



# Tax Help for Cannabis Retailers



### **Get it in Writing!**

This presentation illustrates general tax concepts and does not describe every situation. Email us at <a href="https://www.cdtfa.ca.gov/email/">www.cdtfa.ca.gov/email/</a> with details specific to your business operations for legally-reliable written tax guidance.

Please note: The contents of these slides as well as answers provided in the chat during this presentation do not constitute written tax advice that may provide relief from liability under California Revenue and Taxation Code (R&TC) §6596 and §55045 and Regulation 1705.





### **Cannabis Retailer**

A cannabis retailer is a person who engages in retail sales or deliveries of cannabis or cannabis products to customers. This includes microbusinesses authorized to sell cannabis at retail.





#### **Cannabis Tax Law**

- November 8, 2016 Under Proposition 64, voters approved legalizing adult use of cannabis.
- June 30, 2022 Cannabis tax reform under AB 195:
  - Ended the cultivation tax as of July 1, 2022.
  - Moves the collection and payment of the cannabis excise tax from the distributor to the cannabis retailer, for retail sales of cannabis or cannabis products made on and after January 1, 2023.



#### **Cannabis Excise Tax**

#### Beginning January 1, 2023:

- Cannabis excise tax is imposed upon purchasers of cannabis or cannabis products sold in a retail sale.
- Cannabis retailers are responsible for collecting the cannabis excise tax from the purchaser.
- 15% cannabis excise tax will be applied to the gross receipts from the retail sale, rather than the average market price.
- Cannabis retailers are responsible for reporting and paying the cannabis excise tax directly to CDTFA for their retail sales made on or after January 1, 2023.



#### **Gross Receipts**

- Regulation 3802 was approved in January 2024 and provides additional guidance and clarity regarding gross receipts subject to the excise tax.
- A new Tax Fact was issued covering gross receipts subject to excise tax.
- Gross receipts generally include any amount the purchaser is required to pay to purchase the cannabis or cannabis products, including but not limited to:
  - The selling price of the cannabis or cannabis products.
  - Any expense imposed on you as a retailer that you pass on to your customer, such as a local cannabis business tax.
  - Certain transportation fees when you deliver cannabis or cannabis products directly to your customer using your own vehicle.
  - Any charge for services that are part of the sale, such as a fee you charge your customer for processing a credit card payment.
  - The amount charged for any item the customer is required to purchase with the cannabis or cannabis products, including the packaging.



### Cannabis Excise Tax – Credit for Tax Paid to a Distributor

#### Beginning January 1, 2023:

- Cannabis retailers may claim a credit on their return for any cannabis excise tax paid to a distributor for cannabis or cannabis products purchased before January 1, 2023, and sold at retail on or after January 1, 2023.
- Cannabis retailers must keep documentation to support any credits reported on their return.
  - Sales invoices
  - Purchase invoices
  - Any other information supporting the payment of the cannabis excise tax to a distributor



### **Vendor Compensation**

- Beginning January 1, 2023, eligible cannabis retailers may apply to retain vendor compensation.
- Approval to retain 20% of cannabis excise tax owed on retail sales.
- Cannabis retailers must be approved for a DCC fee waiver prior to applying with us.
- Online vendor compensation application.
- Vendor compensation program ends on December 31, 2025.



### **Vendor Compensation Period**

- 12-month period as long as the cannabis retailer remains eligible
- Begins on the first day of the calendar quarter after the date on our vendor compensation approval notice.
- Vendor Compensation approval can end prior to the 12month period if the cannabis retailer does not maintain their eligibility.
- Retailers can re-apply with us prior to or after their retention period ends.



### **Retain Vendor Compensation**

- Applies only to the retail sales made at the retail location approved for vendor compensation.
- Vendor compensation cannot be retained on any retail sales made if the cannabis retailer license is expired or revoked or if the sales were made under any other cannabis license that the retailer may have.
- The return will automatically calculate 20% of the excise tax due on sales reported for the location approved for vendor compensation.



### **Cannabis Excise Tax Example**

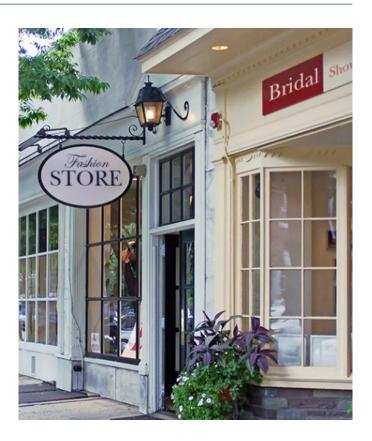
Example of tax calculation beginning January 1, 2023	
Selling price of cannabis	\$35.00
Cannabis business tax (10% x \$35)	\$3.50
Delivery fee	+ \$5.00
Subtotal (\$35 + \$3.50 + \$5)	\$43.50
Excise tax (15% x \$43.50)	\$6.53
Sales tax calculation:	
Subtotal (\$43.50 + \$6.53)	\$50.03
Sales tax due (8.5% x \$50.03)	+ \$4.25
Total due from customer (\$50.03 + \$4.25)	\$54.28



#### What is Sales Tax?

# Generally, all sales are taxable unless specifically exempt or excluded by law

- Sales tax is imposed upon the retailer (seller) on the sale of tangible personal property at retail in California.
- Retailers often collect reimbursement for the sales tax from their customers.
- Even though the consumer bears the financial burden of the sales tax when a retailer collects it from him or her, ultimately the retailer is liable for paying sales tax on their sales transactions.
- Tax is due based upon the gross receipts from retail sales.





### **Resale Certificates**

- Allows you to buy resale inventory without paying sales tax reimbursement to the seller.
- You must provide a timely completed resale certificate to your supplier.
- Not allowed for purchasing personal use items.



### **Resale Certificates**

(continued)

#### Penalty for misuse:

- May be found guilty of a misdemeanor if you issue a completed resale certificate to the seller with the intent to evade reporting or paying sales tax.
- A penalty of 10 percent of the tax or \$500, whichever is greater, for each purchase made for personal gain or to evade payment of tax.
- A 10 percent negligence penalty if you fail to report and pay use tax on property purchased improperly with a resale certificate, or a 25 percent penalty for fraud or intent to evade the tax.



### **Resale Certificates**

(continued)

Use <u>CDTFA-230</u>, General Resale Certificate.

