing of the sale and purchase of the Membership Interests (the "Closing") shall take place via electronic practicable, but in no event later than the second waiver of each of the conditions set forth in Section 6 (other than those conditions that by their terms are to be satisfied at the Closing, but subject to the satisfaction or waiver of such conditions at Closing), or at such other time and place as the Buyer and the Sellers may agree in writing. The date on which the Closing occurs is the "Closing Date".
- 3. Representations and Warranties of the Seller Parties. The Seller Parties, jointly and severally, hereby represent and warrant to the Buyer as of the date hereof, and at and as of the Closing Date, as follows:
- 3.1. Organization. The Company is a limited liability company duly organized, validly existing and in good standing under the laws of the State of Nevada. The Company has the requisite power and authority to own, lease and operate the properties now owned, leased and operated by it and to carry on its business as currently conducted. The Company is duly qualified to do business as a foreign entity in each jurisdiction in which the nature of its business or the character of its properties makes such qualification necessary, except where the failure to do so would not have a Material Adverse Effect on the Company. The Company does not have any subsidiaries or hold any equity securities of any other Person.
- 3.2. <u>Enforceability</u>. This Agreement and each other agreement or instrument executed and delivered by any Seller Party at the Closing (collectively, the "<u>Seller Party Closing Documents</u>") has been duly authorized by all requisite action on the part of such Seller Party. This Agreements constitutes, and the Seller Party Closing Documents will constitute as of the Closing, the legal, valid and binding obligation of the Seller Parties, enforceable against the Seller Parties in accordance with its terms, subject to the effect of any applicable bankruptcy, moratorium, insolvency, fraudulent conveyance, reorganization, or other similar law affecting the enforceability of creditors' rights generally and to the effect of general principles of equity which may limit the availability of remedies (whether in a proceeding at law or in equity) (collectively, the "<u>Enforceability Exceptions</u>").
- 3.3. No Violation, Consents. The execution and delivery of this Agreement and each Seller Party Closing Document by the Seller Parties, and the performance of their obligations hereunder and thereunder does not and will not (a) violate or conflict with any provision of the organizational documents of the Company, (b) violate, or conflict with, or result in a breach of any provision of, or constitute a default or give rise to any right of termination, cancellation or acceleration (with the passage of time, notice or both) under any Contract to which a Seller Party is a party or by which a Seller Party is bound, (c) violate or conflict with any Legal Requirement to which the Company or any of their properties or assets are subject or (d) result in any Encumbrance on any assets of the Company. Without limiting the foregoing, none of the Seller Parties have granted any right to any third party which would conflict with the conveyance of the Membership Interests to Buyer. Except for the notices and Consents required under Nevada Cannabis Legal Requirements, no Seller Party is required to give any notice to or obtain any

Consent from any Person in connection with the Seller Parties' execution and delivery of this Agreement or any of the Seller Party Closing Documents, or the consummation or performance of the transactions contemplated hereby or thereby.

- 3.4. <u>Capitalization</u>. The Sellers own 100% of the issued and outstanding membership interests of the Company, in the amounts set forth on the Allocation Schedule, and no other Person has ever held any equity interest in the Company. The Membership Interests were duly authorized, validly issued, and are fully paid and non-assessable. There are no securities outstanding which are convertible into, exchangeable for, or carrying the right to acquire, equity interests (or securities convertible into or exchangeable for equity interests) of the Company, or subscriptions, warrants, options, calls, convertible securities, registration or other rights or other arrangements or commitments obligating the Company to issue, transfer or dispose of any of its equity interests or any ownership interest therein and there are no pre-emptive rights in respect of any securities of the Company. There are no outstanding obligations of the Company to repurchase, redeem or otherwise acquire any equity interests.
- 3.5. <u>Title</u>. Each Seller is the lawful owner of, and has good and marketable title to, the Membership Interest set forth opposite such Seller's name on the Allocation Schedule, free any clear of all Encumbrances. None of the Sellers have granted a currently effective power of attorney or proxy to any person with respect to all or any part of the Membership Interests. There are no outstanding options, warrants or other similar rights in respect of the Membership Interests and, except as set forth in this Agreement, none of the Seller Parties is a party to or bound by any agreement, undertaking or commitment to, directly or indirectly, sell, exchange or transfer the Membership Interests. Following the Closing, the Buyer will own 100% of the outstanding membership interests of the Company, free and clear of all Encumbrances.
- 3.6. <u>Legal Proceedings</u>. There is no pending or, to the knowledge of any Seller Party, threatened Proceeding by or against any Seller Party (i) that relates to or may affect the Business or any of the Membership Interests; or (ii) that challenges, or that may have the effect of preventing, delaying, making illegal or otherwise interfering with, the transactions contemplated hereby. There are no Judgments currently outstanding involving or related to the Company (or any of their managers, officers or members in their capacities as such) or affecting the Business or any of the Company's assets.

### 3.7. Compliance With Legal Requirements; Governmental Authorizations.

- (a) Except with respect to federal Legal Requirements regarding the manufacture, cultivation, possession, use, sale or distribution of cannabis or cannabis products, the Company is in material compliance with all Legal Requirement applicable to the Company. The Company has not received any written notice from a Governmental Body that alleges that it is not in compliance with any Legal Requirement, and the Company has not been subject to any adverse inspection, finding, investigation, penalty assessment, audit or other compliance or enforcement action.
- (b) The Company has all Governmental Authorizations reasonably necessary for the conduct of the Business (the "Company Permits"). All conditions of or restrictions on the Company Permits that may materially affect the ability of the Company to

perform any cannabis related activity authorized by Nevada law, whether or not embodied in such Company Permit, have been disclosed to the Buyer. All of the Company Permits are valid and in full force and effect, and the Company is not in breach or default in any material respect under any Company Permit. No notices have been received by and no claims have been filed against the Company alleging a material violation of any Company Permit and no event has occurred that, with or without notice or lapse of time or both, would reasonably be expected to result in the revocation, suspension, termination, lapse or limitation of any Company Permit. Each Seller Party hereby covenants that it shall promptly notify the Buyer of any such notice hereafter given and/or of any such action hereafter threatened or contemplated. All fees and charges with respect to the Company Permits due through the date hereof have been paid in full and will be paid in full through the Closing.

- (c) Neither of the Sellers nor any of the Company's key employees, officers, directors or managers have been subject to a recommendation or determination by any Governmental Body that such Person is not suitable for licensure in connection with a cannabis business in the State of Nevada.
- (d) None of the Seller Parties has, nor, to the knowledge of the Seller Parties have any employees, agents or other representatives of the Company on behalf of the Company, directly or indirectly, made or authorized any payment, contribution or gift of money, property or services, in contravention of applicable Legal Requirement, (1) as a kickback or bribe to any Person or (2) to any political organization, or the holder of or any candidate for any elective or appointive public office, except for personal political contributions not involving the direct or indirect use of funds of the Company.
- To the Seller Parties' knowledge (a) the Company is and has been (e) in compliance with all Environmental Laws; (b) there has been no release or, to the Seller Parties' knowledge, threatened release, of any pollutant, contaminant or toxic or hazardous material, substance or waste or petroleum or any fraction thereof (each a "Hazardous Substance"), on, upon, into or from any site currently or heretofore owned, leased or otherwise used by the Company; (c) there have been no Hazardous Substances generated by the Company that have been disposed of or come to rest at any site that has been included in any published U.S. federal, state or local "superfund" site list or any other similar list of hazardous or toxic waste sites published by any governmental authority in the United States; and (d) there are no underground storage tanks located on, no polychlorinated biphenyls ("PCBs") or PCB-containing equipment used or stored on, and no hazardous waste as defined by the Resource Conservation and Recovery Act, as amended, stored on, any site owned or operated by the Company, except for the storage of hazardous waste in compliance with Environmental Laws. The Company has made available to the Buyer true and complete copies of all material environmental records, reports, notifications, certificates of need, permits, pending permit applications, correspondence, engineering studies and environmental studies or assessments. None of the Seller Parties have received any written notice regarding any actual or alleged violation of or material liability under Environmental Laws.
- 3.8. <u>Brokers or Finders</u>. No Seller Party has incurred any obligation or liability, contingent or otherwise, for brokerage or finders' fees or agents' commissions or other similar payments in connection with the sale of the Membership Interests or the transactions contemplated hereby.

3.9. <u>Books and Records</u>. All the books of account and other Records of the Company (including, without limitation, manager and member resolutions, minutes and written consents) have been made available to Buyer.

