

2023

# TRAINING COURSE CATALOGUE

*Training Cannabis Businesses  
Since 2002*



**PATIENT FOCUSED CERTIFICATION**



a project of Americans for Safe Access Foundation

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# ABOUT US



## Americans for Safe Access

Advancing Legal Medical Cannabis Therapeutics

Founded in 2002, Americans for Safe Access (ASA) is a 501 (c) (3) nonprofit with mission of ensuring safe and legal access to cannabis for therapeutic use and research. ASAA was founded as a vehicle for patients to advocate for the acceptance of cannabis as medicine.

With over 150,000 active supporters in all 50 states, ASA is the largest national member-based organization of patients, medical professionals, scientists and concerned citizens promoting safe and legal access to cannabis for therapeutic use and research.

ASA works to overcome political, social, and legal barriers by creating policies that improve access to medical cannabis for patients and researchers through legislation, education, litigation, research, grassroots empowerment, advocacy and services for cannabis stakeholders.

*Patient Focused Certification Program (PFC) is a project of ASA. All proceeds go toward enhancing the program and furthering ASA's mission.*

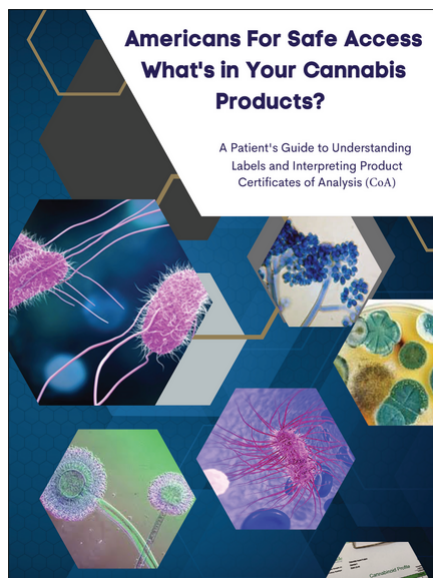
**EVERY PFC STUDENT RECEIVES AN ASA MEMBERSHIP**



# PATIENT FOCUSED CERTIFICATION TRAINING PROGRAM

## INTRODUCTION

**Americans for Safe Access (ASA)** helped create the medical cannabis market through the crafting and monitoring of state and local legislation and regulations. As a patient advocacy organization, product safety has been a top priority since our inception in 2002. As cannabis production moved away from smaller home-grows into commercial settings, ASA knew we had a responsibility to make sure that products were being created safely and that companies had the tools they needed to incorporate product safety standards into their business practices.



In 2008, ASA coordinated global experts including the American Herbal Products Association (AHPA), and the American Herbal Pharmacopoeia (AHP) to create product safety recommendations for growing, processing, testing, and distributing cannabis for human consumption. ASA's Patient Focused Cannabis (PFC) Program was created to turn these into standards that are transparent, globally recognized (ISO 17065 accredited), and attainable to all businesses along the cannabis supply chain. PFC offers training, consulting and certification services.



PFC trainings are available online and include disciplines in Cultivation, Manufacturing, Distribution, & Laboratory. The PFC training program prepares individuals for jobs in cannabis businesses with an understanding of required safety and operational protocols, while teaching them the basics of cannabis as medicine and common therapeutic uses of cannabis.



**Companies engaged in the PFC Certification program receive a 50% discount on all trainings for their staff and access to the PFC Staff Training Compliance Portal.**

# PFC TRAINING CERTIFICATES

## AVAILABLE DISCIPLINES



**CULTIVATION**



**LABORATORY**



**DISTRIBUTION**

**MANUFACTURING**



### STAFF



(minimum PFC requirements)

### STATE COMPLIANCE



(available in selective states)

### VERIFIED PROFESSIONAL



(management-level)

## STAFF TRAINING

5-6 Hours

### REQUIREMENTS

- No prerequisites required
- Attend the entirety of required courses
- Pass tests with a score of 70% or better