CDTFA-230 REV. 1 (8-17)
GENERAL RESALE CERTIFICATE

STATE OF CALIFORNIA
CALIFORNIA DEPARTMENT OF TAX AND FEE ADMINISTRATION

#### California Resale Certificate

I HEREBY CERTIFY:	
I hold valid seller's permit number:	
2. I am engaged in the business of selling the following type of tangible personal property:	
3. This certificate is for the purchase from of the item(s) I have listed in paragraph 5 below. [Vendor's name]	
4. I will resell the item(s) listed in paragraph 5, which I am purchasing under this resale certificate in the form of tangible personal property in the regular course of my business operations, and I will do so prior to making any use of the item(s) other than demonstration and display while holding the item(s) for sale in the regular course of my business. I understand that if I use the item(s) purchased under this certificate in any manner other than as just described, I will owe use tax based on each item's purchase price or as otherwise provided by law.	
5. Description of property to be purchased for resale:	
6. I have read and understand the following: For Your Information: A person may be guilty of a misdemeanor under Revenue and Taxation Code section 6094.5 if the purchaser knows at the time of purchase that he or she will not resell the purchased item prior to any use (other than retention, demonstration, or display while holding it for resale) and he or she furnishes a resale certificate to avoid payment to the seller of an amount as tax. Additionally, a person misusing a resale certificate	
for personal gain or to evade the payment of tax is liable, for each purchase, for the tax that would have been due, plus a penalty of 10 percent of the tax or \$500, whichever is more.	
NAME OF PURCHASER	
SIGNATURE OF PURCHASER, PURCHASER'S EMPLOYEE OR AUTHORIZED REPRESENTATIVE	
MONTED NAME OF PERSON SIGNING TITLE	
ACORESS OF PURCHASER	
YELEPHONE NUMBER ( )	



### **Use Tax**

- Tax on goods purchased without payment of tax for your use, storage, or consumption, or to give away in California.
- Same rate as your local sales tax rate.
- · Generally, applies to goods you:
  - Purchase from outside the state of California for use in California without payment of California sales or use tax.
  - Remove from your resale inventory for your personal use.



### **Use Tax**

- It is important to note that interstate commerce of cannabis and cannabis products is prohibited, so you cannot purchase cannabis outside the state to sell in your store.
- However, you generally owe use tax on equipment, supplies, and other non-cannabis products purchased outside the state without the payment of California sales or use tax.



# **Exempt Sales of Medicinal Cannabis**

- Purchasers must provide:
  - A valid Medical Marijuana Identification Card (MMIC) issued by the California Department of Public Health (CDPH), and
  - A valid driver's license or other government issued identification card.
- Exemption applies to sales tax only.
- The CDPH has a website to allow you to verify the validity of an MMIC:
  - <u>www.calmmp.ca.gov/MMIC\_Search.aspx</u>





### Recordkeeping Requirements to Support Exempt Medicinal Sales

If you make qualifying exempt sales and claim the deduction on your sales and use tax return, you should maintain the following records for each transaction:

- The nine-digit ID number and expiration date as shown on the qualified patient's or primary caregiver's unexpired Medical Marijuana Identification Card; and
- The related sales invoice or other original record of sale.



# Donated Medicinal Cannabis

- Cannabis retailers may provide free medicinal cannabis or medicinal cannabis products (medicinal cannabis) to medicinal cannabis patients or their primary caregivers.
- Cannabis licensees may donate medicinal cannabis to cannabis retailers for subsequent donation to medicinal cannabis patients without payment of use tax or cannabis excise tax.



# Donated Medicinal Cannabis

- A medicinal cannabis patient is a qualified patient who possesses:
  - A qualifying physician's recommendation, or
  - A qualified patient or patient's primary caregiver with a valid Medical Marijuana Identification Card issued by the California Department of Public Health.
- Written Certification Requirements
  - The cannabis retailer that receives the medicinal cannabis for donation must certify in writing to the licensee donating it that the medicinal cannabis will ultimately be donated to a medicinal cannabis patient.



### **Cannabis Trade Samples**

Certain cannabis licensees may provide and receive cannabis trade samples.

- Cultivators, manufacturers, and distributors can provide trade samples
- Cannabis retailers can receive cannabis trade samples
- See DCC website at <u>www.dcc.ca.gov</u>



### **Cannabis Trade Samples**

- The cannabis excise tax does not apply to cannabis trade samples.
- Cannabis trade samples must be given for free.
- Document the receipt or transfer of cannabis trade samples by each licensee.
- This documentation should be consistent with the transaction recorded in the California Cannabis Trackand-Trace system.



# Requirements for Cannabis Retailers

- Register for a seller's permit.
- Beginning January 1, 2023, cannabis retailers must file cannabis retailer excise tax returns online and pay the 15% cannabis excise tax due to CDTFA.
- Report and pay use tax on taxable items purchased without tax and used by the retailer (for example, inventory items used for display).



## Requirements for Cannabis Retailers

(continued)

Collect the cannabis excise tax from purchasers and provide a receipt or invoice to the customer:

- Beginning January 1, 2023, the cannabis excise tax must be listed separately on the receipt.
- For retail sales of cannabis or cannabis products made on and after January 1, 2023, retailers must report and pay cannabis excise tax directly to CDTFA.



# Requirements for Cannabis Cultivators, Manufacturers and Distributors

- Register for a seller's permit.
- Obtain resale certificates.
- File sales and use tax returns.
- Report and pay use tax on taxable items purchased without tax and used.
- Keep adequate records.
- Obtain the appropriate licenses for your business.



# Recordkeeping Requirements for the Cannabis Industry

Every sale or transport of cannabis or cannabis products from one licensee to another must be recorded on a sales invoice or receipt. Each sales invoice or receipt must include:

- Names and addresses of the seller and purchaser,
- Date of sale,
- Invoice number,
- Kind, quantity, size, and capacity of packages of cannabis or cannabis products sold,



# Recordkeeping Requirements for the Cannabis Industry

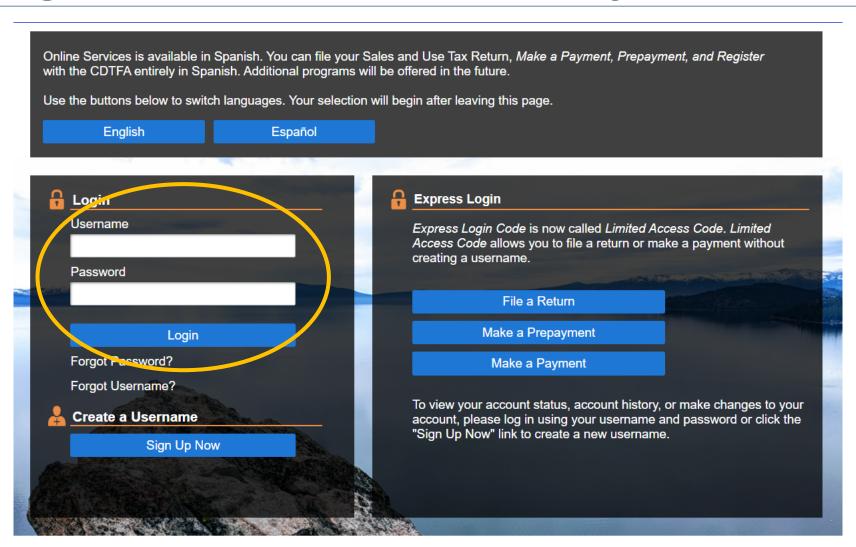
- Cost to the purchaser, including any discount applied to the price shown on the invoice,
- Place from which the cannabis or cannabis products were transported from unless the transport was made from the premises of the licensee.
- Any other information as required.



