



**CITY OF OAKLAND
Economic and Workforce Development Department**

CANNABIS EQUITY STAKEHOLDER MONTHLY MEETING

March 12, 2024

1:00-2:00 PM

Please click the link below to join the webinar:

<https://us02web.zoom.us/j/81861688101>

Or Dial

+1 669 444 9171 US

+1 669 900 9128 US (San Jose)

Webinar ID: 818 6168 8101

Purpose of Meeting

Share updates regarding the City of Oakland’s programs for cannabis equity operators and maintain an ongoing feedback loop between equity operators, City staff, and City consultants to improve these programs.

PROPOSED AGENDA

- I. Welcome
- II. Forthcoming \$3 Million Cannabis Equity Grant from the Governor’s Office of Business and Economic Development (“Go-Biz 5 Grant”)
 - a. Review 2024 Equity Applicant Survey
 - b. Proposed Use of Go-Biz 5 Funds

Table i: Proposed Use of Go-Biz 5 Grant Funds

Proposed Use	Amount of Funds
A. Grants to Operators for Start-Up and Ongoing Costs	\$2,851,952.50
B. Half of a Program Analyst III	\$148,047.50
TOTAL	\$3,000,000

- III. Draft Regulations re the Approval Process for Transferring Permits
 - a. See attached draft regulations for public review and feedback.

IV. Update re Converting Loans to Grant

- a. Conversion agreement final but still finalizing process with Finance Department. Our office anticipates launching the program later this month. Stay tuned for an email announcement.

V. Updates re Grant and Loan Programs

- a. Currently only [Get Your Annual State License Grants](#) available.
- b. Updates always available here: <https://www.oaklandca.gov/services/elevate-impact-oakland-loan-grant-progam>

VI. **Contact Information**

- a. Greg Minor, gminor@oaklandca.gov
- b. Technical assistance: OaklandEquity@oaksterdamuniversity.com
- c. Legal Assistance: <https://www.knoxrosslaw.com/equity>

2024 ADDENDUM
TO ADMINISTRATIVE REGULATIONS AND PERFORMANCE STANDARDS
FOR CITY OF OAKLAND CANNABIS OPERATORS

Last Updated January 29, 2024

I. Introduction

On December 5, 2023 the Oakland City Council adopted [Ordinance No. 13775 C.M.S.](#), which amended Oakland Municipal Code 5.80 and 5.81 to allow an Equity Applicant to transfer their local authorization status or permit to a General Applicant one year after receipt of a cannabis permit or three years after submitting a cannabis permit application, whichever occurs first.

Furthermore, [Ordinance No. 13775 C.M.S.](#) authorized the City Administrator to develop regulations to implement the transfer approval process. Accordingly, below please find the City of Oakland's (City's) regulations on transfer approvals; please note that to the extent there is any conflict between this addendum and [the City's current Cannabis Operator Regulations](#), namely Section G. Transfer of Permits, this addendum supersedes the existing Cannabis Operator Regulations.

II. Transfer Approval Process

1. The City of Oakland may approve the transfer of an Equity Applicant's cannabis permit or local authorization status to a General Applicant after the transferor and transferee complete the following:

- a. Submit a complete transfer request form to the Special Activity Permits Division.
The completed form shall include the name and contact information of the proposed transferee, the terms the transaction between the transferor and transferee, and a completed LiveScan background check for transferee's board members, partners and managers.
 - b. Provide proof of current compliance with the Oakland Fire Code as demonstrated via a Fire Inspection Report from the Oakland Fire Department from within the last thirty (30) days.
 - c. Provide a current business tax certificate for the dispensary's business entity.
 - d. Confirm that either one year has passed since the transferor received their cannabis permit or three years have passed since they submitted their cannabis permit application.
2. Other than equity ownership commitments, transferees that obtain dispensary permits that were selected through a competitive (scored) process must satisfy all commitments made by the transferor in their initial dispensary permit application, such as commitments to sell equity products, purchase products from Oakland equity distributors and cultivators, and local hiring.
 3. If the transferor has an outstanding loan from the City of Oakland, the loan must be repaid in full.