### 3.10. Property.

- (a) Owned Property. The property and assets that the Company owns (including, without limitation, the Owned Real Property and the Tangible Personal Property) are (i) free and clear of Encumbrances, and (ii) are in good operating condition and repair (subject to normal wear and tear). The Company has good and insurable fee simple title to all parcels of Owned Real Property. The Company has not granted any lease, license or other agreement granting to any Person any right to use or occupancy of the Owned Real Property or any portion thereof. All Tangible Personal Property used in the Business is in the possession of the Company.
- (b) <u>Leased Property</u>. With respect to the property and assets that the Company leases (including, without limitation, real property that the Company leases, subleases, licenses or otherwise uses or occupies (collectively, the "<u>Leased Real Property</u>," and together with the Owned Real Property, the "<u>Company Real Property</u>")), (i) the Company is in compliance with all agreements related to such property and assets, (ii) the Company holds a valid leasehold interest free of any Encumbrances, other than those of the lessors of such property or assets and (iii) such property and assets are in good operating condition and repair (subject to normal wear and tear). No Person other than the Company has any right to use or occupy the Leased Real Property or any portion thereof. The Company has made available to the Buyer true and correct copies of all leases with respect to the Leased Real Property.
- The Company Real Property is suitable for the conduct of the Business. The Closing will not affect the continued use and possession of the Company Real Property by the Company. Neither the operation of the Business on the Company Real Property nor such Company Real Property, including the improvements thereon, violate in any material respect any applicable building code, zoning requirement or statute relating to such property or operations thereon, and any such non-violation is not dependent on so-called non-conforming use exceptions. To the knowledge of the Seller Parties, there is no existing, pending or threatened (i) condemnation proceedings affecting the Company Real Property, (ii) zoning, building code or other moratorium proceedings, or similar matters which could reasonably be expected to adversely affect the ability to operate the Business on the Company Real Property, or (iii) special assessments or public improvements that may result in special assessments against or otherwise affect the Company Real Property. Neither the whole nor any material portion of the Company Real Property has been damaged or destroyed by fire or other casualty. To the knowledge of the Seller Parties, there are no structural, latent or hidden, defects in the buildings and other structures that are part of the Company Real Property, and there are no restrictive covenants, easements or other written agreements with respect to the Company Real Property, in either case that would materially affect the ability of the Company to operate the Business on the Company Real Property.
- 3.11. <u>Title To Assets; Sufficiency</u>. The Company owns good and marketable title to, or a valid lease or license, as applicable, to all of its assets free and clear of all Encumbrances. The furniture, machinery, equipment, vehicles, goods and other items of Tangible Personal Property of the Company are structurally sound, are in satisfactory operating condition and repair,

and are adequate for the uses to which they are currently being put, and none of such furniture, machinery, equipment, vehicles, goods and other items of Tangible Personal Property of the Company is in need of maintenance or repairs except for ordinary, routine maintenance and repairs that are not material in nature or cost. The assets of the Company are sufficient for the continued conduct of the Business after the Closing in substantially the same manner as conducted prior to the Closing and constitute all of the rights, property and assets necessary to conduct the Business.

- 3.12. <u>Inventory</u>. All inventory of the Company is and will, whether or not reflected in the Balance Sheet, consist of a quality and quantity useable and saleable in the Ordinary Course of Business consistent with past practice, except for obsolete, damaged or defective items that have been written off or written down to fair market value or for which adequate reserves have been established. All such inventory is owned by the Company free and clear of all Encumbrances, and no inventory is held on a consignment basis. The quantities of each item of inventory (whether raw materials, work-in-process or finished goods) at the Closing will be consistent with the quantities historically held by the Company.
- 3.13. Financial Statements. Complete copies of the financial statements of the Company consisting of (a) the balance sheet (audited if available) of the Company as of December 31, 2018 and the related statements of income, members' equity and cash flow for the year then ended and (b) the unaudited balance sheet of the Company as of June 30, 2019 (the "Balance Sheet") and the related statements of income, members' equity and cash flow for the six (6) months then ended (collectively, the "Financial Statements") have been made available to the Buyer. The Financial Statements are based on the books and records of the Company, and fairly present in all material respects the financial condition of the Company as of the dates they were prepared and the results of the operations of the Company for the periods indicated.
- 3.14. <u>Undisclosed Liabilities</u>. The Company does not have any indebtedness or other Liabilities except for (a) Liabilities specifically reflected on, and fully reserved against in, the Balance Sheet and (b) Liabilities which have arisen since the date of the Balance Sheet in the ordinary course of business and which are, in nature and amount, consistent with those incurred historically and are not material to the Company, individually or in the aggregate.
- 3.15. <u>Company Indebtedness</u>. The Company has disclosed to the Buyer all of the Company's obligations for borrowed money or in respect of loans or advances (whether or not evidenced by bonds, debentures, notes or other similar instruments or debt securities) incurred prior to the Closing ("<u>Company Indebtedness</u>"), all of which shall be repaid, discharged or otherwise satisfied at or prior to the Closing. The Company is not a guarantor for any Liability of any other Person.

#### 3.16. Taxes.

(a) The Company has timely filed all Tax Returns that were required to be filed by it, taking into account any valid extensions of time to file such Tax Returns. All such Tax Returns were true, correct and complete in all material respects and have been prepared in compliance with all Legal Requirements. All Taxes owed by the Company (whether or not shown on any Tax Return) have been timely paid. No penalty, interest or other charge is or will become due with respect to the late filing of any such Tax Return or late payment of any such Tax. The

Company is not liable for any Tax of any other Person under Treasury Regulation Section 1.1502-6 (or any similar provision of state, local or foreign law), or as a transferee or successor, by Contract or otherwise.

- (b) The Company (i) has withheld from all payments to employees, customers, independent contractors, creditors, members and any other applicable payees proper and accurate amounts for all taxable periods in compliance with all Tax withholding provisions of applicable federal, state, local and foreign laws, (ii) has remitted, or will remit on a timely basis, such amounts to the appropriate taxing authority, and (iii) has furnished or been furnished properly completed exemption certificates for all exempt transactions and has maintained records of such exemption certificates in compliance with all Legal Requirements.
- Governmental Body is presently in progress with respect to any Tax or Tax Return of the Company. Neither the Company nor any member, manager, director or officer of the Company has received (i) notice of commencement of an audit, examination or other proceeding of any nature by a Governmental Body with respect to any Tax or Tax Return of the Company, (ii) a request for information related to any Tax matters of the Company or (iii) the assessment (or proposed assessment) of any additional Taxes against the Company for any period, nor does any Seller Party have any reason to expect any such items to be forthcoming. The Seller Parties have delivered to the Buyer correct and complete copies of all examination reports and statements of deficiencies assessed against or agreed to by the Company or that relate to any tax year or other Tax period for which the applicable limitations period has not expired.
- (d) There are no liens for Taxes upon the assets of the Company, other than liens for Taxes not yet due and payable.
- (e) There are no outstanding agreements or waivers (by operation of law or otherwise) extending the statutory period of limitations applicable to any Tax or Tax Return of the Company for any period.
- (f) The Company is not a party to any Tax allocation or Tax sharing agreement (including any Tax indemnity arrangement) pursuant to which it would have any obligation to make payments after the Closing. The Company is not, and it has never been, a member of an affiliated, combined or unitary group for Tax purposes. The Company (i) has not made any payments; (ii) is not obligated to make any payments; and (iii) is not a party to any agreement that could obligate it to make any payments that will not be deductible (in whole or in part) under Sections 162, 280G or 404 of the Code.
- (g) None of the assets of the Company is property that any Seller Party is required to treat as being owned by any other Person pursuant to the so-called "safe harbor lease" provisions of former Section 168(f)(8) of the Code. None of the assets of the Company directly or indirectly secures any debt the interest on which is tax-exempt under Section 103(a) of the Code. None of the assets of the Company is "tax-exempt use property" within the meaning of Section 168(h) of the Code. The Company does not own an interest in any controlled foreign corporation (as defined in Section 957 of the Code), passive foreign investment company (as defined in Section

1297 of the Code) or other entity the income of which is or could be required to be included in the income of the Company.

(h) The Company is, and from the date of its formation has been, classified as either a partnership or a disregarded entity for federal income tax purposes and in each state where the Company does business or is required to file Tax Returns. No election has been made (on IRS Form 8832 or any other form or on any comparable state tax form) to classify the Company as an association taxable as a corporation or any other form of entity other than a partnership or disregarded entity for federal and state income tax purposes. The Company is not, and it has never been, a publicly traded partnership as that term is defined in Section 7704 of the Code.

