



Washington State Liquor Control Board

Apparent Successful Vendor Condensed Biographies

Note: These bios are taken directly from the bidder's proposal

BOTEC Analysis Corporation

BOTEC Analysis Corporation is a think-tank specializing in crime and drug policy and will be acting as the WSLCB's primary contractor. They have thirty years of experience contributing research and government advisory focusing on methods to maximize the effectiveness of crime and drug control policies while minimizing their attendant societal costs.

Their previous projects include analyses of the volume and danger of illicit cigarette markets, advising the implementation of criminal supervision programs intended to reduce drug abuse among parolees, and Federal research grants aimed to reduce incarceration and to explore the connection between crime and drugs. BOTEC has assembled a diverse group of subcontractors to offer a broad range of options and a depth of resources from which the WSLCB may draw upon according to its needs.

BOTEC Analysis' core staff consists of Dr. Mark Kleiman, senior researchers Dr. Jonathan P. Caulkins and Dr. Angela Hawken, general counsel Lowry Heussler, and managing director Steven Davenport. Dr. Caulkins and Dr. Hawken are both professors of public policy and highly regarded contributors to the study of illicit markets, crime, and drug abuse. Dr. Kleiman is tasked with overseeing the entire project team, while Mr. Davenport's focus is to manage day-to-day project developments and coordinate project activity.

BOTEC offers the WSLCB a wealth of experts in formalized marijuana cultivation and testing, quality standards, statistical modeling, policy analysis, dynamics of illicit markets, law enforcement, drug control, drug dependency, economics, and rule-making. They've occupied prestige positions ranging from Presidential Advisors to Nobel Laureate.

Project Leader:

Dr. Mark Kleiman, CEO, BOTEC Analysis Corp., Ph.D. in Public Policy, Harvard

Dr. Kleiman teaches public policy at UCLA, and is an expert in many aspects of criminal and drug policy, including probation and parole, incarceration, and marijuana policy. Recent author of *Marijuana Legalization: What Everyone Needs to Know* co-authored with Jonathan Caulkins, Angela Hawken, and Beau Kilmer, and *When Brute Force Fails*.

Project Manager:

Steven Davenport, Jr. Analyst/Coordinator, BOTEC Analysis Corp., B.A. International Development, UCLA

Graduate – Center for American Politics & Public Policy, University of California-D.C.

Project Sub-contractors (4):

1) Product and Industry Knowledge:

Michael Cohen, Founder/CEO, Trichome Intelligence

Has operated many different cannabis businesses that span all of the seed to sale sectors for the last 15 years. Notable recent experience: Director of the Supply Chain, Harborside Health Center, Oakland, oversaw the entire supply chain of contractors and companies, including the following internal divisions-inventory, purchasing, ecommerce, delivery, and processing. Co-Founder/Vice Chairman, Emerald Growers Association the trade association for the cannabis industry in Northern California's Emerald Triangle region.

2) Product Quality Standards and Testing:

David Lampach, President, Technological development, Steep Hill Lab

As a co-founder of Steep Hill Lab, Mr. Lampach has played central roles in his laboratory's innovations in the marijuana testing industry, including the development of QuantaCann, SafeCannabis, which is the first cannabis safe packaging and labeling protocol in the U.S. He is an expert in applying technology and analytical instruments most appropriate for analyzing cannabis samples (GC-FID, GC-MS, HPLC, HPLC-MS, and NIR Reflectance Spectroscopy). He has also developed software to make the cannabis distribution chain more efficient and transparent.

3) Product Usage and Consumption Validation:

Dr. Beau Kilmer, PhD in Public Policy, Harvard University

Senior Policy Researcher at the RAND Corporation, Co-Director of the RAND Drug Policy Research Center, and Professor at Pardee RAND Graduate School

4) Product Regulation:

Lowry Heussler, JD, Mass. Dept. of Labor and Workforce Development Board of Review

Ms. Heussler has co-authored books with Dr. Kleiman concerning drug policy as well as with BOTEC on crime control; she was a research assistant on BOTEC's Analysis of Cocaine and Heroin Market Structure and for Dr. Kleiman's *Against Excess: Drug Policy for Result*.

Key Staff:

Dr. Rosalie Liccardo Pacula, PhD in Economics, Duke University

Senior Economist at the RAND Corporation, Co-Director of the RAND Drug Policy Research Center, Professor at Pardee RAND Graduate School, and Director of RAND Health's Program on Economics, Finance, and Organization. Dr. Pacula has spent her career modeling and publishing studies on illegal markets. She brings considerable experience understanding the incentives and private/public consequences of different market structures, regulations, and the like. She has published extensively on the supply, demand, and the interacted markets related to marijuana for over 15 years.

