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CANNABIS STUDIES PROGRAM FREQUENTLY ASKED QUESTIONS

1. What is the Cannabis Studies Program??

As the cannabis industry continues to grow at an explosive rate, the demand for people who are educated and passionate about this industry is robust. There are career opportunities for dispensary management, security personnel, horticultural professionals, transportation specialists, and many others yet to be determined areas of this growing business. PIT will provide highly qualified individuals to fill these positions.

2. Who is the Director of the Cannabis Studies program?

Lou Giannotti RPH - Program Director

- He is licensed to practice pharmacy in Pa, NJ, and Ma.
- Over 35 years of experience managing multi-unit community pharmacies
- Former Director of Operations for Holistic Industries (dba Liberty) medical marijuana dispensaries located throughout Pennsylvania.
- Certified Medical Marijuana Provider in Pennsylvania
- Completed Pennsylvania Medical Marijuana Certification Program for practitioners and medical professionals
- Completed the Pennsylvania Grower/Processor Medical Marijuana Training Program

3. Is tutoring available?

PIT is organized for student success. PIT provides peer, private, and group tutoring in our Student Resource Center. Additionally, Cannabis Studies instructors are available for academic advising, tutoring, guidance, and students' support.

4. What types of student services are available on campus?

Student Services provides academic support and career and transfer counseling and referral to social and community services. Other student services available include the cafeteria, student lounge, and student lockers. P. I. T. van service between PIT and SEPTA's 101 Trolley Station at Providence Road and State Road is available.

PIT also offers a full-service library providing both on-campus and virtual assistance. The librarian works directly with students to help them find research materials and verify online resources.

5. What sites are used for externship experiences?

Externship sites include medical marijuana dispensaries, indoor, hydroponic grow facilities, extraction labs, hemp farms, and various community and legal medical marijuana advocacy organizations.

6. Is transportation provided to and from the externship sites?

Students are responsible for their own transportation.

7. What resources are available to help fund my education?

Financial aid is available for those students who qualify through federal, state, institutional, and special programs. Student loans are available. Some employers offer tuition forgiveness (repay outstanding loans for education) programs in exchange for employment. There are also professional and community organizations that provide scholarships to students. For further information on federal, state, or college aid, go to www.fasfa.gov. P. I. T. Students who need assistance should contact their representatives from the Financial Aid Office to help students apply for financial aid.

8. What type of career can I expect after I complete the program?

There are many open job positions currently available in the medical marijuana and CBD industry. There are also many yet to be determined positions as the marijuana market and laws continue to evolve. Below is a sample of jobs that are currently in great demand throughout the country:

Cultivation

- Director of cultivation: \$59,800 to \$118,600
- Grow manager: \$43,400 to \$93,400
- Grower/horticulturalist: \$13.10 to \$19.80 an hour

Extraction

- Director of extraction: \$75,000 to \$119,500
- Extraction manager: \$51,500 to \$96,000
- Quality manager: \$51,500 to \$89,000

- Compliance manager: \$49,500 to \$122,000
- Chemist: \$51,600 to \$81,500

Manufacturing

- V.P. of manufacturing: \$107,000 to \$167,000
- Production supervisor: \$44,200 to \$77,500
- Edibles specialist: \$35,300 to \$63,000

Retail

- V.P. of retail: \$80,000 to \$152,000
- Director of retail: \$76,700 to \$124,200
- General manager: \$35,000 to \$90,600
- Budtender: \$12.50 to \$18 an hour

Support Industries:

You can work directly with cannabis in areas of the industry, such as growing, extraction, edibles production, packaging, delivery, or dispensing. Or you can do a job that helps support the industry without ever having direct contact with marijuana.

IT Manager—\$85K to \$208K+

From sales-tracking software to sophisticated systems for growing facilities, technology often helps companies remain compliant with government laws and regulations. IT managers oversee the procurement, implementation, and maintenance of that technology.