### 3.17. Employees; Employee Benefit Plans.

- (a) The Company is not delinquent in payments to any of its employees, consultants or independent contractors for any wages, salaries, commissions, bonuses, or other direct compensation for any service performed for it to the date hereof or amounts required to be reimbursed to such employees, consultants and independent contractors. The Company has complied in all material respects with all applicable state and federal equal employment opportunity laws and with other laws related to employment, including those related to wages, hours, worker classification and collective bargaining. The Company has withheld and paid to the appropriate Governmental Body or is holding for payment not yet due to such Governmental Body all amounts required to be withheld from employees of the Company and is not liable for any arrears of wages, taxes, penalties or other sums for failure to comply with any of the foregoing.
- (b) The employment of each employee of the Company is terminable at the will of the Company, and upon termination of the employment of any such employees, no severance or other payments will become due. The Company does not have any policy, practice, plan or program of paying severance pay or any form of severance compensation in connection with the termination of employment or services.
- (c) The Company has made available to the Buyer each employment, bonus, profit sharing, or other employee benefit plan, agreement, policy or arrangement maintained or contributed to, or required to be contributed to, by the Company for the benefit of any officer, employee, former employee, consultant, independent contractor or other service provider of the Company (collectively referred to herein as the "Employee Plans").
- (d) The Company has made all payments and contributions to or with respect to the Employee Plans on a timely basis as required by the terms of each such Employee Plan and any applicable Legal Requirement. The Company has paid and will continue to pay all applicable premiums for any insurance contract which funds an Employee Plan for coverage provided through the Closing.
- (e) The Company has maintained all of its Employee Plans in material compliance with their terms and with all applicable provisions of ERISA, the Code and state laws.
- (f) None of the Company nor any of its affiliates (hereafter referred to as an "ERISA Affiliate") that together with the Company are deemed a "single employer" within

the meaning of Section 4001(a)(14) of ERISA, currently maintains any Employee Plan that is subject to Title IV of ERISA, and has not previously maintained any such Employee Plan that has resulted in any material liability or potential material liability to the Company or its ERISA Affiliates under said Title IV.

(g) Neither the Company nor an ERISA Affiliate maintains, maintained or contributed to within the past five (5) years, any multiemployer plan, within the meaning of Section 3(37) or 4001(a)(3) of ERISA. Neither the Company nor an ERISA Affiliate currently has any liability to make withdrawal liability payments to any multiemployer plan.

### 3.18. Contracts; Customers and Suppliers.

- (a) All of the Contracts to which the Company is a party or by with the Company is bound (the "Company Contracts") are in full force and effect, and constitute legal, valid, binding and enforceable obligations against the Company and, to the knowledge of the Seller Parties, any other parties thereto. The Company is not in breach in any material respect under any Company Contract, nor, to the knowledge of the Seller Parties, is any other party to any such Company Contract in breach thereunder.
- (b) No customer, vendor, supplier or service provider has given the Company notice that it intends to terminate or materially alter its business relationship with the Company (whether as a result of the consummation of the transactions contemplated by this Agreement or otherwise).
- 3.19. <u>Insurance</u>. True and complete copies of all Insurance Policies currently owned or maintained by the Company have been paid and will be paid through the Closing Date, no breach by the Company exists thereunder and no material term of any such policy is void or voidable. The Company has not received any notice of cancellation with respect to any such current Insurance Policy and the Company has no knowledge of any threatened termination of, or premium increase with respect to, any of the Insurance Policies. There are no claims that are pending under any of the Insurance Policies, and under any such Insurance Policies.
- 3.20. <u>Intellectual Property</u>. The Company does not own or license any patents, copyrights, trademarks, tradenames or other intellectual property other than its name.
- 3.21. Related Party Transactions. None of the Company's directors, officers, managers, members (including the Sellers) or employees, or any members of their immediate families, or any Affiliate of the foregoing has, directly or indirectly, (a) borrowed money from or loaned money to the Company which remains unpaid or owed, (b) any interest in any assets owned or used by the Company or (c) engaged in any other material transactions with the Company.

### 3.22. Securities Laws.

(a) The Buyer intends to issue the Shares pursuant to a "private placement" exemption or exemptions from registration under Section 4(2) of the Securities Act and/or Regulation D promulgated under the Securities Act and an exemption from qualification

under applicable state securities laws. The Parties shall comply with all applicable provisions of and rules under the Securities Act and applicable state securities laws in connection with the offering and issuance of the Shares pursuant to this Agreement. The Sellers understand that the Shares will be "restricted securities" under federal and state securities laws and cannot be offered or resold except pursuant to registration under the Securities Act or an available exemption from registration.

- (b) Each Seller (i) is an accredited investor as defined in Rule 501(a) of Regulation D promulgated under the Securities Act, (ii) is acquiring the Shares only for its own account and not for the account of others, and (iii) is not acquiring the Shares with a view to, or for offer or sale in connection with, any distribution thereof in violation of the Securities Act.
- 3.23. <u>Allocation Schedule</u>. The Shares shall be distributed to the Sellers in accordance with the Allocation Schedule. Each of the Sellers irrevocably consents to the allocation of the Shares in accordance with the Allocation Schedule, notwithstanding anything to the contrary contained in the Company's governing documents.
- 3.24. <u>Disclosure</u>. No representation or warranty by the Seller Parties in this Agreement and no statement contained in any certificate furnished to the Buyer pursuant to the provisions hereof contains any untrue statement of material fact or omits to state any material fact necessary in order to make the statements made herein or therein not misleading.
- 4. Representations and Warranties of the Buyer. The Buyer represents and warrants to the Sellers as of the date hereof, and at and as of the Closing Date, as follows:
- 4.1. <u>Organization And Good Standing</u>. The Buyer is a corporation duly organized, validly existing and in good standing under the laws of Delaware, with full power and authority to conduct its business as it is now conducted.
- 4.2. <u>Enforceability</u>. This Agreement and each other agreement or instrument executed and delivered by the Buyer at the Closing (collectively, the "<u>Buyer Closing Documents</u>") has been or will be by the Closing duly authorized by all requisite action on the part of the Buyer. This Agreements constitutes, and the Buyer Closing Documents will constitute as of the Closing, the legal, valid and binding obligation of the Buyer, enforceable against the Buyer in accordance with its terms, subject to the Enforceability Exceptions.
- 4.3. <u>Brokers Or Finders</u>. Neither the Buyer nor any of its Representatives have incurred any obligation or liability, contingent or otherwise, for brokerage or finders' fees or agents' commissions or other similar payment in connection with the transactions contemplated hereby.
- 4.4. <u>Legal Proceedings</u>. There is no pending or, to the knowledge of the Buyer, threatened Proceeding by or against the Buyer that challenges, or that may have the effect of preventing, delaying, making illegal or otherwise interfering with, the transactions contemplated hereby.
  - 5. Covenants and Other Agreements.

- 5.1. Conduct of Business by the Seller Parties. From the date hereof through the earlier of consummation of the Closing and any earlier termination of this Agreement, the Company shall, and the Seller Parties shall cause the Company to: (a) conduct its business and operations in the Ordinary Course of Business; (b) preserve intact its existence and business organization; (c) use its commercially reasonable efforts to preserve its assets; (d) pay all applicable Taxes as such Taxes become due and payable; and (e) maintain all licenses and Governmental Authorizations applicable to its operations and business.
- 5.2. Access to Information. From the date hereof through the earlier of consummation of the Closing and any earlier termination of this Agreement, the Seller Parties shall give the Buyer and its Representatives access on reasonable notice during normal business hours to all properties, facilities and offices, and complete and correct copies of all books, Records and Contracts (including customer and supplier Contracts) and such financial and operating data and other information with respect to the Company as such persons may reasonably request. Such review shall be at the Buyer's sole cost and shall be conducted in a fashion that does not unreasonably interfere with the ability of the Company to conduct its day-to-day operations.
- Parties shall promptly notify the Buyer in writing of any events, circumstances, facts and occurrences arising subsequent to the date of this Agreement which would result in a breach of a representation, warranty or covenant of any Seller Party in this Agreement, or which would have the effect of making any representation or warranty of any Seller Party in this Agreement untrue in any material respect, or would be reasonably likely to result in a Material Adverse Effect of the Company. Any disclosure by any Seller Party pursuant to this Section 5.3 shall not be deemed to prevent or cure any misrepresentation, breach of representation or warranty or breach of covenant, or limit the rights of the Buyer under Section 6.3 or Section 7.
- 5.4. Exclusivity. During the Term of this Agreement, each of the Seller Parties agrees, and shall cause its Representatives, not to, directly or indirectly, (i) solicit, facilitate or initiate, or encourage the submission of, proposals, inquiries or offers relating to; (ii) respond to any submissions, proposals, inquires or offers relating to; (iii) participate or engage in any negotiations or discussions with any Person relating to; (iv) otherwise cooperate in any way with or facilitate in any way (including, without limitation, by providing information) with any Person, other than the Buyer, relating to; or (v) enter into any agreement or agreement in principle in connection with, any acquisition, merger, business combination, recapitalization, consolidation, liquidation, dissolution, disposition or similar transaction involving the Company, or any issuance, acquisition, sale or transfer of any securities or any substantial portion of the assets of the Company.
- 5.5. Confidentiality. No Seller Party shall, directly or indirectly, disclose or divulge any information relating to the existence of this Agreement and the documents and instruments contemplated hereby, the terms of this Agreement and the documents and instruments contemplated hereby, the transactions contemplated hereby and thereby or the negotiations hereof and thereof without the consent of the Buyer; provided, however, that such information may be disclosed to such Party's legal, tax, accounting or related financial advisors that have a need to know and that are subject to an obligation of confidentiality to such Party. From and after the Closing, no Seller shall, directly or indirectly, use, disclose or divulge any confidential or

proprietary information of the Company or the Buyer for any purpose without the consent of the Buyer. Following a termination of this Agreement pursuant to Section 6.3, (a) the Buyer, shall not, directly or indirectly, use, disclose, or divulge any confidential or proprietary information of the Company for any purpose whatsoever without the consent of the Company, and (b) no Seller Party, shall, directly or indirectly, use, disclose, or divulge any confidential or proprietary information of the Buyer for any purpose whatsoever without the consent of the Buyer.