### COURSES

#### Core Cannabis Training

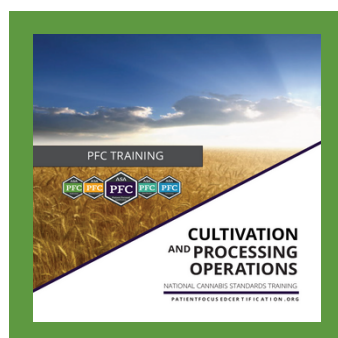
- Cannabinoids as Medicine
- Business Operations
- Understanding Cannabis Law

#### National Cannabis Standards Training (choose 1 or more)

- Dispensary or Distribution Operations
- Manufacturing, Packaging, Labeling & Holding Operations
- Cultivation and Processing Operations
- Laboratory Operations



Staff  
CERTIFICATION



# STATE COMPLIANCE CERTIFICATE

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## VERIFIED PROFESSIONAL TRAINING

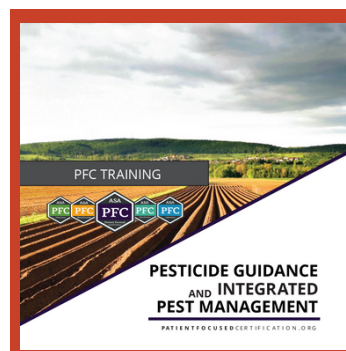
11 Hours

### REQUIREMENTS

- Completed PFC Staff Training Course
- Attend the entirety of required courses
- Pass tests with a score of 80% or better

### COURSES

- Pesticide Guidance & Integrated Pest Management
- Quality Control/Quality Assurance & Batch Sampling
- Advanced Endocannabinoid System
- Sustainable Cultivation
- Cannabis Extraction Safety
- Health & Sanitation



# CORE CANNABIS TRAINING COURSE DESCRIPTIONS

## CANNABINOIDS AS MEDICINE

An overview of the different cannabinoids and terpenes, how cannabinoids work in the body, the most current cannabinoid research, and the various cannabinoid-based pharmaceutical drugs currently available.

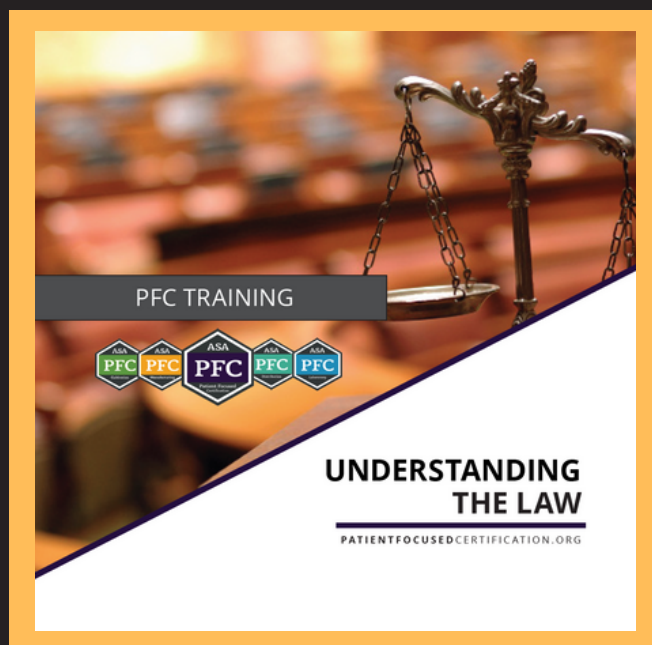
**2 Hours**



## UNDERSTANDING CANNABIS LAW

An overview of federal and state cannabis and hemp laws, the history of cannabis laws, and the conflict between state and federal laws.