Marketing Director—\$70K to \$208K+

Every marijuana company needs effective marketing strategies to have both short- and long-term success. Market research, advertising, customer engagement, and public relations are all vital areas that require talented professionals.

Human Resources Manager—\$67K to \$201K+

Finding and retaining great employees is an incredibly important endeavor. Pay, benefits, and workplace culture are all elements that need to be smartly overseen by specialists in human resources.

Production Manager—\$63K to \$172K+

The whole cycle of marijuana product's creation and distribution needs to be appropriately managed. That's why marijuana companies often seek people with project management or business management background.

Software Developer—\$62K to \$167K+

Some cannabis-related companies create their own custom software to deal with particular areas of their operations. Many tech start-ups in this industry are entirely based on the unique apps or system software they've developed to solve industry problems or improve upon existing ways of doing things.

Accountant—\$44K to \$123K+

Keeping accurate financial records is vital. Companies in this industry have many unique challenges to deal with when managing their cash, obtaining credit, handling taxes, and processing payments. So accounting expertise is a must.

Web Developer—\$38K to \$124K+

As with any other business today, having a dynamic website is crucial for most cannabis companies. Web developers are in pretty high demand within this growing industry.

Digital Media Manager—\$34K to \$112K+

This type of public relations specialist uses email, custom apps, social media, or other web-based platforms to interact with potential and existing customers. It's a role that usually exists as part of a marijuana company's marketing strategy. Internet marketing, communications, and digital media design are all excellent paths for this career.

Electrician—\$33K to \$95K+

Indoor marijuana grow operations require special lighting and electrical needs. Qualified electricians are often in demand where cannabis producers are constructing new grow houses or adding to the ones they already have.

Paralegal—\$31K to \$82K+

Starting and operating a legitimate cannabis company requires overcoming many legal hurdles and filing complex paperwork. So, in addition to lawyers, paralegal professionals help ease that burden.

Writer—\$32K to \$122K+

Many cannabis producers, dispensaries, and edibles manufacturers like to promote their brands through creatively written content on their own blogs. There are also many marijuana-themed magazines and online publications.

Sales Representative—\$26K to \$157K+

Marijuana growers and edibles manufacturers need strong relationships with dispensaries that will carry their products. A lot of them hire sales reps to make deals with licensed buyers.

Graphic Designer—\$30K to \$86K+

The industry employs many graphic designers who know how to create attractive, distinctive, and effective logos, product labels, website interfaces, and other essential marketing and advertising materials.

HVAC Technician—\$29K to \$76K+

Like electricians, people who specialize in heating, cooling, and ventilation are frequently in demand by marijuana companies that are experts in constructing their indoor grow operations.

Real Estate Agent—\$25K to \$113K+

Marijuana businesses often have very particular requirements when it comes to the buildings and facilities they can operate in. indoor grow operations require a lot of physical space that can handle special ventilation and lighting systems that you wouldn't necessarily find in other types of industrial operations.

Executive or Administrative Assistant—\$37K to \$89K+

From simple bookkeeping to general office management, there's never a shortage of administrative work to be done.

Security Guard—\$20K to \$50K+

Despite the legalization of marijuana in several states, security is still a significant issue for companies that choose to operate in this industry. They operate as cash-only businesses. That means to transport large amounts of cash between different locations. So people with law enforcement training are highly valued by the cannabis industry. Security-related opportunities are available with dispensaries, growers, edibles manufacturers, armed courier services, and surveillance companies.

9. How do I know which track to choose? Cannabis Health? Cannabis Business or Cannabis Horticulture?

A lot of this choice depends on your interest in the medical and adult-use of marijuana. If growing the plant and extracted its oil is your thing, I would suggest the Horticulture track. If owning a dispensary is your goal, then Cannabis Business would be the right choice. Cannabis Health is for those who are more focused on the medical benefits of cannabis and wish to work as a patient advisor or provide care and advice to select patient groups such as autism and PTSD.