



## Pinion advisory: the cannabis expertise and resources you need to optimize and protect your business.

**Pinion has a specialized team of cannabis advisors** to oversee the accounting, financial, and consulting services that help owners, investors, and ancillary businesses overcome operational and regulatory challenges.

- What's deductible and what allocations can I make to minimize tax?
- How does entity selection apply to a cannabis business?
- Are there special considerations used when valuing a cannabis business?
- What services will I need as my business grows and expands?
- Are there connected transactions or other related party considerations?
- Does my company meet certain thresholds and when do new thresholds apply?
- What special accounting items apply when implementing an accounting system for a cannabis business?
- Do I have adequate internal controls for cash and product?
- What additional measures can I take to be prepared for examination by a tax agency?
- Invested in your industry

### Invested in your industry

Pinion is a leading accounting and consulting firm – serving the Food & Agriculture industry and regionally-focused industries for more than 90 years. Our advisors understand the needs and challenges facing operators and producers alike.

From plant-touching businesses to ancillary cannabis businesses, Pinion expertly navigates the heavily regulated business of cannabis. Rather than applying regulations to your business, we carefully assess your business structure and its goals to maximize its position for the long term.

## Tax & Accounting – Minimizing Tax Under Cannabis Compliance Regulations

Applying and adhering to regulations for a cannabis business brings added complexity. As a 'Top 100' Accounting firm in the U.S., Pinion's advisors stay up-to-date on the state-governed medicinal and recreational use of cannabis and the areas in which they operate. Our tax experts tackle the complexities and offer solutions to maximize your returns:

- **280E audit defense:** Proactive preparedness and advocacy should an audit arise
- **IRS Form 8300:** Navigate the complex filing requirements for cannabis companies
- **Accounting procedures:** Determine classifications and allocations to maximize allowable deductions; apply accounting policies to inventory and sales
- **Tax planning:** Administration of sales taxes, excise taxes, cultivation taxes, etc.; business expenses and cost of goods sold
- **Lender/bank management:** Establish and maintain good financial relationships
- **Best practices for cash flow:** Efficient accounting, tax, and IRS reporting procedures
- **Entity structuring:** Guidance on federal and state entity choice
- **Ancillary industry expertise:** Experience advisory with deep roots in production Ag, cultivation, manufacturing, distribution, retail/dispensary
- **Compliance:** Maximize operating structure while complying with federal, state, and local laws

### About Us

With roots dating back to 1932, Pinion has made it our mission to immerse ourselves in making a difference in the lives we touch and the world we live in.

### Driving business forward.

Just as a pinion gear system drives motion, we deliver powerful strategies and thought leadership that drive your business and legacy forward. As a 'Top 100' accounting firm and national business consulting firm for food, agriculture, biofuels, manufacturing, and regional industries, Pinion represents a consortium of expertise, resources, innovations, and solutions on a global scale. A powerful combination of strategies that move your business forward.

WE ARE  
**FOOD**  
&  
**AG**