



The Ohio Cannabis Coalition (OHCANN) was originally founded in 2019 as the Ohio Medical Cannabis Industry Association (OMCIA) with a mission to advocate and educate on behalf of Ohio's cannabis industry, including Level I and Level II cultivators, processors, dispensaries, testing laboratories and ancillary organizations. In 2023 Ohio voters passed Issue 2 (Regulate Marijuana Like Alcohol) by 57%, prompting OHCANN to immediately rebrand under the name the Ohio Cannabis Coalition (OHCANN) to signal the organization's evolution to representing both medical and adult use marijuana interests.

Today OHCANN acts as the voice of Ohio's cannabis industry with around 40 members representing over 100 individual licenses and 5 ancillary businesses. We work collaboratively with the regulators at the Division of Cannabis Control and the General Assembly to enhance and improve the Ohio cannabis industry to ensure Ohioans have consistent access to a safe and consistent supply of cannabis. OHCANN is a non-profit organization.

OHCANN is actively seeking an Executive Director to lead the next phase of our development.

EXECUTIVE DIRECTOR LONG TERM GOALS & EXPECTATIONS:

OHCANN's Executive Director is the top policy advocate for the Ohio marijuana industry and is expected to build a national reputation for leading one of the most effective cannabis associations in the country. He or she should relentlessly and passionately pursue impactful improvements to Ohio's cannabis program via regulatory and legislative advocacy. The Executive Director will drive OHCANN's next phase of evolution by working with the Board of Directors to develop and implement a strategic vision for the next five years, develop annual operating plans, be adaptable and innovative in a highly dynamic environment, and be the recognized leader in representing licensed operators who are members of OHCANN

EXECUTIVE DIRECTOR JOB DESCRIPTION:

A general job description for the ED is provided below:

- The Executive Director reports to and takes direction from the OHCANN Board of Directors or as delegated by the Board.
- The ideal OHCANN Executive Director candidate should have, or be capable of developing, a firm grasp of the technical and regulatory components the Ohio and national cannabis landscape and be able to speak intelligently on behalf of the association and its members on complicated cannabis related topics.
- The ideal candidate will have or be able to develop strong relationships with key political and/or regulatory leaders in Ohio, as well as the Board of Directors, and members
- Represent the association in a professional and educated manner to advocate on behalf of the industry before the legislature, administration, public and the Division of Cannabis Control.



- Become and remain educated and passionate about the Association's membership, the marijuana industry, and actively advocate in support of OHCANN policies as determined by the Board of Directors.
- In coordination with the Board, direct the activities of OHCANN's lobbying firm.
- Coordinate and facilitate member communications, meetings, and events with support from staff and consultants.
- Craft a multi-year communications & advocacy strategy, and annual operating plans
- Immerse himself or herself in the activities of OHCANN's Policy Committee and Education & Marketing Committee, contributing to the successful completion of the associations goals and objectives.
- Identify and communicate policy and industry goals while reinforcing those goals via robust communications.
- Provide oversight and guidance to the Association's membership, particularly as it relates to public relations, communications, marketing, government relations, and program regulations.
- Supervise the preparation and dissemination of materials intended to promote the Association.
- Grow the association by attracting and retaining new members.
- Ensure dues are received in a timely manner.
- Manage the daily activities of association staff and outside consultants.
- Prepare and present oral testimony before the legislature on bills impacting the marijuana industry.
- Solicit contributions from member companies and other industry interests on behalf of the OHCANN PAC.
- Develop annual budgets and projections for review by the OHCANN Board of Directors.
- Keep abreast of national cannabis issues, and benchmark with other states' cannabis associations and executive directors; communicate to the Board and its members
- Identify threats to the Ohio Operators and develop/coordinate plans to eliminate or minimize the threats.
- Other duties as necessary.

VALUES AND EXPECTATIONS:

- Trust, respect, integrity – Build a reputation as a thoughtful and honest broker.
- Commitment to Excellence – Sets a high standard for performance and attention to detail in all areas.
- High energy and enthusiasm – Demonstrates a tireless and tenacious drive to complete tasks, deliver projects and accomplish goals set by the membership and the Board.
- Collaboration and Teamwork – Willingness to roll-up their sleeves and get the work done.
- Innovation – Displays creative “outside the box” thinking and strategizes for the betterment of the industry.
- Compliance - Understands and respects the tight regulatory restrictions of the Ohio legal cannabis market and advise members accordingly.
- Clear communications – Able to succinctly and thoughtfully communicate complex concepts in a public setting.