

LeBlanc CNE Ten Point Program

1. **LeBlanc is my last name in French.** I'm inseparable from the brand which keeps me honest. Founded at the request of my son Coleman (1992-2016), continued in his memory. I strive to make him proud. At our core, LeBlanc CNE is a family business. #CiZLtheEngine
2. **CNE *Cannabis Négociant-Éleveur*.** We're hemp growers and brokers in the Bordeaux/Burgundy model. We create the raw materials others make into finished products.
3. **We don't lie, cheat, or steal.** You shouldn't either. If you do, we'll accept your apology but won't do business with you again.
4. **Climate change is past tense.** We're here to heal the planet, not harm it. We're doing it for our grandchildren, not ourselves. Long term (think climate, not weather). We trust that the seeds we plant today will flourish for those who come behind us.
5. **Hemp is an agent of change.** As such hemp can be a disintermediation to Big Ag, Big Pharma, the petroleum industry, and the very fabric of modern life. From activism to capitalism.
6. **We only use ingredients we'd serve our own mother at the Thanksgiving dinner table.** Organic or not at all. We use food grade enzymes, nontoxic plant based ingredients, mycelium, etc. We use regenerative, earth friendly processes without the use of toxic chemicals. We don't kill fish downstream. Steel, glass, and bamboo if necessary. Plastic as an absolute last resort.
7. **Our workflow is based on chemistry with a touch of molecular gastronomy.** No crystals, smudge, or pyramids. Ghettoicious lab tested DIY kitchen magic. Aggressively whole plant with deliberate formulations. Long, cold infusions from New Moon to Full Moon. Made with Love and Intention.
8. **Genetics rule.** It all begins with the plant and Washington is an ag state. Cascadia can be to hemp what Yakima is to hops. LeBlanc wants to see the Salish Sea become an international center of hemp research, innovation, and product development. We envision a critical mass of R&D, processors, and brokers to have the clout to expand

beyond the PNW. Seattle sits at the intersection of I-5 and I-90 with multiple rail lines, and both a freight friendly international port and airport.

9. **We're a self-funded bootstrapped company working in stealth mode.** Some will see what we're doing as so limited as to be inconsequential. We're building prototypes that are proof of concepts. Our admittedly modest efforts generate data. Data is good. Data can guide future development. Data can lead to optimization and inefficiencies aren't profitable. Some focus on a pitch and a deck. We're focused on building tools that are working examples of how the industry can and should mature. Some in the industry pick up where the hemp industry was when Prohibition was enacted. We look at hemp from a 2024 perspective, unhinged from the past.

10. **You have to know the plant and the market to be profitable.** Hemp fiber has two subsets, hurd and bast. They feed different markets. The hurd is the inner woody portion of the stems and is used to make hempcrete and hemp wood. The bast on the outside of the stems is used to make paper, textiles, bioplastic, and more. By separating the plant material at the time of harvest the hurd and bast can be transported to different customers avoiding the cost and logistics of taking the full harvest to a central location only to be shipped to different places. We separate the bast from the hurd during harvest and ideally pre-process them on the farm (which adds value). Our green harvest model is faster and more efficient than traditional field retting. YMMV Hemp fiber, raw or processed, has no expiration date if stored properly. If supply is ahead of demand, tuck your fiber away and wait until the market catches up with you.

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All Power to the People.
Om mani padme hum.