5.6. Further Assurances. Subject to the terms and conditions hereof, each of the Parties hereto shall use commercially reasonable efforts to take, or cause to be taken, all actions, and to do, or cause to be done, all things necessary, proper or advisable to the extent permitted under Legal Requirements to consummate and give effect to the transactions contemplated hereby. Without limiting the foregoing, the Parties shall act promptly, and use their commercially reasonable best efforts, and shall cooperate with each other, in making, or causing to be made, any filings, applications and submissions required under Nevada Cannabis Legal Requirements, in order to permit consummation of the Buyer's acquisition of the Membership Interests. The Seller Parties, on the one hand, and the Buyer on the other hand, shall each be responsible for 50% of the fees required to be paid in connection with such filings, applications and submissions.

### 5.7. Tax Matters.

- (a) The Sellers shall be responsible for, and shall pay when due, all sales, use, transfer, stamp or similar Taxes and fees (collectively, "<u>Transfer Charges</u>") imposed with respect to the transactions contemplated hereby. The Sellers shall, at their own expense, timely file any Tax Return or other document with respect to such Transfer Charges, and the Buyer shall cooperate with respect thereto, as necessary
- (b) For federal income tax purposes, the Parties shall treat the sale of the Membership Interests pursuant to this Agreement in accordance with IRS Revenue Ruling 99-6, 1999-1 C.B. 432 (situation 2), (i) with respect to each Seller, as a sale of partnership interests, and (ii) with respect to the Buyer, as a purchase of all of the assets of the Company and assumption by the Buyer of all of the Company's liabilities. No Party shall take any position (whether in a Tax Return, an audit or otherwise) that is inconsistent with the foregoing treatment, unless required to do so by applicable Legal Requirements.

### 6. Conditions to Closing; Termination.

- 6.1. <u>Conditions Precedent to Obligations of the Buyer</u>. The obligation of the Buyer to consummate the purchase of the Membership Interests at the Closing shall be subject to the satisfaction, on or before the Closing Date, of each and every one of the following conditions, any or all of which the Buyer may waive in writing, at its sole and absolute discretion:
- (a) <u>Representations and Warranties</u>. Each of the representations and warranties made by the Seller Parties in this Agreement shall be true and correct in all material respects as of the Closing Date (except those representations and warranties that address matters only as of a specified date, which shall be true and correct in all material respects as of that specified date).

- (b) <u>Covenants</u>. The Seller Parties shall have duly performed in all material respects all of the covenants, acts and undertakings required to be performed by them prior to the Closing under this Agreement.
  - (c) No MAE. There shall have been no Material Adverse Effect.
- (d) <u>No Injunction, Etc.</u> No action, proceeding, investigation, regulation or legislation shall have been instituted before any Governmental Body to enjoin, restrain, prohibit, or obtain damages in respect of, or which is related to, or arises out of, this Agreement or the consummation of the transactions contemplated hereby.
- (e) <u>Consents and Notices</u>. All consents, approvals and waivers of any Person necessary or desirable to the consummation of the Closing and the transactions contemplated hereunder shall have been obtained and all notices to any Person necessary or desirable to the consummation of the Closing and the transactions contemplated hereunder shall have been delivered. A copy of each such consent, approval, waiver or notice shall have been provided to the Buyer and all such consents, approvals, waivers and notices shall be in a form reasonably acceptable to the Buyer.
- (f) Regulatory Approval. Without limiting the foregoing, all consents, approvals and waivers of any Governmental Body necessary under Nevada Cannabis Legal Requirements in order to permit consummation of the Closing and the transactions contemplated hereunder shall have been obtained, and all notices to any Governmental Body necessary under Nevada Cannabis Legal Requirements in order to permit consummation of the Closing and the transactions contemplated hereunder shall have been delivered. A copy of each such consent, approval, waiver or notice shall have been provided to the Buyer and all such consents, approvals, waivers and notices shall be in a form reasonably acceptable to the Buyer.
- (g) <u>Seller Parties Closing Deliveries</u>. The Seller Parties shall have delivered to the Buyer the following:
- (i) Officer's Certificate. A certificate from an executive officer of the Company, dated as of the Closing Date, certifying that attached thereto are true and correct copies of the Company's certificate of formation and any amendments thereto to date, as well as the resolutions duly adopted by the members and/or managers of the Company authorizing the Company's execution, delivery and performance of this Agreement;
- (ii) <u>Good Standing Certificate</u>. A certificate of good standing for the Company issued by the Secretary of the State of the State of Nevada, dated within ten (10) business days prior to the Closing Date;
- (iii) <u>Compliance Certificate</u>. A certificate from an executive officer of the Company, dated as of the Closing Date, certifying compliance with <u>Sections 6.1(a)</u>, <u>6.1(b)</u> and <u>6.1(c)</u> in a form reasonably acceptable to the Buyer;
- (iv) <u>Resignation Letters</u>. Letters of resignation from each manager and officer of the Company, in form and substance reasonably acceptable to the Buyer, effective as of the Closing;

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- (v) <u>Assignment of Membership Interests</u>. An assignment by the Sellers to the Buyer assigning the Membership Interests to the Buyer on the Closing Date;
- (vi) <u>Withholding Certificates</u>. A completed and duly executed IRS Form W-9 from each Seller, and a certificate from each Seller, in a form reasonably acceptable to the Buyer and in accordance with the Code, in each case dated as of the Closing Date and certifying such facts as to establish that the transactions contemplated hereby are exempt from withholding pursuant to Section 1445 of the Code; and
- (vii) <u>Company Indebtedness</u>. Evidence, reasonably satisfactory to the Buyer, that all Company Indebtedness has been repaid, discharged or otherwise satisfied at or prior to the Closing.
- (viii) Other Agreements. All other agreements, certificates, instruments, or documents reasonably requested by the Buyer in order to fully consummate the transactions contemplated hereby and to carry out the purposes and intent of this Agreement.
- 6.2. <u>Conditions Precedent to Obligations of the Sellers</u>. The obligation of the Sellers to consummate sale of the Membership Interests at the Closing shall be subject to the satisfaction, on or before the Closing Date, of each and every one of the following conditions, any or all of which the Sellers may waive in writing, at their sole and absolute discretion:
- (a) Representations and Warranties. Each of the representations and warranties made by the Buyer in this Agreement as of the Closing Date shall be true and correct in all material respects as of the Closing Date (except those representations and warranties that address matters only as of a specified date, which shall be true and correct in all material respects as of that specified date).
- (b) <u>Covenants of Buyer</u>. The Buyer shall have duly performed in all material respects all of the covenants, acts and undertakings required to be performed by it prior to the Closing.
- (c) <u>No Injunction, Etc.</u> No action, proceeding, investigation, regulation or legislation shall have been instituted, threatened or proposed before any court, governmental agency or legislative body to enjoin, restrain, prohibit, or obtain substantial damages in respect of, or which is related to or arises out of, this Agreement or the consummation of the transactions contemplated hereby.
- 6.3. <u>Termination of Agreement</u>. The Parties may terminate this Agreement as provided below:
- (a) The Parties may terminate this Agreement by mutual written consent at any time prior to the Closing; and
- (b) If the Buyer is not then in material breach under this Agreement, the Buyer may terminate this Agreement by giving written notice to the Seller Parties at any time prior to the Closing in the event any of the Seller Parties has materially breached any of their respective representations, warranties, or covenants contained in this Agreement, provided that Buyer has

notified the Seller Parties of the breach and the breach has continued without cure for a period of ten (10) business days after the notice of breach.

6.4. Effect of Termination. If this Agreement is terminated prior to the Closing for any reason, all rights and obligations of the Liability of any Party to any other Party except for provisions set forth in Sections 5.5, this Section 6.4 and Section 8. No termination of this Agreement shall relieve any Party of liability for its intentional breach or violation of this Agreement.

### 7. Indemnification.

Parties"), jointly and severally, shall defend, indemnify and hold harmless the Buyer, its Affiliates and their respective Representatives and successors and permitted assigns, from and against any and all actions, suits, proceedings, claims, demands, debts, liabilities, obligations, losses, diminution in value, damages, costs and expenses (collectively "Adverse Consequences"), arising out of, or in connection with, or caused by, directly or indirectly, any or all of the following: (i) any misrepresentation or breach of any representation or warranty made by the Seller Parties in this Agreement or in any certificate or schedule delivered by the Seller Parties pursuant hereto, (ii) any breach by the Seller Parties to satisfy or perform any covenant, restriction or agreement applicable to the Seller Parties contained in this Agreement or in any certificate or schedule delivered pursuant hereto, (iii) any Liability for Taxes of the Company that are attributable to a taxable period (or portion thereof) ending on or prior to the Closing Date and any Transfer Charges, (iv) the termination of any officer or employee of the Company and (v) Company Indebtedness.