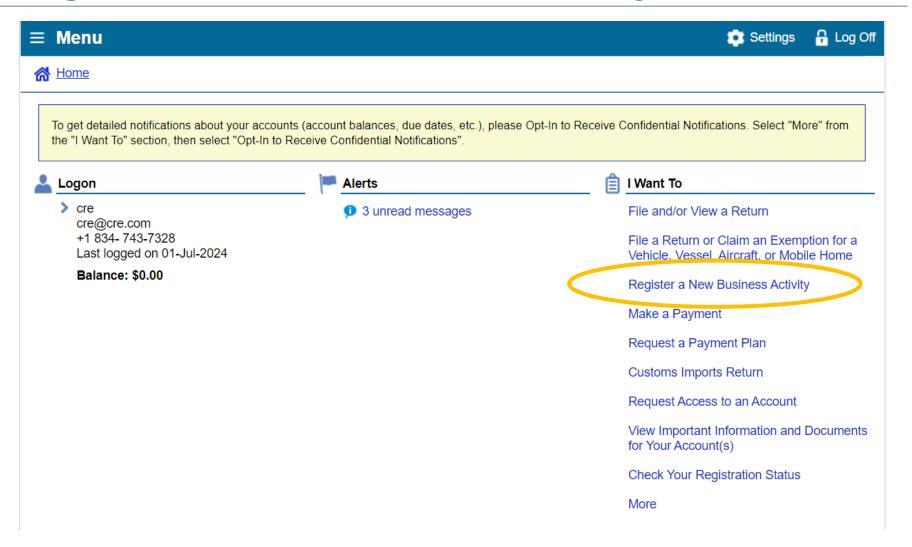
### 50 Percent (50%) Penalty for Late Payment of Cannabis Taxes

- The Cannabis Tax Law imposes a mandatory 50 percent penalty for failure to pay the cannabis taxes when due.
- If you fail to pay the cannabis taxes by your due date, you may be relieved of the 50 percent penalty if you file a request for relief and if CDTFA finds that your failure to timely pay was due to reasonable cause and circumstances beyond your control.
- You may request relief of penalty by visiting our Online Services page at <u>www.cdtfa.ca.gov/services/</u> and following the directions under the <u>Request Relief</u> tab.