**1 Hour**



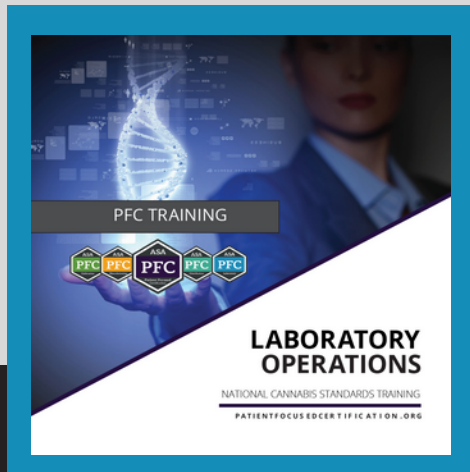
## BUSINESS OPERATIONS

How to deliver the best quality of care to customers, how to handle interactions with law enforcement, what to do in an emergency situation, and how to safely handle and store cannabis and hemp products

**2 Hours**



# NATIONAL CANNABIS STANDARDS TRAINING COURSE DESCRIPTIONS



## LABORATORY OPERATIONS

For those performing laboratory analysis of cannabis, hemp, cannabis-derived, and hemp-derived products. We examine good laboratory practices, facility security, sample handling and disposal, data management, personnel safety and hygiene, and reporting activities that may be unique to laboratories analyzing these types of products and matrices.

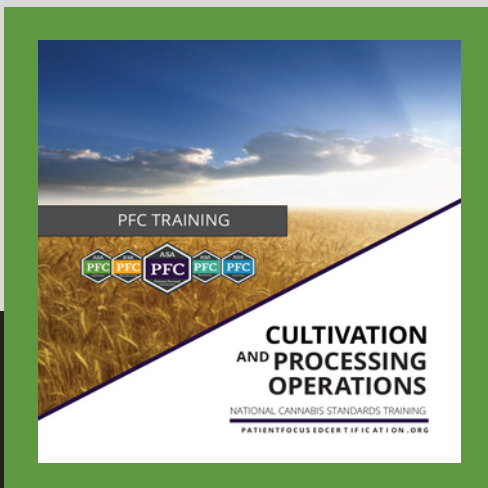
**2 Hours**



## DISTRIBUTION OPERATIONS

Learn to implement best management practices relating to the distribution of cannabis and cannabis-derived products directly through storefront operations, delivery services, direct-from-garden operations, and cultivation cooperatives. This course also discusses best management practices for hemp CBD distribution.

**2 Hours**



## CULTIVATION & PROCESSING OPERATIONS

Learn to implement good agricultural practices, including pesticide guidance, facility requirements, water resource management, recordkeeping, product safety recall systems, adverse event recording, and information disclosure.

**2 Hours**



## MANUFACTURING, PACKAGING, LABELING, & HOLDING OPERATIONS

For individuals engaged in the manufacturing of cannabis, hemp, and cannabis- and hemp-derived products. Learn to comply with Good Manufacturing Practice guidelines.

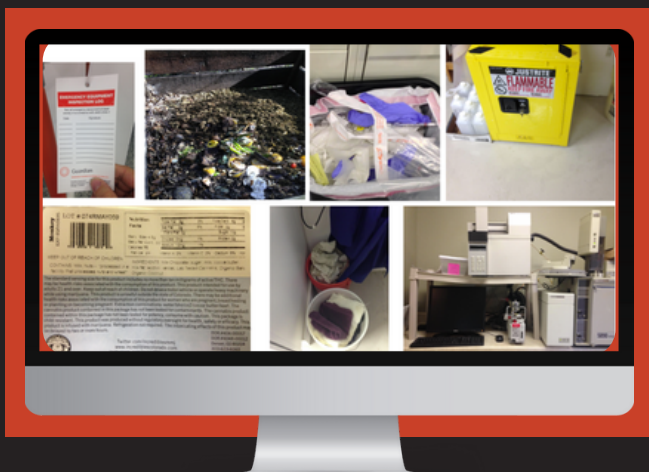
**4 Hours**

# VERIFIED PROFESSIONAL TRAINING COURSE DESCRIPTIONS

## SUSTAINABLE CULTIVATION

### 2 Hours

Recommended for cultivation managers. Designed to help cultivators reduce their impact on the environment, this course provides tools for reducing the carbon footprint of cultivation operations as well as information on the use, reuse, and recycling of mediums. We also discuss appropriate nutrient use, environmental consequences of using mined and imported materials, and the proper storage of chemicals. Water source development, use, storage, and reduction techniques are also addressed in this course, as is the proper tracking of materials used during the cultivation process.