# 7.2. <u>Matters Involving Third Parties</u>.

- (a) The party or parties seeking indemnification hereunder (each, an "Indemnified Party") shall give the party or parties from whom indemnification is sought or to be sought (each, an "Indemnifying Party") prompt written notice of any Adverse Consequences suffered by, affecting or otherwise directed at it. If an indemnification claim involves a claim by a third party (a "Third Party Claim"), the Indemnified Party shall promptly notify the Indemnifying Party thereof in writing, which notice shall include in reasonable detail a description of the Third Party Claim and copies of all material written evidence thereof and shall indicate the estimated amount, if reasonably practical of such Adverse Consequences, that has been or may be sustained by the Indemnified Party.
- (b) The Indemnifying Party will have the right to defend the Indemnified Party against the Third Party Claim with counsel of its choice reasonably satisfactory to the Indemnified Party so long as the Indemnifying Party notifies the Indemnified Party in writing within fifteen (15) calendar days of its intention to assume the defense of any Third Party Claim at the Indemnifying Party's expense and by the Indemnifying Party's own counsel, and the Indemnified Party shall cooperate in good faith in such defense. If the Indemnifying Party elects not to compromise or defend such Third Party Claim or fails to promptly notify the Indemnified Party in writing of its election to defend as provided in this Agreement, the Indemnified Party may compromise, defend such Third Party Claim and seek indemnification for any and all Adverse Consequences based upon, arising from or relating to such Third Party Claim. Seller and Buyer

shall cooperate with each other in all reasonable respects in connection with the defense of any Third Party Claim, including making available records relating to such Third Party Claim and furnishing, without expense (other than reimbursement of actual out-of-pocket expenses) to the defending party, management employees of the non-defending party as may be reasonably necessary for the preparation of the defense of such Third Party Claim.

- (c) So long as the Indemnifying Party is conducting the defense of the Third Party Claim in accordance with Section 7.2(b) above, (i) the Indemnified Party may retain separate co-counsel at its sole cost and expense and participate in the defense of the Third Party Claim, (ii) the Indemnified Party will not consent to the entry of any judgment or enter into any settlement with respect to the Third Party Claim without the prior written consent of the Indemnifying Party (not to be unreasonably withheld) and (iii) the Indemnifying Party will not consent to the entry of any judgment or enter into any settlement with respect to the Third Party Claim without the prior written consent of the Indemnified Party (not to be unreasonably withheld).
- 7.3. Survival. The representations and warranties made by the Seller Parties and the Buyer herein or in any certificate or schedule delivered pursuant hereto or thereto on the Closing Date, shall survive the Closing and continue in full force and effect for a period of eighteen (18) months from and after the Closing Date, provided, however, the representations and warranties set forth in Sections 3.1, 3.2, 3.4 and 3.5 shall survive indefinitely, and the representations and warranties set forth in Sections 3.7(e) and 3.16 shall survive until sixty (60) days after expiration of all applicable statutory limitation periods. Upon expiration of the representation and warranty limitation periods set forth herein, such representations and warranties shall cease to be of any further force or effect. No such expiration shall affect the rights of a Party hereto in respect of a claim made by such Party in writing received by another Party prior to the expiration of any such period until finally resolved.

### 8. Miscellaneous.

- 8.1. Expenses. Each Party shall pay all of the costs and expenses (including, without limitation, legal fees and expenses) incurred by it in negotiating and preparing this Agreement (and all other agreements, certificates, instruments and documents executed in connection herewith) and in consummating the transactions contemplated hereby.
- 8.2. Notices. All notices and other communications given or made pursuant to this Agreement shall be in writing and shall be deemed effectively given upon the earlier of actual receipt, or (a) personal delivery to the Party to be notified, (b) when sent, if sent by electronic mail during normal business hours of the recipient, and if not sent during normal business hours, then on the recipient's next business day, (c) three (3) days after having been sent by registered or certified mail, return receipt requested, postage prepaid, or (d) one (1) business day after deposit with a nationally recognized overnight courier, freight prepaid, specifying next business day delivery, with written verification of receipt. All communications shall be sent to the Parties at the addresses as set forth on the signature pages hereto, or to such e-mail address or address as subsequently modified by written notice given in accordance with this Section 8.2.
- 8.3. Entire Understanding; Amendments. This Agreement, together with the exhibits and schedules hereto, and the other documents, certificates, agreements and other

instruments delivered in connection with the transactions contemplated hereby, states the entire understanding among the Parties with respect to the subject matter hereof and supersedes all prior oral and written communications and agreements with respect to the subject matter hereof. This Agreement shall not be amended or modified except in a written document signed by all Parties.

- Agreement shall bind, benefit, and be enforceable by the Parties hereto and their respective successors, legal representatives and assigns, heirs, executors, administrators and personal representatives. No Party hereto may assign this Agreement or its obligations hereunder without the prior written consent of all other Parties hereto. No waiver with respect to this Agreement shall be enforceable unless in writing and signed by the Party against whom enforcement of such waiver is sought. No failure to exercise, delay in exercising or single or partial exercise of any right, power or remedy by any Party, and no course of dealing between or among any of the Parties, shall constitute a waiver of, or shall preclude any other or further exercise of, the same or any other right, power or remedy. Except as may be expressly set forth in this Agreement, nothing herein will be construed to give any Person other than the Parties to this Agreement any legal or equitable right, remedy or claim under or with respect to this Agreement or any provision of this Agreement.
- 8.5. <u>Further Assurances</u>. At any time and from time to time after the Closing Date, at the request of a Party and without further consideration, the other Parties shall promptly execute and deliver all such further agreements, certificates, instruments and documents and perform such further actions as such Party may reasonably request, in order to fully consummate the transactions contemplated hereby and carry out the purposes and intent of this Agreement.
- 8.6. Severability. If any provision of this Agreement is construed to be invalid, illegal or unenforceable, then the remaining provisions hereof shall not be affected thereby and shall be enforceable without regard thereto, and the Parties agree that this Agreement shall be reformed to replace such unenforceable provisions with a valid and enforceable provision that comes as close as possible to expressing the intent of the unenforceable provision.
- 8.7. <u>Counterparts; Electronic Signatures</u>. This Agreement may be executed in two (2) or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument. Counterparts may be delivered via facsimile, electronic mail (including pdf or any electronic signature complying with the U.S. federal ESIGN Act of 2000, *e.g.*, www.docusign.com) or other transmission method and any counterpart so delivered shall be deemed to have been duly and validly delivered and be valid and effective for all purposes.
- 8.8. Governing Law; Exclusive Jurisdiction. This Agreement and the respective rights and obligations of the Parties under this Agreement shall be governed by, and shall be determined under, the internal laws of the State of Nevada without regard to choice of law principles.
- 8.9. <u>Specific Enforcement; Remedies</u>. The Parties agree that irreparable damage would occur in the event that any of the provisions of this Agreement were not performed in accordance with their specific terms or were otherwise breached. It is accordingly agreed that the Parties shall be entitled to an injunction or injunctions to prevent breaches of this Agreement and

to enforce specifically the terms and provisions of this Agreement, in addition to any other remedy to which they are entitled at law or in equity. Any and all remedies herein expressly conferred upon a Party will be deemed cumulative with and not exclusive of any other remedy conferred hereby, or by law or equity upon such Party, and the exercise by a Party of any one remedy will not preclude the exercise of any other remedy.

8.10. <u>Interpretation</u>. In this Agreement, unless a clear contrary intention appears: (a) the singular number includes the plural number and vice versa; (b) reference to any Person includes such Person's successors and assigns but, if applicable, only if such successors and assigns are not prohibited by this Agreement, and reference to a Person in a particular capacity excludes such Person in any other capacity or individually; (c) reference to any gender includes each other gender; (d) reference to any agreement, document or instrument means such agreement, document or instrument as amended or modified and in effect from time to time in accordance with the terms thereof; (e) reference to any "Legal Requirement" means such Legal Requirement as amended, modified, codified, replaced or reenacted, in whole or in part, and in effect from time to time, including rules and regulations promulgated thereunder, and reference to any section or other provision of any Legal Requirement means that provision of such Legal Requirement from time to time in effect and constituting the substantive amendment, modification, codification, replacement or reenactment of such section or other provision; (f) "hereunder," "hereof," "hereto," and words of similar import shall be deemed references to this Agreement as a whole and not to any particular Article, Section or other provision hereof; (g) "including" (and with correlative meaning "include") means including without limiting the generality of any description preceding such term; (h) references to documents, instruments or agreements shall be deemed to refer as well to all addenda, exhibits, schedules or amendments thereto; and (i) references to articles, sections, schedules and exhibits means articles and sections of, and schedules and exhibits attached to, this Agreement. This Agreement shall be construed without regard to any presumption or rule requiring construction or interpretation against the Party drafting an instrument or causing any instrument to be drafted. The headings in this Agreement are for reference only and shall not affect the interpretation of this Agreement.

\* \* \* \* \*

IN WITNESS WHEREOF, this Agreement has been duly executed as of the date set forth above.