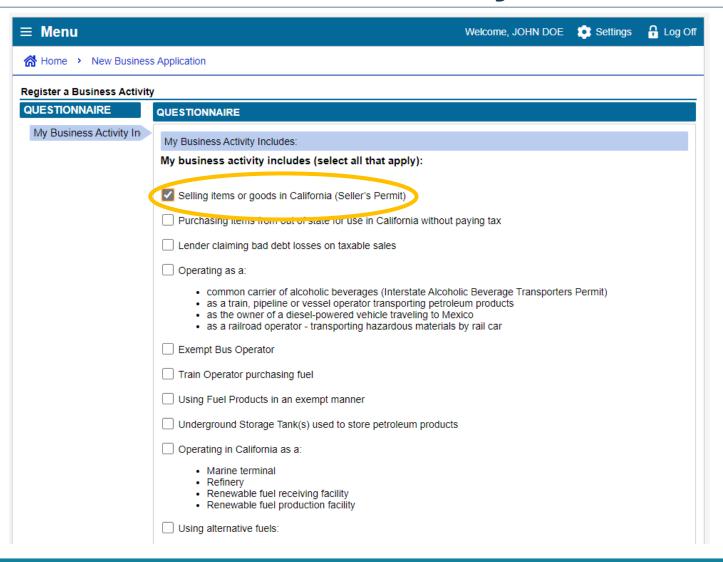




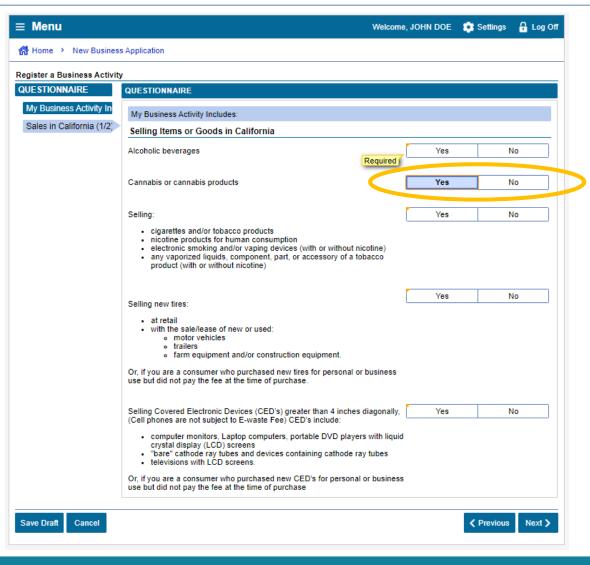




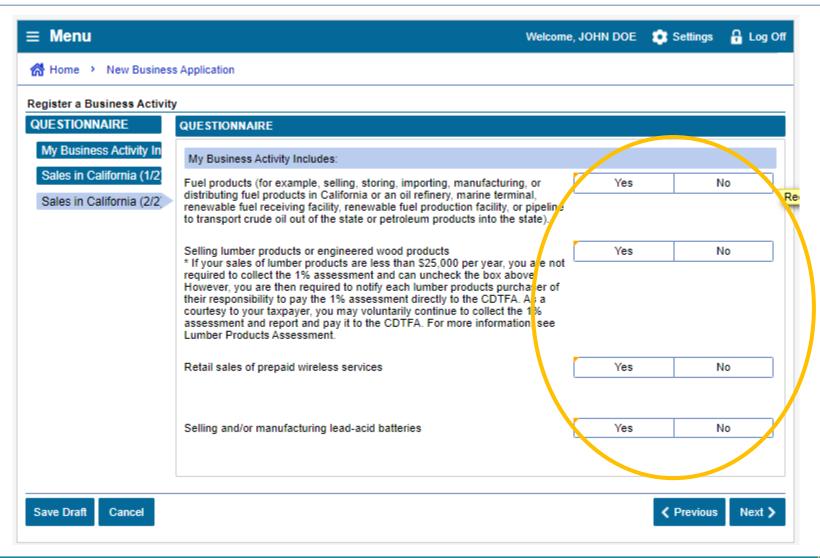




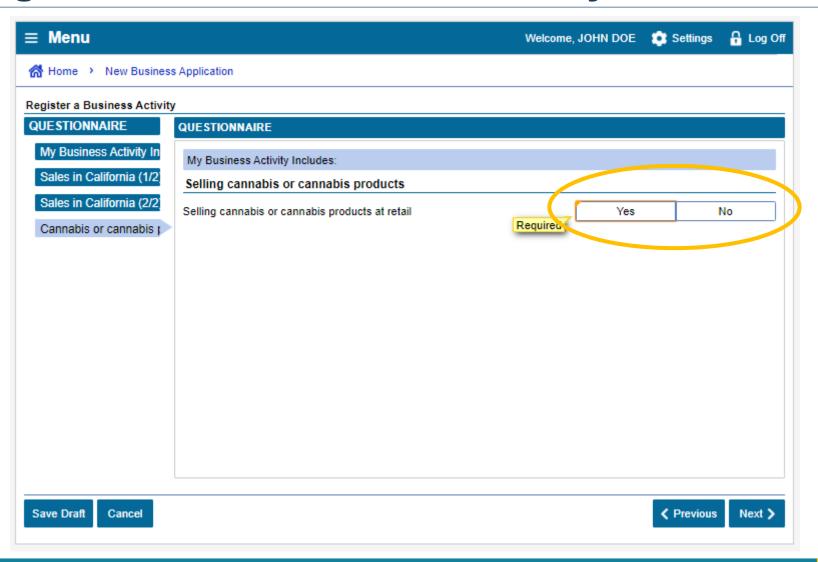




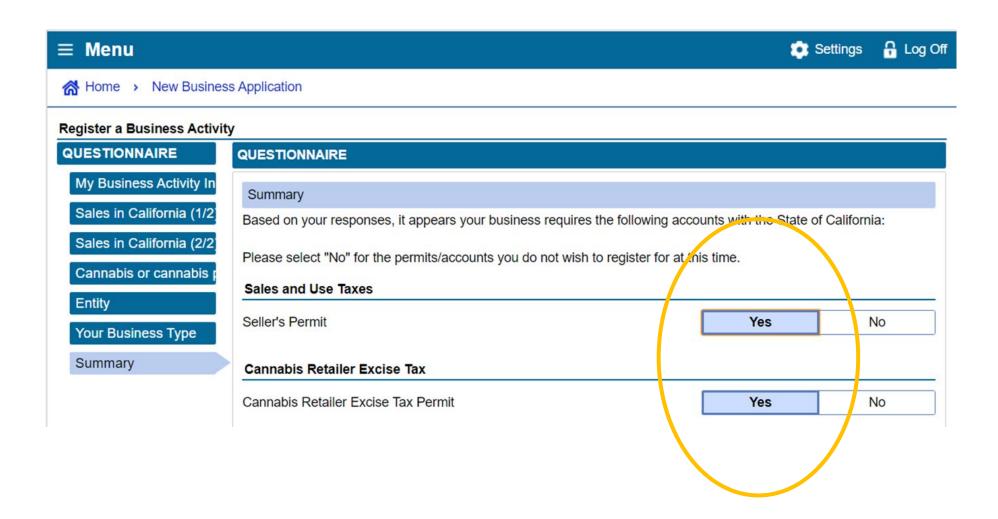






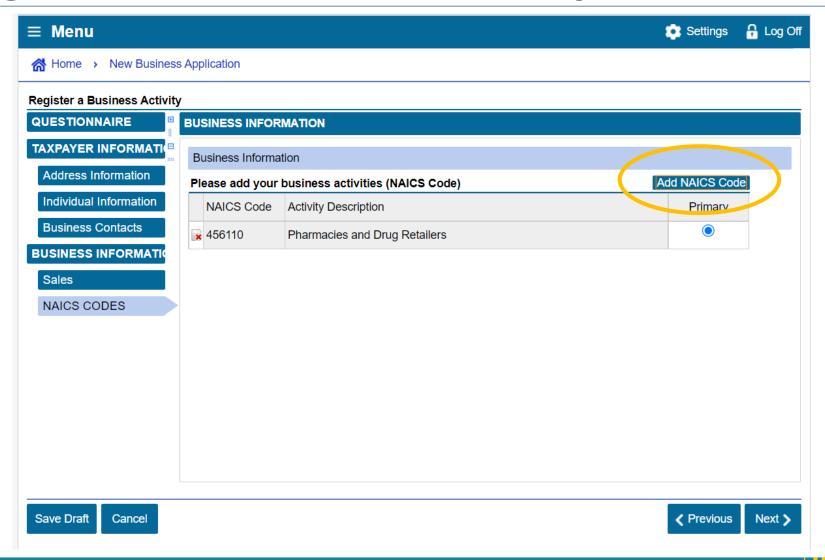






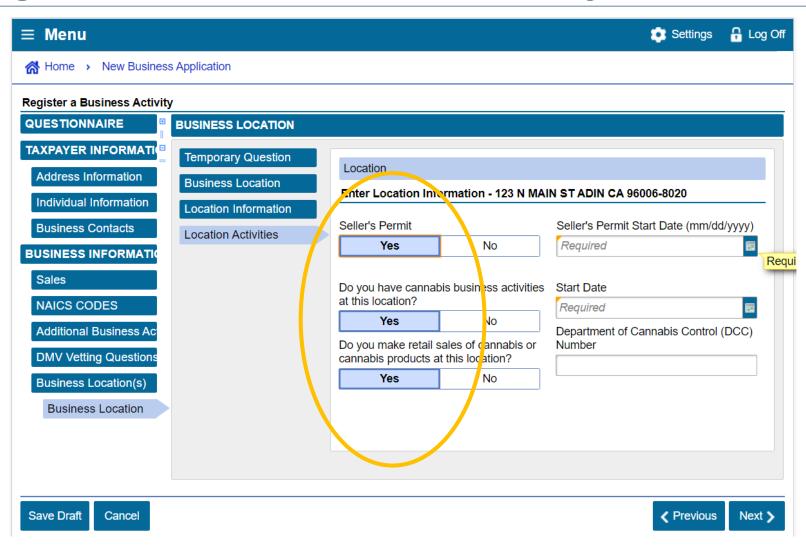


# Online Services Register a New Business Activity



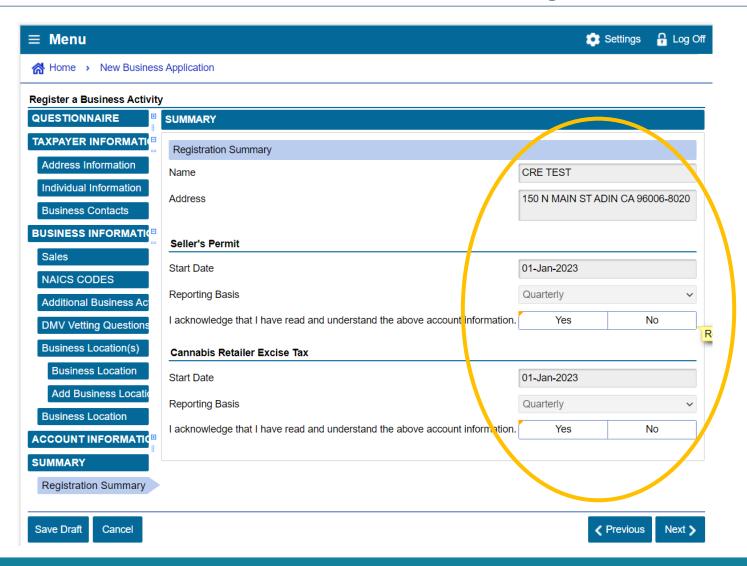


# Online Services Register a New Business Activity



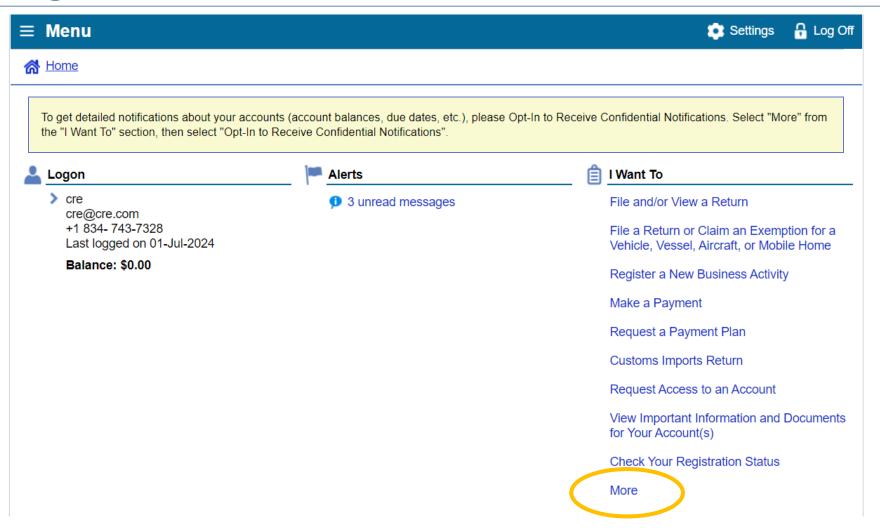


# Online Services Register a New Business Activity



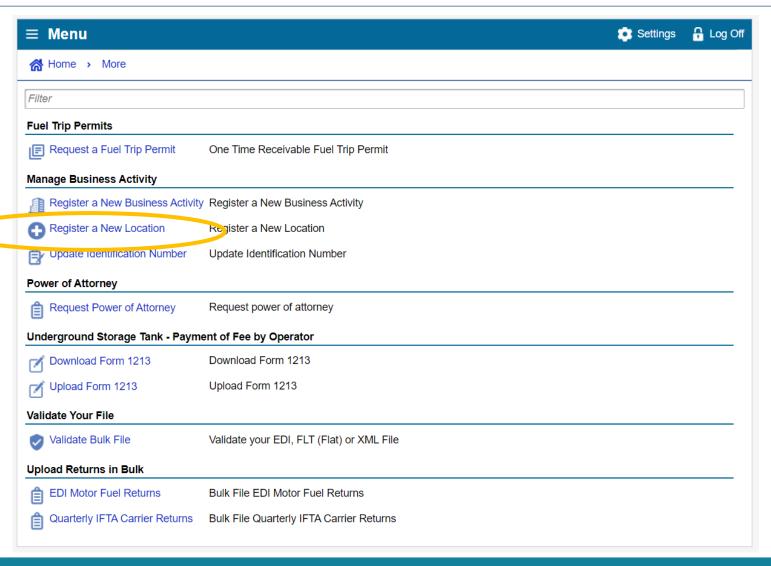


# Online Services Register a New Location



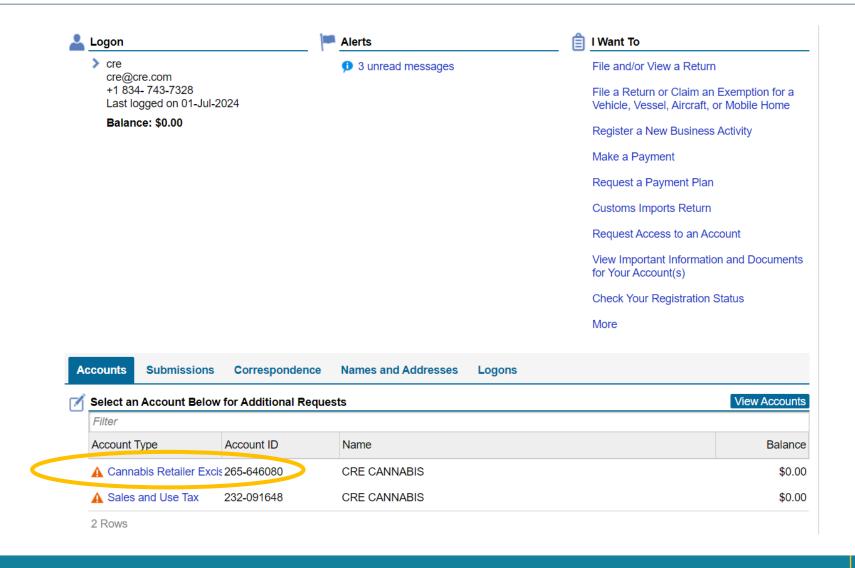


# Online Services Register a New Location



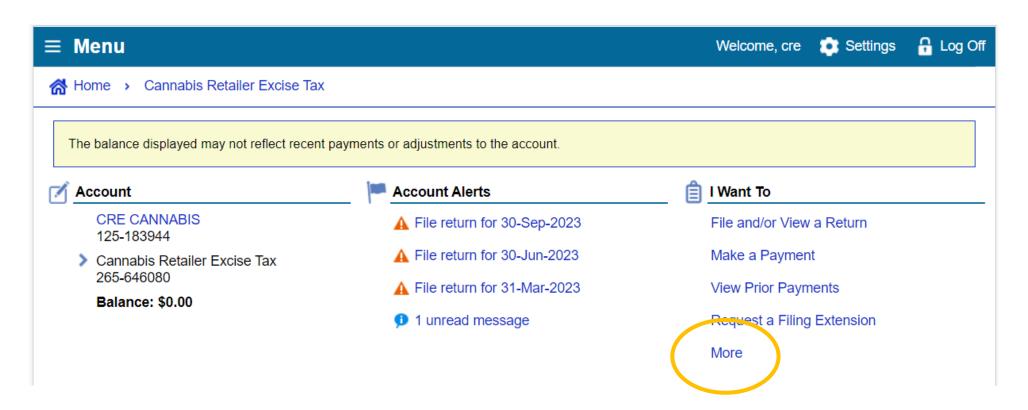


#### **Print Cannabis Retailer Excise Tax Permit**



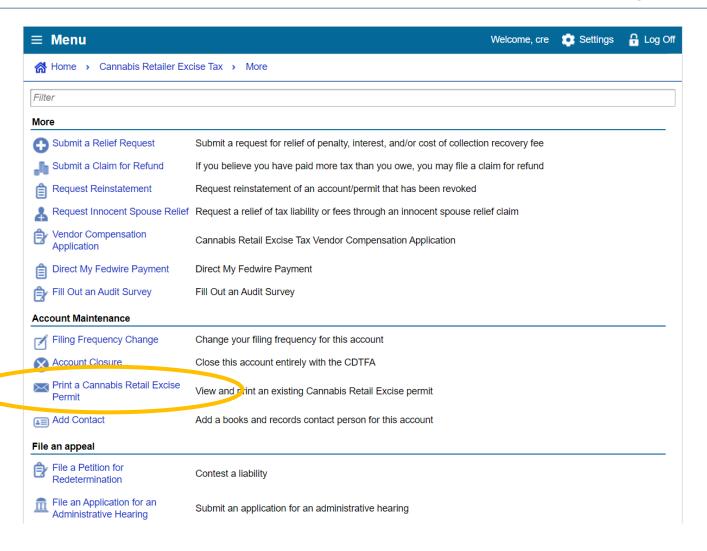


#### **Print Cannabis Retailer Excise Tax Permit**





### **Print Cannabis Retailer Excise Tax Permit**





### Online Services Print Cannabis Retailer Excise Tax Permit

(continued)

CALIFORNIA DEPARTMENT OF TAX AND FEE ADMINISTRATION		