## EXTRACTION SAFETY

### 2 Hours

Recommended for laboratory operations managers. This course provides a comprehensive review of current methodologies and best practices in the extraction and processing of cannabis and hemp. Participants will learn the latest developments in extraction and analysis technologies, receive guidance on meeting standards and complying with regulations, and understand how to operate safely.

## HEALTH & SANITATION

### 1 Hour

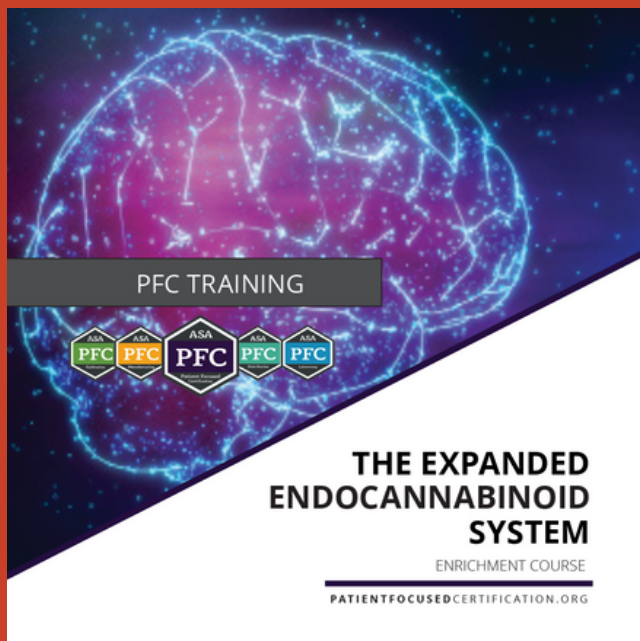
This training provides information on general types of cleaning, personal hygiene, measures such as social distancing, and guides students through the differences between general cleaning, sanitation, and sterilization. The training includes a review of the different types of personal protective equipment, when and how they should be used what to do in the event of a public health emergency.



## ADVANCED ENDOCANNABINOID SYSTEM

### 2 Hours

Recommended for people working in manufacturing and laboratory operations, as well as in marketing, education, product development, and health care. We cover how cannabinoids (e.g., THC, CBD) and other constituents of cannabis work in the human body by stimulating the body's internal cannabinoid system and provides an in-depth look at the current state of related research.



## QUALITY ASSURANCE/QUALITY CONTROL & BATCH SAMPLING

### 2 Hours

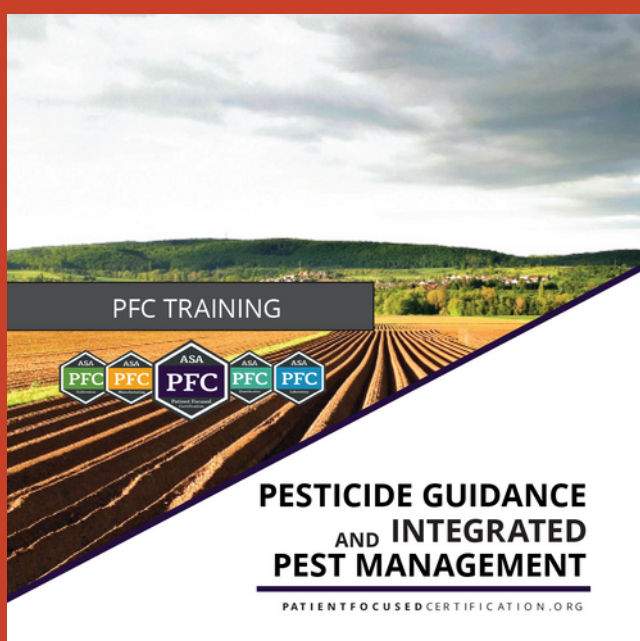
Recommended for management-level employees of cannabis and hemp businesses. How to develop and implement quality assurance (QA) and quality control (QC) systems, including method validation and good manufacturing practices as they relate to QA/QC topics. Additionally, we explore representative sampling techniques and how to apply them to cultivation, processing, and manufacturing operations to ensure consistent product quality as well as accurate labeling.



