

2022 MLTA Fall Seminar • Nov. 3-4
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Underwriting Cannabis in Montana
Escrow, Title, and Lender's Perspective

Although Cannabis has been deemed “legal” on a state level, many Title Insurers are wary of providing cannabis coverage while cannabis remains illegal at the federal level. The escrow functions that Title companies normally provide are a slippery slope as they may conflict with the Federal Controlled Substance Act and the Money Laundering Control Act. The position currently is that handling the financial aspect of marijuana-related businesses could be considered complicit in “unlawful activity” pursuant to the federal statutes. Today we are going to learn more about Cannabis in Montana, with the position of Title/Escrow companies, a Cannabis business owner, and a Montana Financial Institution that has taken the position of offering certain services to these businesses.

Federal Statistics

Montana Statistics

Title/Escrow position on insuring/closing Cannabis transactions

Controlled Substances Act

Money Laundering Control Act

Forfeiture laws

Matt Ryden to speak on Underwriting position on Cannabis
Market trends

Interplay between federal and state laws

Policy Language-coverage, exclusions and exceptions

Underwriting limitations and guidelines

Montana Regulatory practices (Bill St John)
How is the revenue tracked?

What do you need to become a dispensary?

How do you become a grow facility?

What is a Kitchen?

Banking Practices in regards to Marijuana