



# HEMP SEED and CBD MARKETS

By Jarett Burke  
President  
Jade House and [CBD-1.com](http://CBD-1.com)



# INDUSTRY LANDSCAPE

---







# 78,176

Acres of hemp grown in 23 states



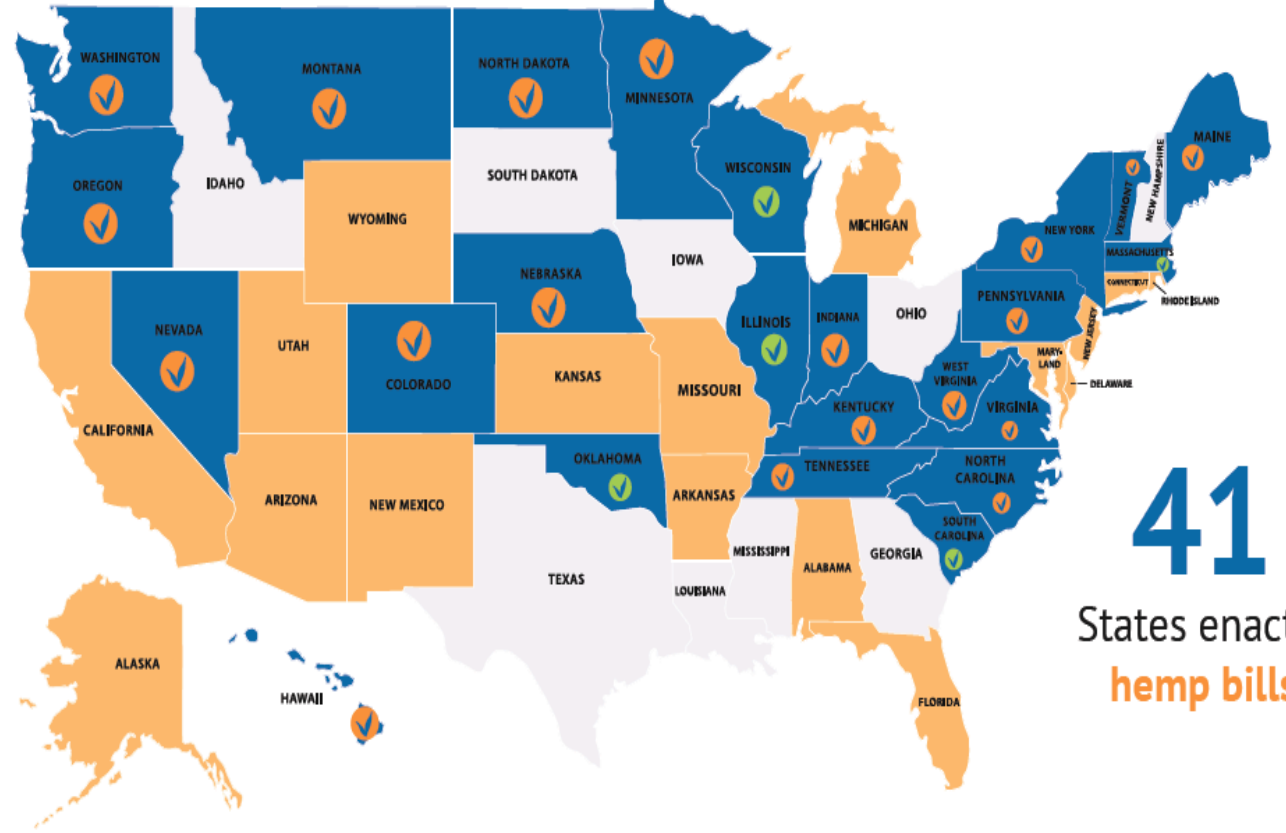
# 40

Universities conducted research



# 3,546

State licenses issued



New states which started in 2018 (5 states)




States which grew hemp in 2017 (19 states)



States with enacted hemp legislation (41 states)

\*\*Source: VoteHemp.com - 2018 Crop Report\*\*



State	2017 Acres	2018 Acres
Colorado	9,700	21,578
Hawaii	1	2
Illinois	N/A	0.1
Indiana	5	5
Kentucky	3,271	6,700
Maine	30	550
Massachusetts	N/A	21
Minnesota	1,205	710
Montana	542	22,000
Nebraska	1	0.5
Nevada	417	1,881
New York	2,000	2,240
North Carolina	965	3,184
North Dakota	3,020	2,778
Oklahoma	N/A	445
Oregon	3,469	7,808
Pennsylvania	36	580
South Carolina	N/A	256
Tennessee	200	3,338
Vermont	575	1,820
Virginia	87	135
Washington	175	142
West Virginia	14	155
Wisconsin	N/A	1,850
<b>Total</b>	<b>25,713</b>	<b>78,176*</b>

\*Source: VoteHemp.com -  
2018 Crop Report\*

\*includes 10,090,188 square feet of greenhouse or indoor cultivation







# CBD MARKET SIZE:

## **\$22 BILLION (by 2022)**



**Seed to Sale**

-  CBD Oil Sales
-  CBD Infused Product Sales
-  CBD Raw Material Sales
-  CBD Seed Sales



# CBD OIL MARKETS

- Oil is extracted using Co2, Butane or Ethanol
- Types: Full Spectrum vs. Isolate/Crystalline
- Hemp CBD Oil/Isolate is currently selling for \$7,000 - \$25,000 per L/KG, depending on quantity ordered and quality of the product
- All batches must be tested and labeled with a Certificate of Analysis (COA)
- Product packaging and labeling standards are better.
- Hemp also produces CBG, CBC and Terpenes



# CBD OIL MARKETS

- According to Brightfield Group, the hemp-derived CBD market is expected to increase from \$591 million in 2018 to \$22 billion by 2022. That is nearly 40X growth in four years.
- Currently, 29% of the hemp-CBD market's sales come through natural food stores, 24% are online and 23% are derived from smoke shops. By 2022, Brightfield predicts that 64% of sales will be through retail chains like Walgreens , CVS Health and more.
- Wholesale Oil is sold to edible manufacturers, infused topicals manufacturers and brokers/distributors of CBD oil contracts



# HEMP SEED MARKET

- Market prices of Hemp seed are increasing at a rate of approximately \$500 per week.
- Most quality Hemp seed distributors are sold out or will sell out of the high CBD producing strains.
- High CBD strains are traditionally considered to be seeds producing 14-19% CBD.
- This variation in CBD potency has much to do with the environment, soil, etc.



# SALES CHANNELS

---

- Distributors
- Smoke Shops
- Chiropractic Offices
- Health Food Stores
- Bulk Oil Brokers
- B2B - Edible Manufacturers, Tincture/Topical Manufacturers, etc.
- Dispensaries (Depending on the state)
- Delivery Services
- E-commerce
- Events



# USEFUL RESOURCES

---

[www.projectcbd.com](http://www.projectcbd.com)

[www.mjbizdaily.com](http://www.mjbizdaily.com)

[www.cannainsider.com](http://www.cannainsider.com)

[www.green-flower.com](http://www.green-flower.com)

[www.greenrushdaily.com](http://www.greenrushdaily.com)

[www.votehemp.com](http://www.votehemp.com)