

Border Boom: Missouri Cannabis Store Thrives Near Arkansas, Sparks Revenue Debate

Nestled near the Arkansas border, Flora Farms Stateline Dispensary has quickly become a bustling hotspot since its opening on January 5. Situated just a third of a mile from Arkansas, this dispensary has attracted attention for its unique location and booming business.

Booming Business

On any given Sunday afternoon, the drive-thru line at Flora Farms wraps around the building, with about 20 cars parked out front. Inside, budtenders at 14 registers work tirelessly to keep up with the rush of customers. Despite the constant flow of visitors, inventory manager Valerie Mattingly notes that this is just a typical day, indicating the dispensary's consistent popularity.

Missouri's Revenue Gold Rush

Flora Farms Stateline Dispensary has quickly become one of the highest revenue-generating dispensaries in Missouri. Company president Mark Hendren attributes this success to the dispensary's strategic location near the Arkansas border, which allows it to draw customers from both states.

Arkansas Advantage

While the Missouri side near the dispensary offers limited population, Arkansas boasts a network of rapidly growing cities within a short drive. Bella Vista, Bentonville, Rogers, Fayetteville, and Springdale are all within a 20 to 30-minute drive, making the dispensary easily accessible to a large customer base.

Tax Revenue Tug-of-War

Despite its proximity to Jane, Missouri, the dispensary is located in an unincorporated area, which means Jane does not benefit from the sales tax revenue. Efforts to annex the area for tax revenue have faced challenges in the past, similar to Walmart's successful efforts to prevent annexation of its location.

Flora Farms' Growth Story

Flora Farms started with just five employees and has now grown to about 320 employees. The company operates three cultivation licenses in Humansville, making it one of the largest cultivators in the state. In addition to the Stateline location, Flora Farms has dispensaries in Humansville, Springfield, Ozark, Lee's Summit, and soon, Hollister.

Community Impact and Considerations

Local officials in Jane, Missouri, where the dispensary is located, have discussed the potential benefits of annexation for tax revenue. However, challenges remain in terms of offering necessary services and the cost involved.

Future Prospects and Challenges

Voluntary annexation by the town of Jane has not yet been pursued. Local leaders are considering the potential benefits and challenges before making any decisions. Despite these considerations, Flora Farms Stateline Dispensary continues to thrive, serving as a testament to the success of the cannabis industry in the region.

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