COMPANY:
The Harvest Foundation LLC
By:Name: Title:
Address: 3395 Pinks Place Las Vegas, Nevada 89102
E-mail:
SELLERS:
Donald Burton
Address:
E-mail:
Larry Lemons
Address:
E-mail:
Jeffrey Yokiel
Address:
E-mail:

BUYER:

MARIMED, INC

By: \_\_\_\_ Name: Title:

Address: 10 Oceana Way, Floor 2 Norwood, MA 02062

E-mail: Threman & marimedinc. com

### EXHIBIT A

### **DEFINITIONS**

For purposes of the Agreement, the following terms and variations thereof have the meanings specified or referred to in this Exhibit A:

- "Adverse Consequences" shall have the meaning set forth in Section 7.1.
- "Affiliate" of a specified Person means each other Person who directly controls, is controlled by, or is under common control with the specified Person.
  - "Agreement" shall have the meaning set forth in the preamble to this Agreement.
  - "Allocation Schedule" shall have the meaning set forth in Section 2.2.
  - "Buyer" shall have the meaning set forth in the preamble to this Agreement.
  - "Buyer Closing Documents" shall have the meaning set forth in Section 4.2.
  - "Closing" shall have the meaning set forth in Section 2.3.
  - "Closing Date" shall have the meaning set forth in Section 2.3.
  - "Code" means the Internal Revenue Code of 1986, as amended.
  - "Company" shall have the meaning set forth in the background to this Agreement.
  - "Consent" means any approval, consent, ratification, waiver or other authorization.
- "Contract" means any agreement, contract, lease, consensual obligation, promise or undertaking (whether written or oral).
  - "Employee Plans" shall have the meaning set forth in Section 3.17(c).
- "Encumbrance" means any charge, claim, community or other marital property interest, condition, equitable interest, lien, option, pledge, security interest, mortgage deed of trust, right of way, easement, encroachment, servitude, right of first option, right of first or last negotiation or refusal or similar restriction, including any restriction on use, voting (in the case of any security or equity interest), transfer, receipt of income or exercise of any other attribute of ownership.
  - "Enforceability Exceptions" shall have the meaning set forth in Section 3.2.
- "Environmental Laws" means any Legal Requirement relating to (a) releases or threatened release of Hazardous Substances; (b) pollution or protection of employee health or safety, public health or the environment; or (c) the manufacture, handling, transport, use, treatment, storage, or disposal of Hazardous Substances.

"ERISA" means the Employee Retirement Income Security Act of 1974, as amended, and any United States Department of Labor Regulations thereunder.

"Governmental Authorization" means any Consent, license, registration, approval, exemption, notification, franchise, certificate, authorization, bond or permit issued, granted, given or otherwise made available by or under the authority of any Governmental Body or pursuant to any Legal Requirement.

"Governmental Body" means any: (a) nation, state, county, city, town, borough, village, district or other jurisdiction; (b) federal, state, local, municipal, foreign or other government; (c) governmental or quasi-governmental authority of any nature (including any agency, branch, department, board, commission, court, tribunal or other entity exercising governmental or quasi-governmental powers); (d) multinational organization or body; (e) body exercising, or entitled or purporting to exercise, any administrative, executive, judicial, legislative, police, regulatory or taxing authority or power; or (f) official of any of the foregoing.

"Indemnified Party" shall have the meaning set forth in Section 7.2(a).

"Indemnifying Party" shall have the meaning set forth in Section 7.2(a).

"Insurance Policy" means any public comprehensive, property damage, vehicle, life, compensation, key man, fidelity bond, theft, forgery, errors and omissions, directors' and officers' liability, or other insurance policy of any nature.

"IRS" means the United States Internal Revenue Service and, to the extent relevant, the United States Department of the Treasury.

"Judgment" means any order, writ, injunction, citation, award, decree, ruling, assessment or other judgment of any Governmental Body or arbitrator.

"<u>Legal Requirement</u>" means any federal state, local, municipal, foreign, international, multinational or other constitution, law, ordinance, principle of common law, code, regulation, guideline, standard, order, Governmental Authorization, statute or treaty.

"Liability" means with respect to any Person, any liability or obligation of such Person of any kind, character or description, whether known or unknown, absolute or contingent, accrued or unaccrued, disputed or undisputed, liquidated or unliquidated, secured or unsecured, joint or several, due or to become due, vested or unvested, executory, determined, determinable or otherwise, and whether or not the same is required to be accrued on the financial statements of such Person.

"Material Adverse Effect" means any change or effect that is materially adverse to the business, assets, liabilities, financial condition, prospects or results of operations of the Company taken as a whole.

"Membership Interests" shall have the meaning set forth in the Recitals.

"Nevada Cannabis Legal Requirements" means Legal Requirements regarding the cultivation, manufacture, possession, use, sale or distribution of cannabis or cannabis products promulgated by state and local Governmental Bodies in the State of Nevada.

"Ordinary Course of Business" means the ordinary course of business of the Company consistent with the past practices of the Company or taken in the ordinary course of the normal, day-to-day operations of the Company.

"Owned Real Property" means all land, together with all buildings, structures, improvements, and fixtures located thereon, and all easements, servitudes and other interests and rights appurtenant thereto, owned by the Company.

"Person" means any individual, sole proprietorship, joint venture, partnership, corporation, limited liability company, association, cooperative, trust, estate, Governmental Body, administrative agency, regulatory authority, or other entity of any nature whatsoever.

"Proceeding" means any action, arbitration, audit, hearing, investigation, litigation or suit (whether civil, criminal, administrative, judicial or investigative, whether formal or informal, whether public or private) commenced, brought, involving, any Governmental Body or arbitrator.

"Purchase Price" shall have the meaning set forth in Section 2.2.

"Record" means information that is inscribed on a tangible medium or that is stored in an electronic or other medium and is retrievable in perceivable form.

"Regulations" means the income tax regulations promulgated under the Code.

"Representative" means with respect to a particular Person, any director, officer, manager, employee, agent, consultant, advisor, accountant, financial advisor, legal counsel or other representative of that Person.

"Securities Act" means the Securities Act of 1933, as amended.

"Seller Indemnifying Parties" shall have the meaning set forth in Section 7.1.

"Seller Party" or "Seller Parties" shall have the meaning set forth in the preamble to this Agreement.

"Seller Party Closing Documents" shall have the meaning set forth in Section 3.2.

"Sellers" shall have the meaning set forth in the preamble to this Agreement.

"Tangible Personal Property" shall mean all furniture, fixtures, leasehold improvements, production equipment, office equipment, accessories, parts, supplies, materials, vehicles, computer hardware, data processing equipment and other equipment owned by the Company and all other tangible personal property of every kind owned or leased by the Company and all related warranties and similar rights.

"Tax" or "Taxes" means (a) mean any and all federal, state, local and foreign (whether imposed by a country or political subdivision or authority thereunder) taxes, assessments and other governmental charges, duties, impositions and liabilities relating to taxes, including, without limitation, any federal, state, local or foreign income, earnings, profits, gross receipts, franchise, capital stock, net worth, sales, use, value added, ad valorem, profits, occupancy, general property, real property, personal property, intangible property, transfer, stamp, premium, custom, duty, escheat, environmental, fuel, excise, license, lease, service, service use, recapture, parking, employment, occupation, severance, payroll, withholding, unemployment compensation, social security, retirement, imputed underpayment or other tax, fiscal levy or charge of any nature; (b) any foreign, federal, state or local organization fee, qualification fee, annual report fee, filing fee, occupation fee, assessment, other fee or charge of any nature imposed by a Governmental Body or other authority; or (c) any deficiency, interest, penalty or addition imposed with respect to any of the foregoing and any obligations under any agreements or arrangements with any other Person with respect to such amounts, and including any liability for taxes of a predecessor entity.

"Tax Return" means (a) all returns and reports, amended returns, information returns, statements, declarations, estimates, schedules, notices, notifications, forms, elections, certificates or other documents filed or required to be filed or submitted to any Governmental Body or any Person with respect to the determination, assessment, collection or payment of any Tax or in connection with the administration, implementation or enforcement of, or compliance with, any Tax, and (b) TD F 90-22.1 (and its successor form, FinCEN Form 114), including any amendment thereto.

"Term" means the period from the date of this Agreement through the consummation of the Closing or earlier termination of this Agreement pursuant to its terms.

"Third Party Claim" shall have the meaning set forth in Section 7.2(a).

"Transfer Charges" shall have the meaning set forth in Section 5.7(a).

"Treasury Regulation" means a final, temporary or proposed regulation issued by the United States Department of the Treasury and/or the IRS under the Code.