CANNABIS RETAILER  PERMIT NUMBER  265646080 - 00001	EXCISE TAX	PERMIT
CRE CANNABIS 123 N MAIN ST ADIN CA 96006-8020		THIS PERMIT HAS BEEN ISSUED TO YOU UNDER SECTION 34014 OF THE CALIFORNIA REVENUE AND TAXATION CODE. PLEASE RETAIN THIS DOCUMENT FOR YOUR RECORDS.
THIS PERMIT IS VALID UNTIL REVOKED OR CANCELED AND IS NOT TRANSFERABLE.  FOR GENERAL TAX QUESTIONS, PLEASE CALL DUR CUSTOMER SERVICE CENTER AT 1-800-400-7115 (CRS:711).  FOR INFORMATION ON YOUR RIGHTS, CONTACT THE TAXPAYERS' RIGHTS ADVOCATE OFFICE AT 1-888-324-2798.  CDTFA-442-CRE (8-22)		
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#### A MESSAGE TO OUR PERMIT HOLDER

As a permittee, you have certain rights and responsibilities under the Cannabis Tax Law. For assistance, we offer the following resources:

- Our website at www.cdtfa.ca.gov.
- Our toll-free Customer Service Center at 1-800-400-7115 (CRS:711). Customer service representatives are available Monday through Friday from 7:30 a.m. to 5:00 p.m. (Pacific time), except state holidays.

