Alaska, Colorado, Nevada, Oregon, Washington and the District of Columbia now allow the recreational use of marijuana. More than half the states, the District of Columbia and Guam allow medical marijuana. Hear about efforts to help the industry move beyond the cash-only model to find effective financial services.

4:00 – 4:10 p.m.  Welcome and Introductions  
Senator Brian Feldman, Maryland  
Legislator Vice-Chair  
Communications, Financial Services & Interstate Commerce Committee

4:10 – 4:55 p.m.  Speakers' Remarks

4:25 – 4:40  Jeffrey Gerard, Senior Vice President & Chief Risk Officer, Greylock Federal Credit Union, Massachusetts
4:40 – 4:55  Dr. Brenda Wells, Robert F. Bird Distinguished Professor of Risk and Insurance, College of Business, East Carolina University, North Carolina

4:55 – 5:30 p.m.  Discussion & Questions from the Audience
Michael Correia
Director of Government Relations
National Cannabis Industry Association
Washington, D.C.
Michael Correia is director of government relations for the National Cannabis Industry Association. His focus is raising awareness and building support for the cannabis industry’s issues on Capitol Hill. In addition, Michael works with other national organizations to increase the cannabis industry profile nationally. Prior to joining NCIA, Michael spent many years working on Capitol Hill, including working for Rep. George Radanovich (R-CA), who retired in 2010, and the House Committee on Resources, serving three different Chairmen. Previously, he was director of federal affairs for the American Legislative Exchange Council (ALEC) and senior project manager for the Committee for Responsible Federal Budget. In both positions, he advocated for policies in Congress. A campaign veteran, he has worked and volunteered on numerous political campaigns at the local, state, and federal levels over the past two decades. Michael is a graduate of the University of California, San Diego. A native of San Diego, he resides in Washington, D.C.

Brian Feldman
State Senator
Maryland
Brian J. Feldman represents the 15th Legislative District in the Maryland State Senate. He is a member of the Senate Finance Committee, chairing its Health Subcommittee and, most recently, was appointed as the Senate Chair of the newly formed Maryland Health Insurance Coverage Protection Commission. Brian also serves as the Senate Chair of the Joint Committee on Federal Relations and is a member of the Maryland Economic Development Commission. Prior to being elected to the Maryland State Senate, Brian was a member of the Maryland House of Delegates for 11 years. He was a member of the House Economic Matters Committee and chaired its Banking, Economic Development, Science and Technology Subcommittee. Additionally, Brian was appointed to the leadership position of House Parliamentarian, served as the House Chair of the Joint Information Technology and Biotechnology Committee and Chair of the Montgomery County House Delegation. As the only Attorney/CPA in the Maryland General Assembly, Senator Feldman practices law with a Maryland law firm that specializes in tax litigation and tax controversies. He was previously employed by PriceWaterhouse and the U.S. Department of Justice, where he was a three-time recipient of the Justice Department’s prestigious "Outstanding Attorney Award. Brian received a Bachelor of Science degree in accounting from Penn State University, a Juris Doctor from the University of Pittsburgh School of Law, and a Masters Degree in Government from Johns Hopkins University. Currently, Brian is an adjunct professor at Johns Hopkins, teaching graduate courses on state policy making and federalism. Senator Feldman’s tenure in the General Assembly has been distinguished by his successful sponsorship of legislation to promote Maryland’s biotechnology sector, improve the reliability of our electric service system and update and modernize Maryland’s corporate, business and insurance laws. Numerous honors and awards have been conferred on Brian for his work in the legislature. Most recently, Mr. Feldman received the "Outstanding Legislative Leadership Award" from the Maryland Arc and the "Legislative Champion Award" from the Maryland Association of Community Services. Previous awards include the Maryland Clean Energy Center’s ‘Legislative Leadership Award”, the Technology Council of Maryland’s “Advocate of the Year” and “Legislator of the Year” from the Montgomery County Chamber of Commerce. Currently, Brian sits on the Board of Directors for the Metropolitan Washington Council of Governments and Montgomery Hospice.
Jeffrey Gerard
Senior Vice President & Chief Risk Officer
Greylock Federal Credit Union
Massachusetts
Jeffrey Gerard began his career in financial services over 34 years ago and is the Senior Vice President & Chief Risk Officer at Greylock Federal Credit Union ($1.1B) located in Pittsfield, MA. He oversees the credit union’s enterprise risk management program which encompasses setting and measuring risk appetite for strategic initiatives, compliance, operational risk assessments, audit, and credit risk analytics. He and his team began exploring how to provide financial services to marijuana accounts in Massachusetts earlier this year. He will share his credit union’s journey up to this point and the challenges facing the credit union related to marijuana accounts.

Brenda Wells
Robert F. Bird Distinguished Professor of Risk and Insurance
College of Business
East Carolina University
North Carolina
Brenda Powell Wells holds both a Bachelor of Business Administration and a Ph.D. in Risk Management and Insurance from the University of Georgia. She also holds the Charter Property and Casualty Underwriter (CPCU) and Accredited Advisor of Insurance (AAI) designations. Brenda completed her Ph.D. in 1992, and spent 17 years teaching risk management and insurance in Texas. In 2009, she moved to East Carolina University (ECU) to build a new risk management and insurance program. She presently serves as the director of that program and is the Robert F. Bird Distinguished Professor of Risk and Insurance. During her career she has taught Principles of Insurance, Risk Management, Commercial Liability Insurance, Commercial Property Insurance, Insurance Company operations, Employee Benefits and Retirement Planning, and Senior Topics in Finance. She has also supervised countless internships and independent study projects. She is the faculty advisor to ECU’s Gamma Iota Sigma – Beta Theta Chapter. She has a long history of forming, supporting, and mentoring student organizations and has a wide range of experience in public relations and fundraising. She is the founder of the Texas Risk and Insurance Professional Society (TRIPS), a non-profit entity that supports insurance education. She has a career fundraising total of well over $2 million. Brenda has published articles in Journal of Risk and Insurance, Journal of Insurance Regulation, Journal of Insurance Issues, CPCU Journal, Risk Management, Journal of Services Marketing, Small Business Institute Journal, Journal of Applied Business Research and Journal of Risk Education. Her current research interests include business ethics, mass tort litigation in the pharmaceutical industry, the effect of marijuana legalization on the insurance industry, personnel risk management, social media, cyber liability and how insurance education impacts public attitudes towards the insurance industry. Outside of her duties in academia, Brenda serves as a private consultant and corporate trainer to the insurance and risk management industry. She specializes in agency management and operations, and has also served as an expert witness and consultant on several court cases. Her consulting firm—Risk Education Strategies—offers social media consulting, custom seminar delivery, preparation of expert opinions and testimony, continuing education course delivery, agency valuation, risk management audits, and intellectual patent application review. More information about her firm can be found at www.riskedstrategies.com. Nationally, Brenda is member of the American Risk and Insurance Association (ARIA), Western Risk and Insurance Association (WRIA) and the Southern Risk and Insurance Association (SRIA). She is a past-president of SRIA and WRIA.