

Draft Presentation: Opposing SB 326 – Testimony from Doug Strahm

1. Introduction:

Greeting:

"Good afternoon, Chairman Wilkin and members of the committee. Thank you for the opportunity to testify today. My name is Doug Strahm, and I'm here to speak in opposition to Senate Bill 326, which seeks to ban intoxicating hemp products in Ohio. I'd like to take this opportunity to share the story of my business, my family, and the real impact this bill would have on our lives and the lives of other small businesses across the state."

2. Personal and Business Background:

"My family and I opened our small boutique store in 2020 with the goal of providing high-quality CBD products to our community. We immediately faced enormous challenges, including COVID-19 restrictions and shutdowns that threatened the very existence of our business. Despite these setbacks, we persevered because this business is more than just a livelihood—it's our family's sole source of income.

The addition of Delta-8 and other hemp-derived products became a lifeline. Delta products now account for approximately 80% of our sales, and thanks to them, we are beginning to see our business move toward solvency and, for the first time, potentially a small profit. These products have allowed us to keep the doors open, to care for our elderly parents, and to support our son, who is currently a freshman in college. Without Delta products, my family and I would face a difficult and uncertain future.

We understand the concerns that have been raised about Delta products—namely, their safety, regulation, and whether they are marketed to children. I'd like to address those concerns directly, and more importantly, share the steps we've taken to ensure our products are safe, responsibly marketed, and sold with integrity."

3. Addressing Concerns About Safety and Regulation:

"We've heard from the proponents of this bill that Delta products are 'dangerous,' 'unregulated,' and designed to target children. However, I'd like to provide some context and clarification on these points.

First, our products come exclusively from a small, trusted pool of vendors, all of whom follow strict quality control measures. Every product we sell has third-party lab reports available upon request, ensuring transparency and consumer safety. One of our Ohio-based suppliers even includes a QR code on the packaging, which links directly to the lab report for each product, offering consumers an easy way to verify the product's contents.

Moreover, our store has always adhered to strict age restrictions—only selling Delta products to customers who are 21 years of age or older. The median age of our customers is actually around 45 years old, and we have built a loyal, well-informed customer base who appreciate the benefits of these products and trust our business. We've worked hard to create a community-centered environment, where our customers feel comfortable, supported, and educated.

Our focus has always been on providing quality products in a safe, regulated environment—not on pushing unregulated or unsafe substances. We care deeply about our customers, and we take our responsibility to them very seriously."

4. Economic and Personal Impact:

"I would also like to highlight the profound personal and economic impact this bill would have on our business, and on the many small businesses like ours across Ohio.

If SB 326 passes, it would effectively put an end to the sale of Delta hemp products, which make up the vast majority of our revenue. This could destroy our business, leaving us with no income and no means of supporting our family. My family's financial stability and well-being, as well as the jobs of our employees, are all tied to this industry. To make matters worse, the ripple effects would extend beyond just our business. Many other small businesses, vendors, and suppliers would also be severely impacted.

We are not alone in this struggle. Across Ohio, small business owners are finding success in the legal hemp market—thanks to products like Delta-8—that has allowed us to stay afloat during the hardest of times. Banning these products would not only harm us as business owners, but it would also harm our customers who rely on these products for therapeutic purposes. It's essential that we recognize the value of this industry to our state's economy and the lives of individuals and families who depend on it."

5. Call to Action – Request for Consideration:

"I urge you to consider the real-world consequences of this bill, not just for the business community but for families like mine. Our business represents a success story of resilience in the face of adversity, and we are asking for your support to ensure we can continue providing safe, quality products to our community.

Please, take into account the hard work of small businesses, the families behind them, and the Ohioans who rely on these products. A ban on Delta hemp products would jeopardize all that we have worked so hard to build."

6. Conclusion:

"Thank you for taking the time to listen to my story and to consider the impact of SB 326. I respectfully ask you to vote against the bill and support small businesses, responsible consumer choice, and continued opportunity in Ohio's hemp industry."