NMS Labs

Employs 10 PhD's in Forensic Toxicology, Pharmacology, Analytical Chemistry, Molecular Biology and Mathematics. It is the first private laboratory to receive American Board of Toxicology laboratory accreditation for forensic toxicology analysis. NMS Labs holds certifications to identify and test marijuana (ASCLD-LAB International ISO17025), to test biological substances (ISO 15189), and to handle and dispose of marijuana (DEA-licensed).

Rose Habib, Chemist, CannabAnalysis. B.S. Chemistry

Rose Habib is lead chemist at CannabAnalysis, a Cannabis laboratory specializing in testing and infusions and extracts. Her laboratory works with both large and small-scale producers and retailers,

offering testing and processing services to convert plant material into safe, consistently dosed edibles and extracts.

Luigi Zamarra, CPA

The first CFO of Harborside Health Center. For the next two years Luigi was instrumental in making Harborside the model for transparency in the medical marijuana trade. His work helped to ensure they were compliant with all state and local laws. He tightened their systems of internal controls and advised on how to track inventory from purchase or cultivation all the way to sale.

Harris Kenny, Policy Analyst, Reason Foundation

Mr. Kenny serves on the Amendment 64 task force on the Local Authority and Control Working Group, and works as a policy analyst at Reason Foundation, a non-profit think tank. He is also on track to complete his Basic and Advanced Certificates of Completion from Oaksterdam University, the first and premiere cannabis-centric educational institution in the United States, by February 28, 2013. His courses cover the entire production and retail processes.

Dr. Jonathan Caulkins, PhD in Electrical Engineering and Computer Science, MIT

H. Guyford Stever Professorship of Operations Research and Public Policy at Carnegie Mellon University and former Co-Director of the RAND Drug Policy Research Center.

Dr. Rob MacCoun, PhD in Psychology, Michigan State University

Joined the faculty of UC Berkeley's School of Public Policy in 1993 and the Boalt faculty in 1999. From 1986 to 1993 he was a behavioral scientist at The RAND Corporation, and he has been a Visiting Professor at Princeton's Woodrow Wilson School and Stanford Law School. He has published many studies on illicit drug use and drug dealing, harm reduction, and social influence processes.

Dr. Phil Cook, PhD in Economics, University of California, Berkeley

Professor of Public Policy and Professor of Economics and Sociology at Duke University. An early article of his was the first to demonstrate persuasively that alcohol taxes have a direct effect on the death rate of heavy drinkers, and subsequent research demonstrated the moderate efficacy of minimum-purchase-age laws in preventing fatal crashes. Together with Michael J. Moore, he focused on the effects of beer taxes on youthful drinking, finding that more restrictive policies result in lower rates of abuse, higher college graduation rates and lower crime rates.

Dr. Thomas Schelling, PhD in Economics, Harvard University

Awarded the 2005 Nobel Prize in economics, Dr. Schelling was a professor of economics at Harvard until 1990 and is now a professor emeritus at the University of Maryland. He has worked on health policy, tobacco and drugs policy, and ethical issues in public policy and in business. His article in *Science* "Addictive Drugs: The Cigarette Experience" from 1992 looks at smoking and the social trends around nicotine and "Assessing Alternative Drug Control Regimes" in 1996 with Peter Reuter and Robert MacCoun as an early look at options between harsh prohibition and sweeping legalization.

Dr. Jerome Jaffe

Clinical Professor of Psychiatry in the Division of Alcohol and Drug Abuse, University of Maryland School of Medicine, and Adjunct Professor, Department of Mental Health, Johns Hopkins Bloomberg School of Public Health. He is internationally recognized as an expert on addictions. As the first White House "Drug Czar," Dr. Jaffe initiated many of the basic and epidemiological research programs that formed the groundwork for ongoing efforts in drug abuse research, and he introduced programs that radically altered and expanded drug abuse treatment in the United States.

Stephen McHale

Mr. McHale has extensive experience in the development of regulatory schemes governing the production, sale and taxation of alcohol, tobacco, firearms and explosives, transportation security, government ethics, and anti-money laundering. Mr. McHale served as Chief Counsel of the U.S. Bureau of Alcohol, Tobacco, Firearms and Explosives (ATF) and Assistant General Counsel (Enforcement) of the U.S. Treasury. As the first Deputy Administrator of the Transportation Security Administration, Mr. McHale was responsible for the development of a scheme for regulating security in all modes of transportation virtually from scratch.