2024 Oakland Equity Applicant Survey

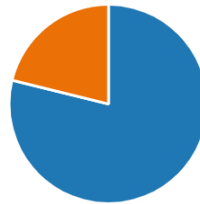
52
Responses

85:10
Average time to complete

Active
Status

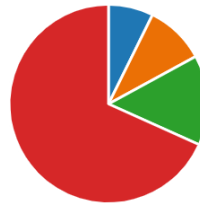
1. Are you currently operating?

- Yes 41
- No 11



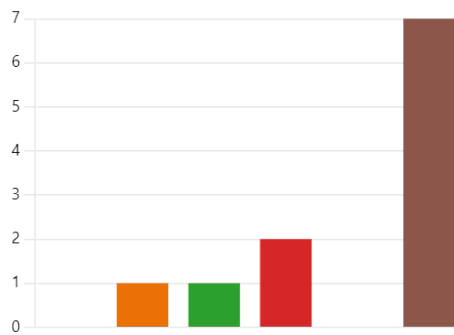
2. How long have you been operating?

- 0-6 months 3
- 7-12 months 4
- 1-2 years 6
- More than 2 years 28



3. Please select the top reason why you are not operating. If you select "Other," please explain.

- Incubation period ended and co... 0
- Build-out was too expensive. 1
- It took too long to generate rev... 1
- Burglaries 2
- Negative incubation experience. 0
- Other 7



4. How many individuals do you currently employ? For this question, an employee is someone who works at least 35 hours a week.

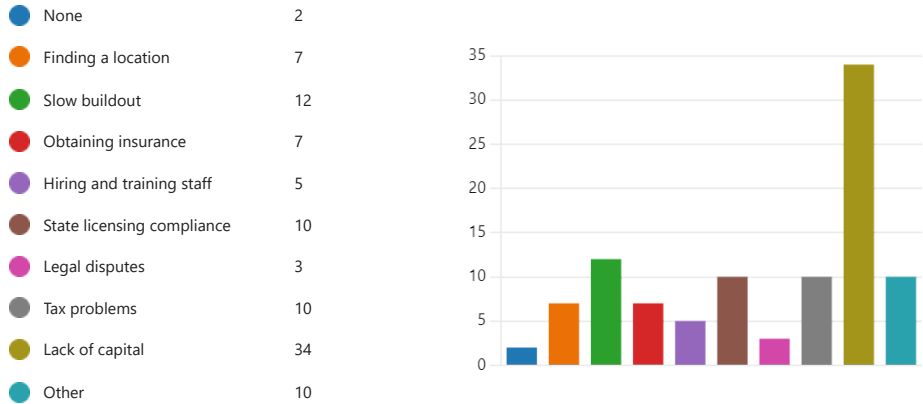
- None. I run my business by mys... 30
- 1-2 4
- 3-5 5
- 6-10 0
- More than 10 2



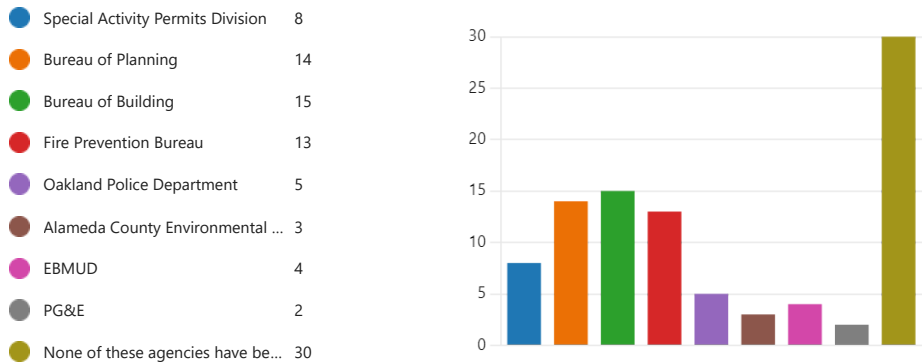
5. Have you added or reduced staff in the last 12 months?



