

The Milk Model

When speaking about the various parts of medical hemp and cannabis plants we at LeBlanc CNE use what we call “The Milk Model”.

cream - the trichomes

milk - the flower, popcorn, trim, sugar leaf

skim milk - leaves, et al.

Top to bottom the above list is increases in volume and decreases in value . Trichomes are a small portion by volume or weight but are extremely valuable. Leaves aplenty but without much value.

Every batch if cannabis, if not each plant, varies in the quantity & quality of the various plant parts. Buds, large or small, loose or tight, trichome covered or sparsely covered at all. These factors should be used to establish price. Using the Milk Model is perfect for comparison shopping between multiple lots. It accomdates different plant structures, different cannabinoid and terpene profiles not to mention cost objectively.

This discussion focuses on hemp grown for CBD and where the trichomes are the cream. If hemp is grown for food the seeds and/or oil are the cream. Grown for fiber, the stalks and fiber are cream. The point is to identify the portions of the plant with economic value. *Focus cultivation on maximizing the profit from whatever the cream you target.*

The base Milk Model can be further refined. For example, when dry sifting kif (cream) it can be either high quality, pure trichomes without broken plant material (heavy whipping cream) or if a coarser screen is used or the screening & tumbling is done longer increasing the yield the result can be caled half & half.

The Milk Model can be extended to included the roots if they are to be used as well. Lot X has OK value when looking at the trichomes but A+ value when the trichomes and roots are both considered. When evaluating two lots, the ratio of cream:milk can be used to compare prices. One lot can be split into different products: cream (kif) for infusions and milk (trim) for concentrates. The key is to agree what variables are important and to be consistent in using the Milk Model over time.

Skim milk presents a challenge. While plentiful it takes creativity (and perhaps a bit of luck) to find a way to monetize it. Silage, animal bedding, paper making, biofuel, future as-of-yet-unknown uses. (Don't quit your day gig just yet.)