As a permittee, you are expected to maintain the normal books and records of a prudent businessperson. You are required to maintain these books and records for no less than four years, and make them available for inspection by a California Department of Tax and Fee Administration (CDTFA) representative when requested.

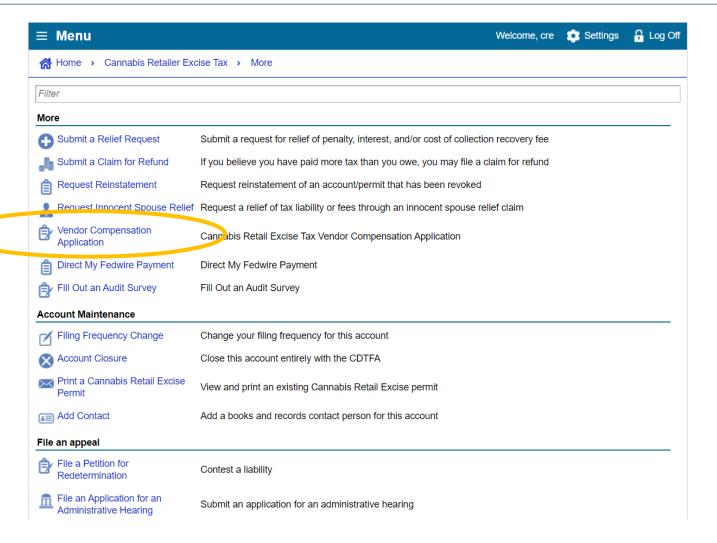
You must notify us if you are buying, selling, or discontinuing your business; adding or dropping a partner, officer, or member; or when you are moving. This permit is valid only for the owner specified on the permit. A person who obtains a permit and ceases to do business or never commenced business, shall surrender their permit by immediately notifying CDTFA in writing at this address: California Department of Tax and Fee Administration, Business Tax and Fee Division, P.O. Box 942879, Sacramento, CA 94279-0088. You may also surrender the permit to a CDTFA representative.

If you would like to know more about your rights as a taxpayer, or if you are unable to resolve an issue with CDTFA, please contact the Taxpayers' Rights Advocate Office for help by calling 1-888-324-2798 or by faxing 1-916-323-3319.

As authorized by law, information provided by an applicant for a permit may be disclosed to other government agencies.



