

Q3 2026 Roundup: Keeping the Foot on the Gas.

Presented by Tom Robbins

Six years of showing up — and winning.

The moments that kept Missouri's program healthy instead of deregulated.

Where MoCann moved the needle

- **2020 · SB 600 / SB 580.** Stopped last-minute amendments lifting license caps — without it, Missouri likely looks like Oklahoma today.
- **2022 · HB 2704.** Killed in committee — one of only two bills voted Do Not Pass that year.
- **2023 · SB 63.** Banking reform: state licensing and compliance data shared with banks at the licensee's request.
- **2023 & 2026 · JCAR.** Three hearings forcing DCR back inside its authority.
- **2026 · ICCA.** First non-budget bill to pass — seven weeks early, veto-proof majorities in both chambers.

JCAR · THREE HEARINGS IN THREE YEARS

JCAR reviews nearly **2,000 rule filings a year**. Formal hearings are the exception — reserved for real questions of authority or overreach.

2023 · Plain packaging

2023 · Guidance documents

2026 · Microbusiness rules

Three hearings on one agency's rules is virtually unheard of.

If we're not at the table, we're on the menu.

State and federal fronts to defend between now and 2027.

What we're defending

- **Chapter 1 — Adult Use.** \$9M campaign. Licensees earned it back in roughly a week after passage.
- **Chapter 2 — ICCA.** Passed. Enforcement still outstanding.
- **Chapter 3 — Tax hike.** A marijuana-specific rate increase is being floated.
- **Chapter 4 — More licenses.** Pressure on the Governor to issue additional licenses.
- **Chapter 5 — Interstate commerce.** Federal posture is shifting; Missouri can't be caught flat-footed.
- **Chapter 6 — Regulatory.** DCR rulemaking is moving all summer and fall — and the federal hemp fight is live.

Federal fronts

- **Rescheduling.** Any move on Schedule III resets tax treatment, research, and banking posture — we need a seat at the table before it lands, not after.
- **Hemp.** The intoxicating-hemp fight is still open in Congress; the closure Missouri enacted can be undercut from Washington.
- **Delegation.** We've been working our congressional delegation directly — hold the line, no further delays.
- **Interstate commerce.** Federal posture shifts fast; Missouri's rules and licensees have to be ready.

TWO DATES, ONE GAP

11/12/26 and 12/11/26

MISSOURI · ICCA

11/12/26

Every **non-beverage hemp-derived consumable product** is clearly banned in Missouri. No ambiguity, no phase-in.

CONGRESS · NEW DELAY

12/11/26

Congress pushed its federal effective date back again — a 29-day gap between our ban and theirs.

We have been lobbying our congressional delegation to **hold the line and oppose any further delays**. Every additional delay is another season of unregulated product on Missouri shelves.

Making the ban stick

- **Attorney General.** Primary jurisdiction — maintain the relationship driving referrals and the \$5,000-per-transaction penalty.
- **Legislature & law enforcement.** Keep sponsors engaged through the interim; coordinate with DPS, MSHP, and local police on retail-level enforcement.
- **DCR.** Hold them to the four corners of the bill we passed — nothing added, nothing watered down.
- **Federal interplay.** Missouri enforces on 11/12 regardless of what Washington does with its own date.

New DCR rule — curbside pickup

- Proposed amendment to **19 CSR 100-1.180** would allow curbside pickup at dispensaries — filed with the Secretary of State and JCAR.
- Published in the **September 1** Missouri Register; comments open **September 1 – October 1**. DCR expects to file the final rule at the end of the year.
- Requirements: pickup space within 50 feet of the main public entrance, clear line of sight for ID verification, video coverage, DUI signage, and demarcated spaces.
- Transactions: orders placed in advance online or by phone, payment completed before product leaves the dispensary, and one consumer per agent at a time.
- Our job: comment on operational workability and keep the final version from adding cost without adding safety.

Emergency rule — facility employment & agent IDs

- DHSS/DCR filed an emergency amendment to **19 CSR 100-1.070** on background checks and agent ID eligibility.
- No agent ID issued or renewed for an applicant with a disqualifying felony under Article XIV, unless a constitutional exception applies.
- All new and renewal applicants must submit fingerprints to MSHP for state and federal background checks.
- Follows a **September 4, 2026** Administrative Hearing Commission decision finding DCR lacked sufficient authority to deny those applicants.
- DHSS states the rule will not trigger additional screening of current employees solely because of the emergency action.

Why we have to spend.

What it costs to keep a seat at the table — and what it costs not to.

What comparable highly regulated industries spend

- **Gaming / VLT** — the closest analog. J&J Ventures \$1.8M this cycle (\$3.5M since 2015); Torch Electronics \$1.3M; Missouri Gaming PAC \$510K ($\approx 3\times$ last cycle).
- **Healthcare** — hospitals, insurers, and pharma routinely sit among the top givers in Jefferson City every cycle.
- **Utilities** — Ameren, Evergy, and Spire are perennial top contributors and lobby presences.
- Top single recipient in gaming: **Speaker Patterson / Missouri Alliance PAC** — \$249,900.

"We support people that support our issues... we need to play politically to have an entrance to talk to people." — Andy Arnold, lobbyist for J&J Ventures

GAMBLING / VLT · SINCE JAN 2025

\$4M+

To Missouri campaigns and PACs (Missouri Independent, Jun 2026)

EVERY LEGISLATIVE DOLLAR

1 in 8

Of all money raised by legislative candidates this cycle.

MoCann Trade PAC

- Our balance is a fraction of what comparable highly regulated industries are spending for attention.
- Gambling interests put up **\$4M+ in 18 months**. We have \$233K total.
- The question for the board: what does meaningful participation look like in 2026–27?

CURRENT BALANCE

\$233,877

TOP MISSOURI PACS · CASH ON HAND

Stop the Ban	\$3.6M
Mid-American Carpenters Regional PAC	\$2.3M
Protect Majority Rule	\$1.9M
Missouri & Kansas Laborers PAC	\$1.0M
Missourians for Fair Taxation	\$916,123
RightPath PAC	\$858,351
Her Health, Her Future	\$797,801
IUOE Local 101	\$737,786
Pipefitters Assoc Local #533	\$728,331
Missouri Realtors PAC	\$625,103
BUILD St Louis PAC	\$542,348
→ MOCANN PAC	\$233,877

Stay engaged. Stay ready.

- We never know what the next fight will be, who it will be with, or how fast we'll need to move.
- Staying strong means staying engaged — both with our manpower and with our financial resources.
- People and dollars have to be ready to deploy on short notice to keep the industry protected.
- This cycle is also about saying thank you to the champions and supporters who helped us pass our top priority — ICCA.

05 ——— THANK YOU

MOCANNTRADE · SCC

Thank You.