LAO LAB

5607 26th St West
Bradenton, FL 34207
(941)216-3799
<https://testyourhemp.com>

Certificate of Analysis

ISO/IEC 17025:2017 Accreditation #7255.01
Research



Sample Name: D9 CR Gum Mfg 9-17-24

Sample ID: LAO-092824-000240

Company Name: Clean Remedies LLC/ Black Hat White Label LLC

Facility: Clean Remedies LLC/ Black Hat White Label LLC

Address: 1431 LEAR INDUSTRIAL PKWY, AVON, OH 44011

Sample Matrix: Edible

Batch#: Lot 1066

Collection Date: 2024-09-17

Order date: 2024-09-25

Serving Size: 3.433g

Net Weight/Pack : 27.46g



Cannabinoids 11 count potency test

Lab Note: _

Analyzed by: XG; Analyzed Date: 2024-09-28 09:17:06

By: HPLC; SOP: SOP-T-002; Sample Size 3223.6g Dilution: 10X,1000X

Analyte	LOD mg/g	LOQ mg/g	MU %	Result %	Result mg/g	Result mg/serving	Result mg/Package
Total Active THC				0.175	1.751	6.011	48.082
Total Active CBD				1.001	10.013	34.373	274.948
Total Canabinoids				1.195	11.950	41.023	328.138
CBD	0.000026	0.000104	7.5%	1.000	9.996	34.316	274.490
D9-THC	0.000044	0.000175	12.5%	0.175	1.751	6.011	48.082
CBDV	0.000016	0.000064	9%	0.013	0.129	0.443	3.542
D8-THC	0.000045	0.000181	13.6%	0.003	0.032	0.110	0.879
CBDA	0.000020	0.000081	6.3%	0.002	0.019	0.065	0.522
CBG	0.000024	0.000094	19%	0.002	0.015	0.051	0.412
CBN	0.000015	0.000060	5.9%	0.001	0.006	0.021	0.165
CBC	0.000019	0.000074	20.1%	0.000	0.004	0.014	0.110
CBGA	0.000011	0.000046	7.5%	*	*	*	*
THCA	0.000035	0.000141	11.5%	*	*	*	*
THCV	0.000017	0.000067	11.4%	*	*	*	*

* : Less than LOQ

MU: Measurement Uncertainty at 95% confidence; LOQ: limit of Quantitation; LOD: Limit of Detection

Total Active THC= D9THC+0.877*THCA; Total Active CBD= CBD+0.877*CBDA; Total Cannabinoids=sum of all detected cannabinoids

Authorized by:

XueH Gao, Ph.D., NRCC, DABT

Lab Director

XueH Gao

Issue Date: 09/28/2024



Disclaimer: This report shall not be reproduced except in full, without the written approval of the lab. Results are only for samples and batches indicated. Results are reported on an as received basis, unless indicated otherwise. When a Pass/Fail status is reported, that status is intended to be in accordance with federal, state and local laws which are required for the customer to be in compliance. Form# LAO-039-V2



LAO LAB

5607 26th St West
Bradenton, FL 34207
(941)216-3799
<https://testyourhemp.com>

Certificate of Analysis

ISO/IEC 17025:2017 Accreditation #7255.01
Research



Sample Name: D8 CR Gum straw Mfg 9-16-24

Sample ID: LAO-092824-000241

Company Name: Clean Remedies LLC/ Black Hat White Label LLC

Facility: Clean Remedies LLC/ Black Hat White Label LLC

Address: 1431 LEAR INDUSTRIAL PKWY , AVON, OH 44011

Sample Matrix: Edible

Batch#: Lot 1208

Collection Date: 2024-09-16

Order date: 2024-09-25

Serving Size: 3.14g

Net Weight/Pack : 18.84g



Cannabinoids 11 count potency test

Lab Note: _

Analyzed by: XG; Analyzed Date: 2024-09-28 09:17:06

By: HPLC; SOP: SOP-T-002; Sample Size 3171.3g Dilution: 10X,1000X

Analyte	LOD mg/g	LOQ mg/g	MU %	Result %	Result mg/g	Result mg/serving	Result mg/Package
Total Active THC				*	*	*	*
Total Active CBD				0.001	0.009	0.028	0.170
Total Cannabinoids				0.359	3.590	11.273	67.636
D8-THC	0.000046	0.000184	13.8%	0.348	3.480	10.927	65.563
CBG	0.000024	0.000096	19%	0.006	0.055	0.173	1.036
CBN	0.000015	0.000061	5.9%	0.004	0.043	0.135	0.810
CBD	0.000026	0.000106	7.5%	0.001	0.009	0.028	0.170
THCV	0.000017	0.000068	11.4%	0.000	0.002	0.006	0.038
CBGA	0.000012	0.000048	1.5%	0.000	0.001	0.003	0.019
CBC	0.000019	0.000077	30.1%	*	*	*	*
CBDA	0.000021	0.000084	17.1%	*	*	*	*
CBDV	0.000016	0.000065	9%	*	*	*	*
D9-THC	0.000045	0.000180	12.2%	*	*	*	*
THCA	0.000036	0.000144	11.5%	*	*	*	*

* : Less than LOQ

MU: Measurement Uncertainty at 95% confidence; LOQ: limit of Quantitation; LOD: Limit of Detection

Total Active THC= D9THC+0.877*THCA ; Total Active CBD= CBD+0.877*CBDA; Total Cannabinoids=sum of all detected cannabinoids

Authorized by:

Xueli Gao, Ph.D., NRCC, DABT

Lab Director

Xueli Gao

Issue Date: 09/28/2024



Disclaimer: This report shall not be reproduced except in full, without the written approval of the lab. Results are only for samples and batches indicated. Results are reported on an *as received* basis, unless indicated otherwise. When a Pass/Fail status is reported, that status is intended to be in accordance with federal, state and local laws which are required for the customer to be in compliance. Form# LAO-039-V2