### **Vendor Compensation Application**





Cancel

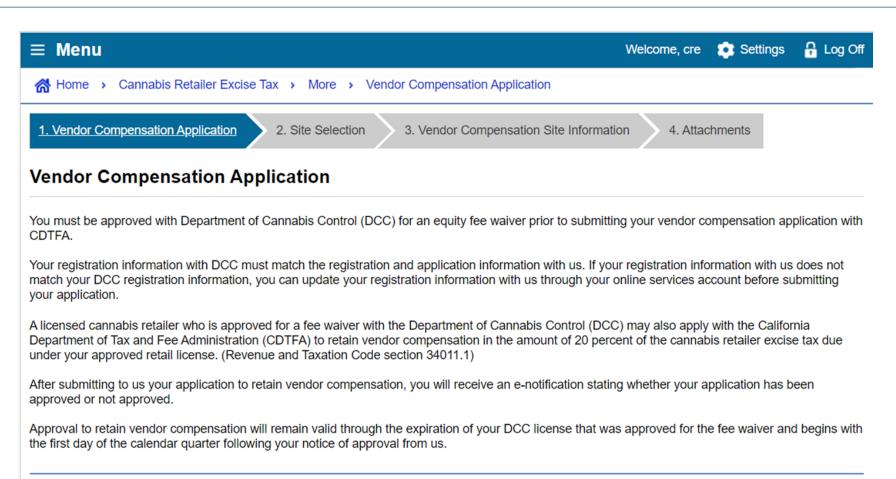
### **Online Services**

### **Vendor Compensation Application**

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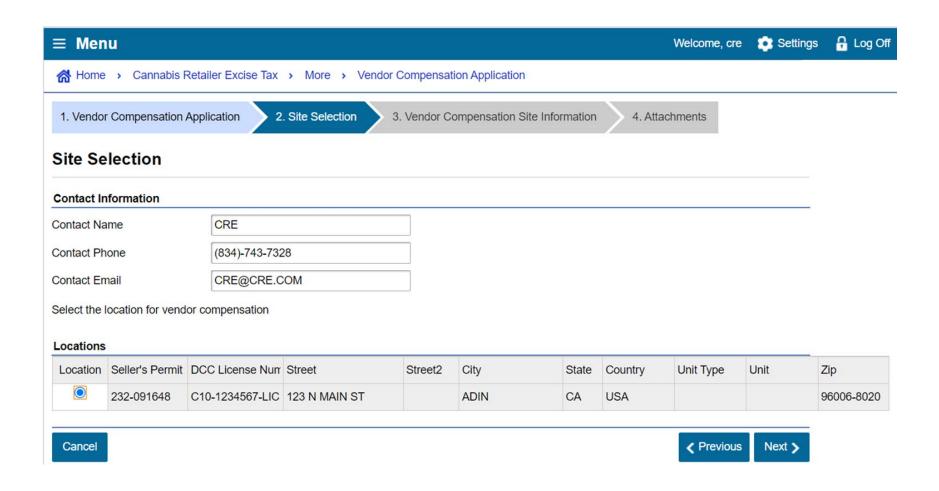
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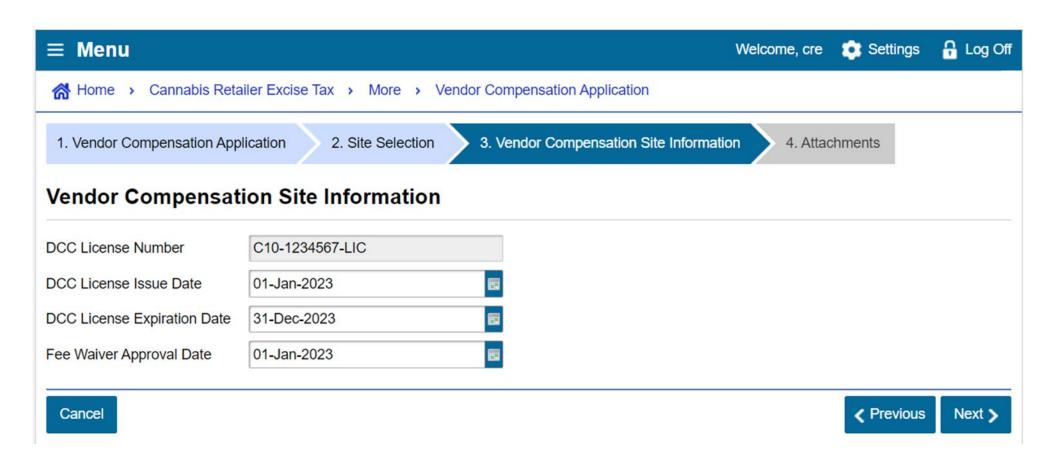


### Online Services Vendor Compensation Application



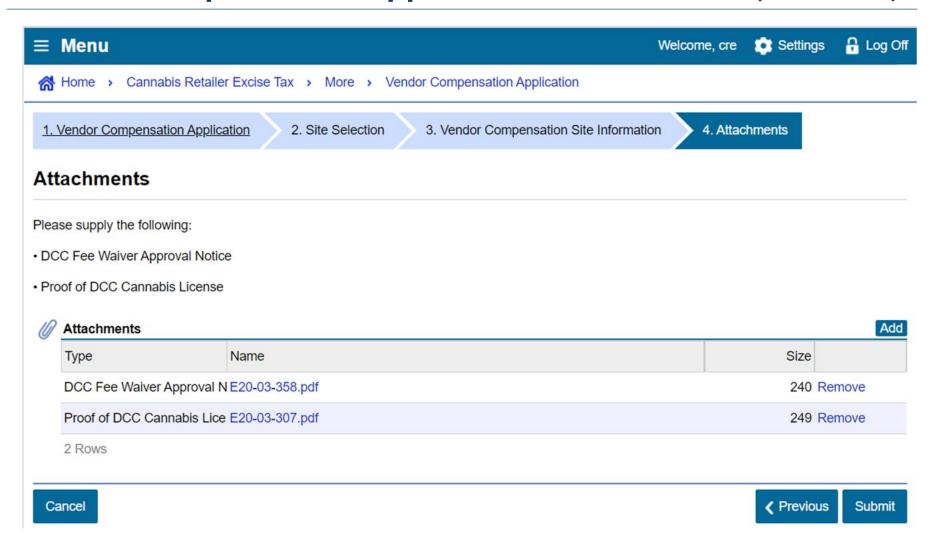


### Online Services Vendor Compensation Application





### **Vendor Compensation Application**

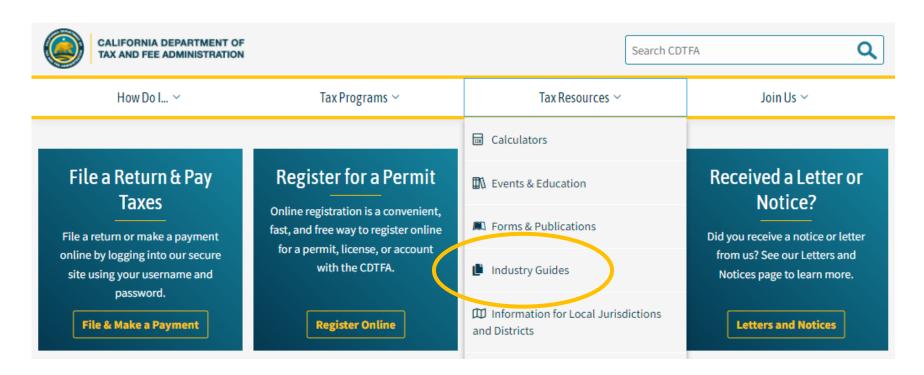




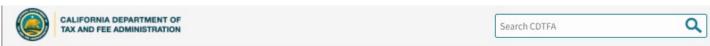
# Tax Guide for Cannabis Businesses

For more information, see our *Tax Guide for Cannabis Businesses* at:

www.cdtfa.ca.gov/industry/cannabis.htm.