Bob Jesse

Mr. Jesse is currently a research strategist for John Hopkins University and has worked extensively on different practical approaches to drug policy. He has extensive experience with legal and policy writing.

Paul Daley, Research Chemist, Steep Hill Lab. PhD, Entomology, UC Berkeley; M.S. Entomology, B.S. Environmental Toxicology, UC Davis

Dr. Daley has over 30 years experience in a variety of environmental and analytical disciplines. He has published research in integrated pest management, plant photosynthesis, and environmental chemistry. He has assisted SHL in method development for cannabinoids in medical cannabis strains, method validation, troubleshooting instrumentation, and isolation of rare cannabinoids for use as analytical reference materials. He is also the Resident Chemist at the Alexander Shulgin Research Institute in Lafayette, CA, where his work focuses on the chemistry and pharmacology of psychoactive drugs, particularly the psychedelics.

Savino Sguerra, Lab Director, Steep Hill Lab. B.S. Columbia University

Mr. Sguerra oversees the day-to-day management of the lab and tests thousands of samples of cannabis a month for potency, mold and bacterial counts, pesticides, terpenoids, moisture content, and various other types of analysis.

Angela Hawken, PhD

Dr. Hawken is Associate Professor of Economics and Policy Analysis at the School of Public Policy at Pepperdine University. She led the statewide cost-benefit analysis of California's alternative sentencing initiative, Proposition 36. Hawken's research interests are focused on drugs, crime, and corruption. She was the first to introduce the *Behavioral Triage Model* for identifying, treating, and supervising drug-involved offenders. Hawken has delivered testimonies to many state legislatures and to the U.S. Congress on issues related to US drug policy. Hawken brings her economics and statistical experience and expertise to the project team.

Eric Sterling, JD

Eric Sterling is president of the Criminal Justice Policy Foundation and was Counsel to the US House of Representatives Committee on the Judiciary from 1979–1989. On the staff of the Subcommittee on Crime he was responsible for drug enforcement and money laundering, among other issues. During the 96th Congress Dr. Sterling worked on rewriting the Federal Criminal Code and has received honors and awards from the US House of Representatives and the Bureau of Alcohol, Tobacco, and Firearms. He provides extensive expertise in Federal government processes, procedures, and regulations.

Michael DeFeo, LLB

Mr. DeFeo is a consultant on legislative and regulatory drafting in fields of terrorism, money laundering, asset recovery and corruption for international organizations including the UN Office on Drugs and Crime. As a senior legal advisor for the UN Office on Drugs and Crime he has provided instruction to governments through legislative drafting advice and analysis of national legislation.

Dr. Mark Moore, PhD in Public Policy, Harvard University

Dr. Moore currently holds the positions of the first Herbert A. Simon Professor of Education, Management, and Organizational Behavior and the Hauser Professor of Nonprofit Organizations at the Harvard Kennedy School of Government. He was the Vice Chair on the Committee of Law and Justice for the National Academy of Sciences from 2002–2005. He has written extensively on public safety matters especially related to juveniles, and has also chaired committees concerning school violence, urban violence, and alcohol control policies.

Dr. Sally Satel, M.D.

Dr. Satel is a psychiatrist and lecturer at Yale University's School of Medicine. She is an expert in drug treatment having authored books such as *Drug Treatment: The Case for Coercion*.

Dr. Keith Humphreys, M.D.

Dr. Humphreys is currently a research professor for the Stanford School of Medicine and a member of the affiliate faculty of the Center for Health Policy at Stanford. From 2009–2010 Dr. Humphreys served as Senior Policy Advisor at the White House Office of National Drug Control Policy where he advised the Director on the prevention, early intervention, and treatment of substance abuse disorders.

Dr. Donald I. Abrams, M.D.

Dr. Abrams is a cancer and integrative medicine specialist at the University of California San Francisco. Dr. Abrams has extensive experience working with medicinal marijuana and is a member of the California Medical Association's Legalization and Taxation of Marijuana Technical Advisory Committee.

Dr. Glenn Loury, PhD

Dr. Loury is the Merton P. Stolz professor of the Social Sciences, a professor of economics, and professor of public policy at Brown University. He has held the position of professor at Boston University, Harvard's Kennedy School of Government, and the University of Michigan. Loury is an expert on group inequality, economics, and incarceration.

Dr. Jonathan Kulick, PhD

Dr. Kulick is a senior project director at the School of Public Policy at Pepperdine University. He has co-authored a chapter on federal drug policy in a reference book on addiction and drug abuse and co-authored white papers on counternarcotics policy.