## PESTICIDE GUIDANCE & INTEGRATED PEST MANAGEMENT

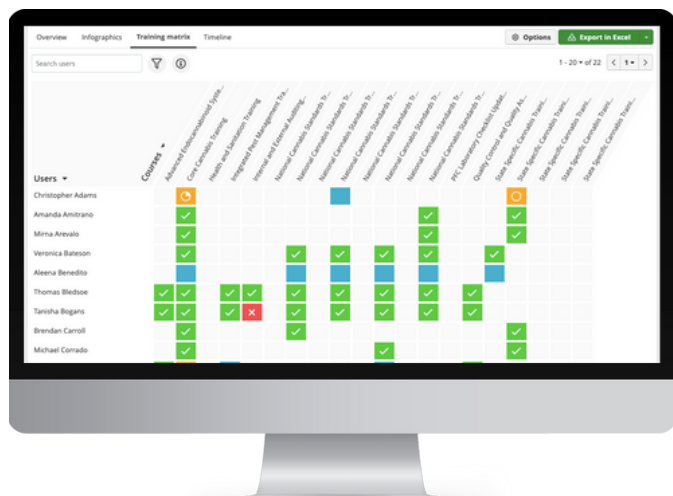
### 2 Hours

Highly recommended for all cultivation and processing managers. We offer specialized education pertaining to pesticides, properly reading pesticide labels, the importance and function of tolerance thresholds, major chemical families, restricted-entry intervals (REI), and personal protective equipment (PPE) as well as employee safety and employer responsibilities. Students will also learn the key components to developing a successful Integrated Pest Management (IPM) program.



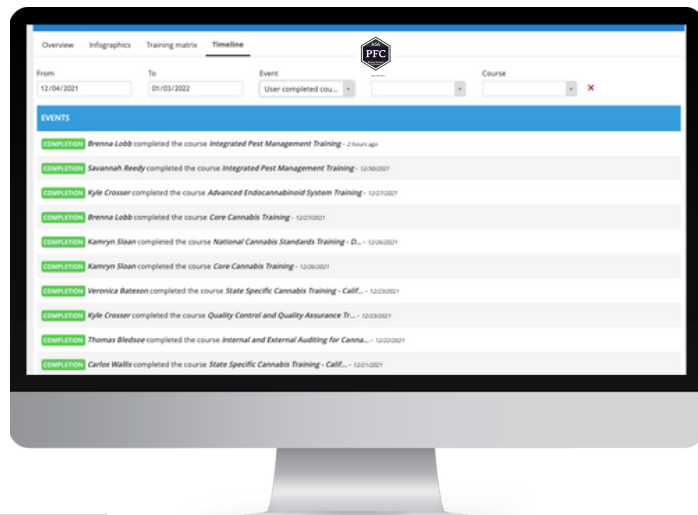
## PFC STAFF TRAINING COMPLIANCE PORTAL

The PFC Staff Training Compliance Portal (STCP) allows managers to quickly monitor completion of courses and certificates of staff. STCP also makes training audits a breeze. Just a couple clicks and you can provide regulators proof of your compliance. This service is available by monthly subscription for \$100 a month or \$1,000 annually.