# EXHIBIT B

# ALLOCATION SCHEDULE

Name of Seller	Membership Interest in Company	Pro Rata Portion of Purchase Price
Donald Burton	34.5%	34.5%
Larry Lemon	34.5%	34.5%
Jeffrey Yokiel	31%	31%



#### Item 9

1 message

Sat, Jun 20, 2020 at 1:25 PM

Bryce call me on this below and send the docs we discussed so I can review and we can come up with a plan together. Look man I don't care if you all are guilty I don't give a shit this might work in your favor to retrade on those rats and it might end up saving you long term especially if I allow the licenses to get transferred which I have a freeze on now through my gov't contacts. Call me and let's discuss this:

### Corporate history

Item 9 Labs Corp. ("Item 9 Labs" or the "Company"), was incorporated under the laws of the State of Delaware on June 15, 2010 as Crown Dynamics Corp. On October 26, 2012, the Company changed its name to Airware Labs Corp. On April 2, 2018, the Company changed its name to Item 9 Labs Corp. to better reflect its business following the acquisition of BSSD, as discussed below.

On March 20, 2018, the Company closed on an Agreement and Plan of Exchange to acquire all of the membership interests of BSSD Group, LLC ("BSSD"), an Arizona limited liability company formed on May 2, 2017, in exchange for newly issued restricted shares of the Company's common stock (the "Shares"), which represent approximately 75% of the issued and outstanding shares of the Company's common stock on a fully-diluted basis. The 40,355,771 shares were distributed pro-rata to the BSSD members.

Effective October 18, 2018, the Company completed a 1-for-20 reverse split of its issued and outstanding common stock.

On November 26, 2018, the company's wholly owned subsidiary AZ DP Holdings, LLC ("AZ DP") closed on an asset acquisition of the majority of the assets of Arizona DP Consulting, LLC, a consulting firm specializing in obtaining marijuana dispensary permits and developing cannabis related business plans. The purchase price was \$1,500,000 in cash and 3,000,000 shares of restricted common stock having an aggregate value of \$7,770,000 or \$2.59 per share based on current market price of the Company shares at time asset purchase agreement was executed.

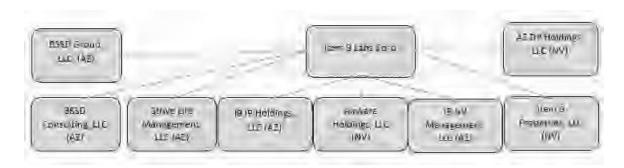
On September 12, 2018, the Company executed a \$1,500,000 promissory note (see Note 8) which was used to make a capital contribution into Strive Management, LLC, a Nevada limited liability company ("Strive Management"). In exchange for the contribution, the Company received a 20% membership interest in Strive Management. The remaining interests are held by three individuals, Sara Gullickson, Larry Lemons, and Donnie Burton. Through a management agreement with Strive Wellness of Nevada, LLC, a related party Strive Management will facilitate the cultivation, processing and distribution of marijuana in Nevada. Strive Wellness of Nevada, LLC has been allocated cultivation, processing and distribution licenses from the State of Nevada. Additionally, the Company will acquire an additional 31% ownership of Strive Management upon the approval from the State of Nevada to operate the cultivation and processing facility.

Our principal offices are located at 2727 N 3rd Street, Phoenix AZ 85004 Suite 201. Our registered agent for service of process in Delaware is located at 108 West 13th St., Wilmington, DE 19801, and our registered agent is Business Filings Incorporated. Our fiscal year end is September 30.

All references to "we," "us," "our," "Item 9," "Item 9 Labs," or similar terms used in this Registration Statement refer to Item 9 Labs Corp.

#### Corporate Structure

The following chart illustrates, as of the date of this Registration Statement, the Company's wholly-owned subsidiaries, including their respective jurisdictions of incorporation and percentage of voting securities of each that are beneficially owned, controlled or directed by the Company.



Additionally, the Company currently owns a 20% ownership in Strive Management, LLC as discussed in Note 1 of our Notes to Financials (see Note 1). The Company has the right to acquire an additional 31% ownership of Strive Management if certain conditions are met. The Company will raise funds as necessary (approximately \$5,500,000) to construct the facility in Nevada, which will be wholly owned by a subsidiary of Item 9 Labs Corp and leased to Strive Management, LLC. \$3,000,000 has been raised as of the date of this filing. If the funds are not raised, the additional 31% interest due to the Company upon operational approval from the State of Nevada would be subject to reclamation by the other members of Strive Management.

858-254-2000

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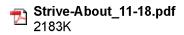
IMPORTANT MESSAGE: This electronic message (including all attachments) is covered by the Electronic Communications Privacy Act 18 U.S.C. 2510-2521 and is confidential and legally privileged.

Bryce great call way to diffuse the situation. You're a good dude. Attached is the Marimed deal and the recent 10K by them discussing the Harvest deal. Look this over and your Asset Agreement for the distribution license in NV you bought from that whore Gullickson and Harvest and let's chat over the weekend. Pretty sure one of you (Marimed or Item 9) isn't getting what they think they are getting (or what they think they paid for).

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Virus-free. www.avg.com





### Item 9 coordination

1 message

Bryce Skalla <br/> <br/> bryce@item9labs.com>

Sat, Jun 20, 2020 at 3:45 PM

To: Brian Roche <br/> <br/> checorp.com>

Cc: Bobby Mikkelsen <br/>
<br/>
dobby@item9labs.com>, Jeffery Rassas <jeffrey@item9labs.com>, Andrew Bowden <above cabowden@item9labs.com>, Lauren Stine <Lauren.Stine@quarles.com>, Paul Valentine <Paul.Valentine@quarles.com>

Brian,

Spoke with team for several hours last night and after our talk. Seems our paths are aligned so I have brought our attorneys in to help with coordination and see what best path forward is. I have CC'ed Lauren Stine and Paul Valentine, our lawyers with the Quarrels & Brady Firm. They be best for contact going forward.



Bryce Skalla President/ Co-Founder Item 9 Labs Corp. "INLB"

M 480-406-9454 W www.item9labs.com



## Re: Item 9 coordination

1 message

Brian Roche <br/> <br/> corp.com>

Sat, Jun 20, 2020 at 4:26 PM

To: Bryce Skalla <br/>
Skalla <

Cc: Bobby Mikkelsen <bobby@item9labs.com>, Jeffery Rassas <jeffrey@item9labs.com>, Andrew Bowden <above <a href="mailto:abowden@item9labs.com">abowden@item9labs.com</a>, Lauren Stine <a href="mailto:Lauren.Stine@quarles.com">Lauren.Stine@quarles.com</a>, Paul Valentine <Paul.Valentine@quarles.com>

- 1. Thanks all please send me the agreements and relevant docs related to Harvest, purchase of Distribution License and other Docs relevant to uncover what happened here. I can review this weekend so we can have a meaningful discussion and gameplan by Monday.
- 2. Since I sent you the Marimed Membership Interest Agreement already you can see that they believed in Aug 2019 to be acquiring the shares and all 3 licenses. Not sure how this Rollup with Strive effects any of it or how you bought the Dist license with cash and shares then these guys turned around and sold it also to Marimed seems like a conspiracy to me. Civil and criminal.
- 3. Candidly to all of you here my guys gave your rat partners Burton and Lemmons \$741,250 and they haven't seen jack shit back. The NV lawsuit is just the start as stated Bryce I already amended the complaint and filing Monday.

Based on my investigation so far I believe there was interference and fraud all over the place. Also now that my uncle has put a freeze on all Harvest matters and licenses nothing is going to happen anytime soon unless I say so.

The only path I am aligned on currently is the path to 100% complete success getting my guys their money back. Anyone not helping in that regard will be roadkill in my rear view mirror.

I'm working all weekend and look forward to hearing from you Lauren and/or Paul forthwith.

#### Corporate history

Item 9 Labs Corp. ("Item 9 Labs" or the "Company"), was incorporated under the laws of the State of Delaware on June 15, 2010 as Crown Dynamics Corp. On October 26, 2012, the Company changed its name to Airware Labs Corp. On April 2, 2018, the Company changed its name to Item 9 Labs Corp. to better reflect its business following the acquisition of BSSD, as discussed below.

On March 20, 2018, the Company closed on an Agreement and Plan of Exchange to acquire all of the membership interests of BSSD Group, LLC ("BSSD"), an Arizona limited liability company formed on May 2, 2017, in exchange for newly issued restricted shares of the Company's common stock (the "Shares"), which represent approximately 75% of the issued and outstanding shares of the Company's common stock on a fully-diluted basis. The 40,355,771 shares were distributed pro-rata to the BSSD members.

Effective October 18, 2018, the Company completed a 1-for-20 reverse split of its issued and outstanding common stock.

On November 26, 2018, the company's wholly owned subsidiary AZ DP Holdings, LLC ("AZ DP") closed on an asset acquisition of the majority of the assets of Arizona DP Consulting, LLC, a consulting firm specializing in obtaining marijuana dispensary permits and developing cannabis related business plans. The purchase price was \$1,500,000 in cash and 3,000,000 shares of restricted common stock having an aggregate value of \$7,770,000 or \$2.59 per share based on current market price of the Company shares at time asset purchase agreement was executed.