How Do I... ∀ Tax Programs ∀ Tax Resources ∀ Join Us ∀

### Industry & Tax and Fee Guides



The California Department of Tax and Fee Administration's (CDTFA) Industry & Tax and Fee Guides are a one-stop-shop for owners and operators looking for relevant information on key tax and fee issues.

Each Industry Guide covers the most common industry issues, and includes links to relevant resources, all in a convenient tab-based format.

Each Tax and Fee Guide provides information regarding certain tax or fee topics.

These guides are a source of basic information that complement the CDTFA's many online publications, and are not a substitute for any applicable laws and regulations.

If you have any suggestions for improving these guides, please email them to us.

#### **Industry Guides**

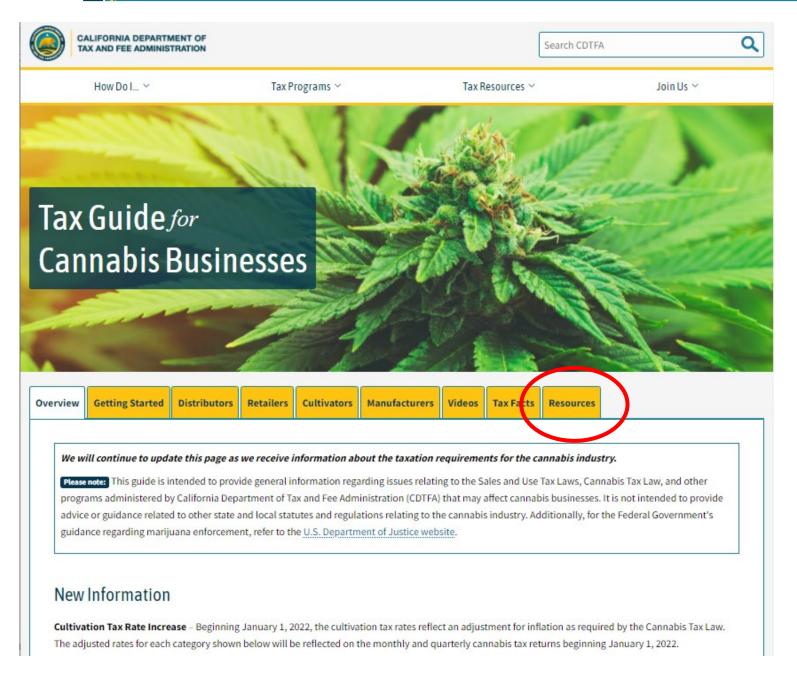
- Agricultural Industry (español)
- > Alteration or Tailoring
- Auto Repair Garages (español)
- Barbers and Beauty Shops
- > Post Distributors
- Cannabis Businesses

Caterers

#### Tax and Fee Guides

- Cigarette and Tobacco Products
- > Film & Television
- Lead-Acid Battery Fees
- Lumber Products
- Manufacturing and Research & Development Equipment Exemption (español)
   (中文)
- Marketplace Facilitator Act







### **Cannabis Regulations**

Regulation 3700, Cannabis Excise and Cultivation Taxes

Regulation 3702, California Cannabis Track-and-Trace

#### Other Regulations:

Regulation 1316, Exempt Uses of Fuel in a Motor Vehicle

Regulation 1431, Diesel Fuel Used on a Farm for Farming Purposes

Regulation 1533.1, Farm Equipment and Machinery

Regulation 1533.2, Diesel Fuel Used in Farming Activities or Food Processing

Regulation 1588, Seeds, Plants and Fertilizer

Regulation 1589, Containers and Labels

Regulation 1628, Transportation Charges

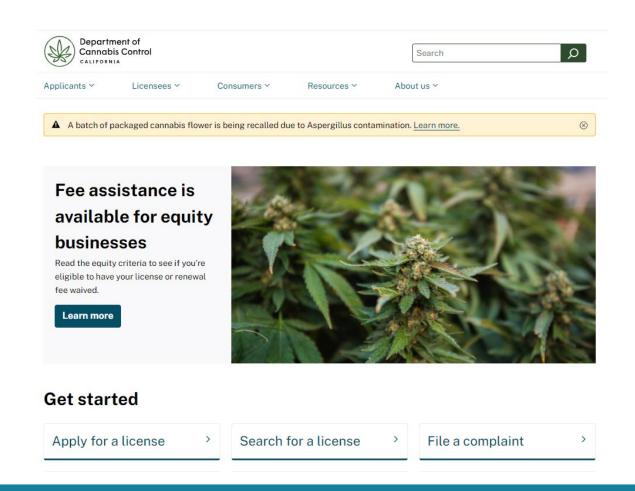
Regulation 1668, Sales for Resale

Regulation 1700, Reimbursement for Sales Tax



### **Department of Cannabis Control**

www.cannabis.ca.gov/





### **Customer Service Center**



Customer service representatives can walk you through your tax return or the registration process, as well as answer your general tax questions.

1-800-400-7115

CRS:711 for the hearing and speech impaired

Monday–Friday from 7:30 a.m. to 5:00 p.m. (Pacific time), except state holidays.

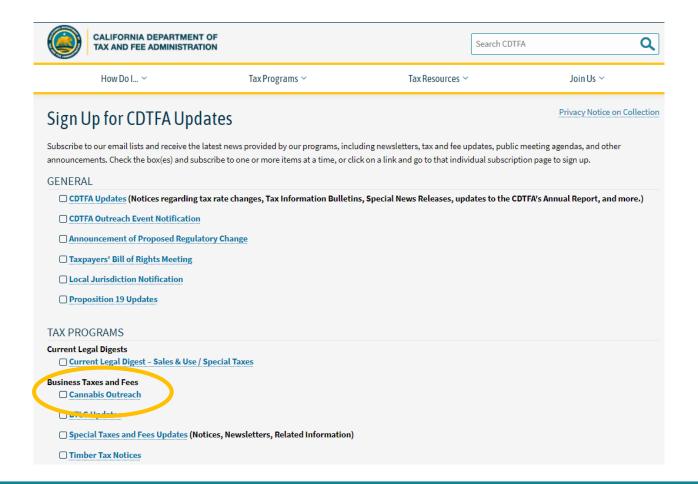


24-hour voice recordings on specific topics.



### Sign Up for CDTFA Updates

www.cdtfa.ca.gov/subscribe/





### **Taxpayers' Rights Advocate**

1-888-324-2798

If you are unable to resolve any tax issues through normal channels with CDTFA or if you would like more information regarding your rights, contact the Taxpayers' Rights Advocate Office at <a href="https://www.cdtfa.ca.gov/tra/.">www.cdtfa.ca.gov/tra/.</a>





### **Questions?**



# We wish you success in your business venture!