*The STCP can generate reports on staff training status & will alert management when certificates expire or additional staff training is required.*

*Companies enrolled in the PFC Certification program receive a 50% discount on all trainings for their staff & free subscription to the STCP!*



## CUSTOMIZE PFC TRAININGS FOR STAFF & MANAGEMENT

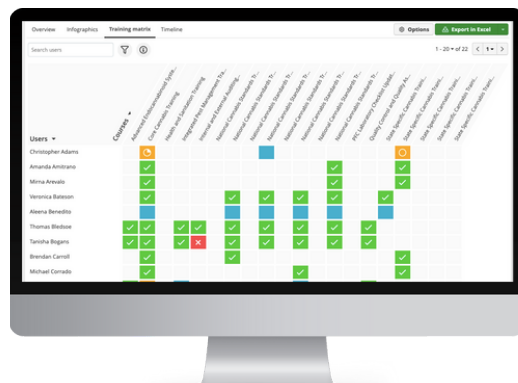
PFC staff can work with companies utilizing the STCP service to customize staff and management courses with current PFC training curriculum or by developing new trainings such as state specific trainings or company specific protocols.

**PRICING WILL VARY BY REQUEST**



## PFC STAFF TRAINING COMPLIANCE PORTAL (STCP)

This tool can be utilized by regulators to verify that companies are in compliance with mandatory staff training requirements or as a verification tool before issuing cannabis staff authorizations. PFC can work with regulators to integrate this tool into existing Standard Operating Procedures (SOP).



## PFC STANDARDS

These comprehensive standards serve as a tool, to be used in sections or in whole, for the sensible regulation of the cannabis and hemp supply chain. The PFC Standards inform cannabis and hemp regulations from plant propagation to product sale. Local and state governments have increasingly utilized these guidelines as the foundation for sensible regulatory development.

**PFC is the verified training vendor for multiple states!**

## AUDITOR TRAINING

This training course will give department auditors the tools they need for auditing cannabis operations including: how to assess an operation site, administer checklists, document reviews, hone the organizational techniques writing a final audit report, & familiarize themselves with guidelines for conduct. PFC staff can assist with onsite training as well.



Available for Cultivation, Manufacturing, Distribution, & Laboratory Operations

## THIRD-PARTY CERTIFICATION

The PFC's seal of approval confirms that cannabis operations are compliant with all local and state laws and regulations as well as PFC Standards. By mandating PFC certification for qualifying businesses, government and regulatory agencies can reduce the oversight burden and cost of implementing cannabis and hemp programs.

**PFC is ISO 17065 Accredited Certification qualifies as GMP equivalent in multiple states!**



## ADDITIONAL SERVICES AVAILABLE

- Job Description & Qualifications for Auditors
- Auditor Compliance Checklists
- Program Staffing & Budget Requirements
- Staff Training

# REVIEW BOARD



**PFC Standards are developed by the PFC Review Board; combining local laws and regulations with APHA's Recommendations for Regulators for Cannabis and Hemp, AHP's Cannabis Monograph, the Code of Federal Regulations for Dietary Supplements, Food Safety, Good Manufacturing Practices (GMP), Good Laboratory Practices (GLP), and Good Agricultural Practices (GAP).**