On September 12, 2018, the Company executed a \$1,500,000 promissory note (see Note 8) which was used to make a capital contribution into Strive Management, LLC, a Nevada limited liability company ("Strive Management"). In exchange for the contribution, the Company received a 20% membership interest in Strive Management. The remaining interests are held by three individuals, Sara Gullickson, Larry Lemons, and Donnie Burton. Through a management agreement with Strive Management agreement with

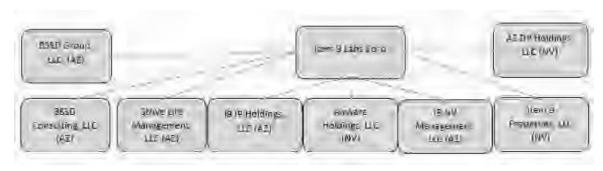
Nevada, LLC, a related party Strive Management will facilitate the cultivation, processing and distribution of marijuana in Nevada. Strive Wellness of Nevada, LLC has been allocated cultivation, processing and distribution licenses from the State of Nevada. Additionally, the Company will acquire an additional 31% ownership of Strive Management upon the approval from the State of Nevada to operate the cultivation and processing facility.

Our principal offices are located at 2727 N 3rd Street, Phoenix AZ 85004 Suite 201. Our registered agent for service of process in Delaware is located at 108 West 13th St., Wilmington, DE 19801, and our registered agent is Business Filings Incorporated. Our fiscal year end is September 30.

All references to "we," "us," "our," "Item 9," "Item 9 Labs," or similar terms used in this Registration Statement refer to Item 9 Labs Corp.

#### Corporate Structure

The following chart illustrates, as of the date of this Registration Statement, the Company's wholly-owned subsidiaries, including their respective jurisdictions of incorporation and percentage of voting securities of each that are beneficially owned, controlled or directed by the Company.



Additionally, the Company currently owns a 20% ownership in Strive Management, LLC as discussed in Note 1 of our Notes to Financials (see Note 1). The Company has the right to acquire an additional 31% ownership of Strive Management if certain conditions are met. The Company will raise funds as necessary (approximately \$5,500,000) to construct the facility in Nevada, which will be wholly owned by a subsidiary of Item 9 Labs Corp and leased to Strive Management, LLC. \$3,000,000 has been raised as of the date of this filing. If the funds are not raised, the additional 31% interest due to the Company upon operational approval from the State of Nevada would be subject to reclamation by the other members of Strive Management.

Kind Regards,

Brian Roche 858-254-2000

IMPORTANT MESSAGE: This electronic message (including all attachments) is covered by the Electronic Communications Privacy Act 18 U.S.C. 2510-2521 and is confidential and legally privileged.

On Jun 20, 2020, at 3:45 PM, Bryce Skalla <a href="mailto:styce@item9labs.com">bryce@item9labs.com</a> wrote:

Brian,

Spoke with team for several hours last night and after our talk. Seems our paths are aligned so I have brought our attorneys in to help with coordination and see what best path forward is. I have CC'ed Lauren Stine and Paul Valentine, our lawyers with the Quarrels & Brady Firm. They be best for contact going forward.



# Bryce Skalla President/ Co-Founder Item 9 Labs Corp. "INLB"

M 480-406-9454 W www.item9labs.com

Strive-About\_11-18.pdf 2183K



# Re: Item 9 coordination

1 message

Brian Roche <br/> <br/> corp.com>

Tue, Jun 23, 2020 at 7:06 PM

To: "Valentine, Paul J." <Paul.Valentine@quarles.com>

Cc: Bryce Skalla <br/>
Skalla <

I don't know what this email means so let me be clear I have amended our complaint and will be filing it tomorrow and promise this is the least of your worries. I reached out to Bryce and crew as a one time courtesy which I always do before launching my nukes. If you want to cooperate and hold off litigation feel free to forward the docs related to Harvest foundation, Burton and Lemmons such as the Asset purchase agreement and other agreements you have with them while interfering with my guys ownership rights. If not no biggie there's not much to talk about I have Item 9 dead to rights and we will get the info through discovery, depos and subpoenas Duces Tecum to some third parties we are serving this week. Right now I am out to recoup the \$741,250 that was paid by my guys to Item 9's partners which Item 9 has clearly profited from after my investigation. Bryce don't ever try to fucking bullshit me again I warned you about dishonesty with me.

Kind Regards,

Brian Roche 858-254-2000

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On Jun 22, 2020, at 12:31 PM, Valentine, Paul J. <Paul. Valentine@quarles.com> wrote:

Brian,

We are in receipt of the information you provided and are working through it. We will be in touch once we finalize our review.

Thanks,

<125EvergreenEmailSignature a6b3add9-9dae-435d-970f-4c0911565efe.jpg>

Paul J. Valentine / Partner

Paul. Valentine@quarles.com / LinkedIn BIO vCard

Quarles & Brady LLP

Renaissance One, Two North Central Avenue / Phoenix, AZ 85004-2391 Office 602-229-5723 / quarles.com
Assistant Pamela McCauley 602-230-5516

VISIT our COVID-19: Guidance for Clients page for the latest updates from Q&B attorneys

From: Brian Roche <br/>
Sent: Monday, June 22, 2020 11:29 AM
To: Bryce Skalla <br/>
Skalla <br/>
To: Bryce Skalla <br/>
Skalla <br/>
To: Bryce Skalla <br/>
To: Bryce Skalla <br/>
Skalla <

Cc: Bobby Mikkelsen <bobby@item9labs.com>; Jeffery Rassas <jeffrey@item9labs.com>; Andrew Bowden <abowden@item9labs.com>; Stine, Lauren Elliott (PHX x3474) <Lauren.Stine@quarles.com>; Valentine, Paul J.

(PHX x3723) < Paul. Valentine@quarles.com>

Subject: Re: Item 9 coordination

Waiting to hear from someone on your end please email a time and dial in number to do a call today.

Kind Regards,

Brian Roche 858-254-2000

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M 480-406-9454

W www.item9labs.com

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# Re: Item 9 coordination

1 message

Brian Roche <br/> <br/> corp.com>

Tue, Jun 30, 2020 at 2:42 AM

To: "Valentine, Paul J." <Paul.Valentine@quarles.com>

Cc: Bryce Skalla <bryce@item9labs.com>, Bobby Mikkelsen <br/>bobby@item9labs.com>, Jeffery Rassas <jeffrey@item9labs.com>, Andrew Bowden <abovernments.com>, "Stine, Lauren Elliott" <Lauren.Stine@quarles.com>

Paul we are filing the Amended complaint and need to serve it along with the Summons' are you willing to except service for the entities and individuals we named to save me \$75 x 10? Note we are adding in Andrew, Doug, and Viridis Group Holdings which owns the entity that was at the heart of the alleged conduct and that paid money to Item 9 to engage in.

It took a while to pour through everything from my investigation but we have it tightened up to include Item 9 at the head of the fraud and for interference and aiding and abetting breach of fiduciary duty which is a cause of action in NV (among others). Included in this is the clear tie in to Strive and Harvest circumventing my guys' rights to equity, voting, and tag along right in NV to all Cannabis activity as represented by Burton, Lemons, Yokiels, and Gullickson to them prior to and after their investment of \$741,250 that went to Item 9's efforts in NV. You even reference Harvest in your 10K but had knowledge of my guys ownership and voting based on their investment.

Furthermore, we have Andrew and Daddy Doug dead to rights and naming them. Their entity Viridis Group I9 Capital made a direct investment allowing the conduct to take place, and in fact supported and endorsed the conduct of Item 9 with Skalla and Rassas at the helm as this entity is owned by Andrew, Doug and Viridis Group Holdings, LLC which we know exerts ownership and management control over Viridis Group I9 as the vehicle for the conduct. It provided the capital for Item 9 and the other Deft's to engage in their fraudulent scheme, all while taking 5,000,000 shares of Item 9 in order to allow them the capital to engage in interference with contract, interference with economic advantage, aiding and abetting breach of fiduciary duty, civil conspiracy, and alter ego, among others as pled.

So are you willing to accept service for all of these named Defendants or do I need to have my guy bang on Doug's door at his Whispering Wind home address on 4th of July weekend which he might charge me extra for I don't even know?

On Mon, Jun 22, 2020 at 12:31 PM Valentine, Paul J. <Paul.Valentine@quarles.com> wrote:

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Thanks,

Paul J. Valentine / Partner

Paul. Valentine@quarles.com / LinkedIn BIO vCard

Quarles & Brady LLP

Renaissance One, Two North Central Avenue / Phoenix, AZ 85004-2391 Office 602-229-5723 / quarles.com

Assistant Pamela McCauley 602-230-5516

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Skalla <br/>
To: Bryce Sk

Cc: Bobby Mikkelsen <br/>
<br/>
Cc: Bobby Mikkelsen <br/>
<br/>
bobby@item9labs.com>; Jeffery Rassas <jeffrey@item9labs.com>; Andrew Bowden <abowden@item9labs.com>; Stine, Lauren Elliott (PHX x3474) <Lauren.Stine@quarles.com>; Valentine, Paul J.

(PHX x3723) <Paul. Valentine@quarles.com>

Subject: Re: Item 9 coordination

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**M** 480-406-9454

W www.item9labs.com

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# Brian Roche

(858) 254-2000



Think Green before printing this email.

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# **EXHIBIT 3**