patientfocusedcertification.org/pfc-review-board



**Antonio Frazier**  
Interim PFC Director



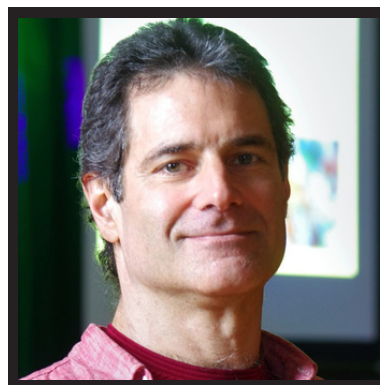
**Steph Sherer**  
ASA Board Member



**Don Duncan**  
Board Member



**Holly Johnson**  
Board Member



**Todd Dalotto**  
Board Member



**Eric Strong**  
Board Member



**Chris Day**  
Board Member

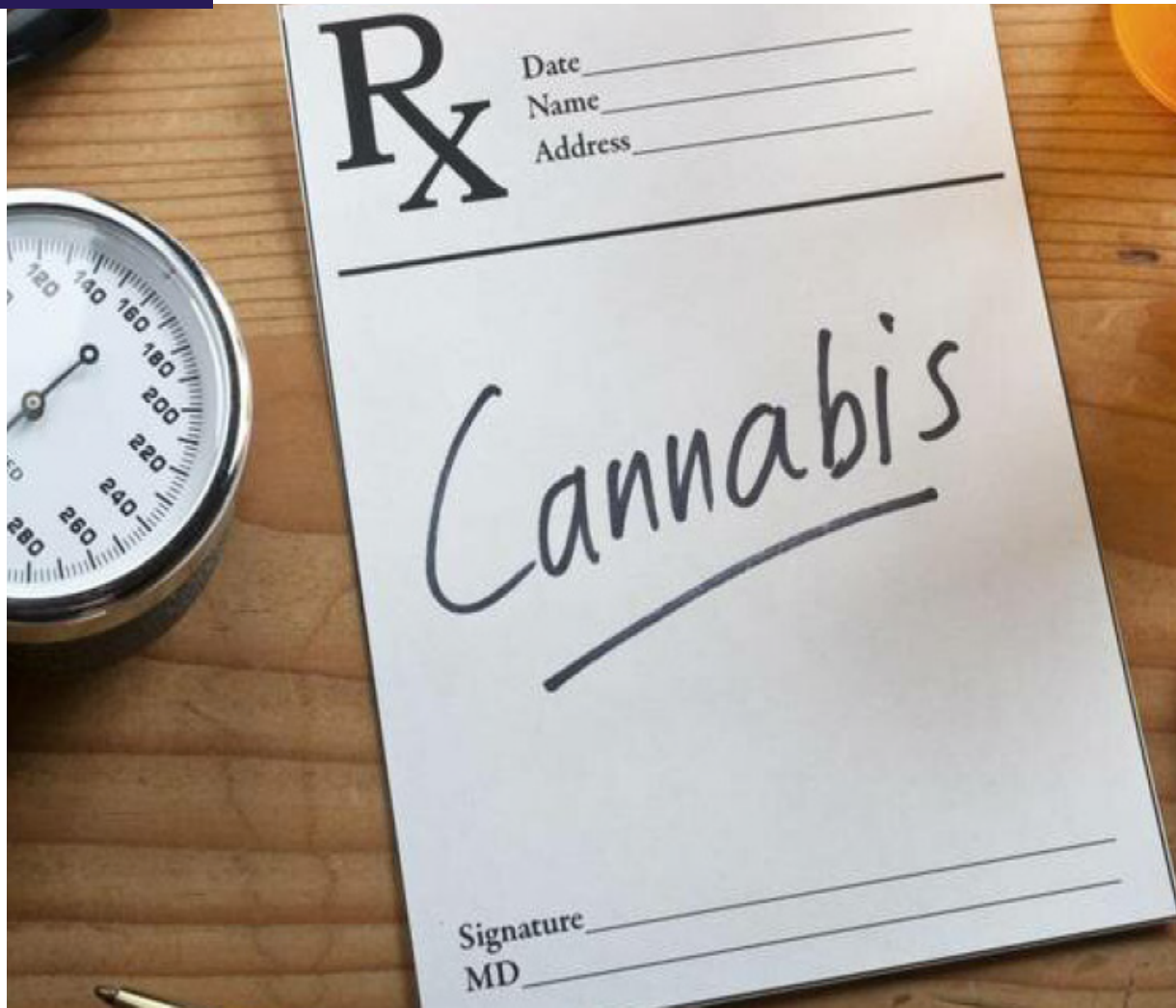


**Deborah Miran**  
Board Member



**Elan Sudberg**  
Board Member

# THANK YOU



**Americans for  
Safe Access**

Advancing Legal Medical Cannabis Therapeutics

## CONTACT US

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