6. What barriers are you encountering as you establish a compliant cannabis business (please select all that apply)? If you select "Other," please explain.



7. Which of the following City departments/outside agencies have been a barrier as you establish your business? Please select all that apply.

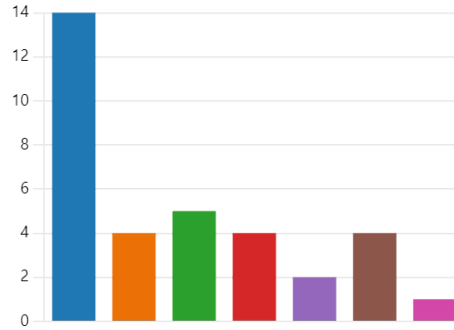


8. Has your business or staff experienced any burglaries or robberies?



9. How much have burglaries/robberies cost your business financially?

● Less than \$10,000	14
● \$10,001-\$25,000	4
● \$25,001-\$50,000	5
● \$50,001-\$75,000	4
● \$75,001-\$100,000	2
● \$100,001-\$200,000	4
● More than \$200,000	1



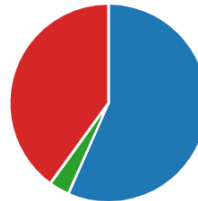
10. After the burglary/robbery, did your business do any of the following? Please select all that apply and please describe if you select "other."

● File a police report	26
● Apply for the City of Oakland's ...	9
● Other	6



11. After the burglary/robbery, did your business file an insurance claim, and if so, did your business receive a payout from your insurance company?

● No, our business did not file an ...	17
● Yes, our business filed a claim a...	0
● Yes, our business filed a claim a...	1
● Our business filed a claim but re...	12



12. Can you please explain why you did not file an insurance claim?

17 Responses

Latest Responses

13. Please rate your business' future outlook.

● Very promising	6
● Promising	16
● Neutral	17
● Negative	8
● Very Negative	5



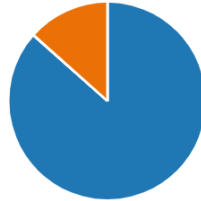
14. Now that the City Council has approved equity applicants transferring their permits to general applicants, do you plan on selling your business and transferring your permit(s) to another business?

Yes	3
I have not decided	14
I am considering the option	13
No	20
Other	2



15. Have you received a grant or loan from the City of Oakland?

Yes	45
No	7



16. What impact did receiving funding from the City have on your business?

The funding allowed our busine...	7
The funding allowed our busine...	32
The funding had no noticeable i...	1
Other	5



17. Have you received a loan from the City of Oakland?

Yes	30
No	15



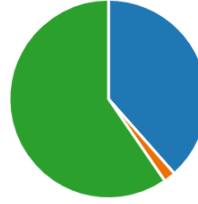
18. Now that the City Council has authorized equity applicants converting unpaid loans into grants, do you plan on converting any of your outstanding loan balance into a grant? Please note any loan amount that is converted to a grant will reduce your future grant eligibility by that amount.

Yes	21
No	9



19. How do you recommend that the City provide capital to operators: grants, interest-free revolving loans, or both? Please note that while loans must be repaid, loans are not taxable and loan repayments provide future funds for equity applicants. On the other hand, grants need not be repaid, but they are taxable and provide no future funds to equity applicants.

- Grants only 20
- Interest-free revolving loans only 1
- Both grants and interest-free re... 31



20. The City is looking for strategies to streamline grant/loan processing going forward and ensure funds are used most effectively. By clicking on the up or down arrows, please prioritize the below options for funding (1=top priority for funding; 6=lowest priority).



21. What strategies do you recommend for streamlining loan/grant funding going forward?

52 Responses

Latest Responses

"Less processes "

"Keep using the online system for us to use to submit applications and track ...

"Have monthly mandatory accountability meetings, making sure that everyt...

22. Have you utilized Knox and Ross, the City's legal assistance provider for equity applicants?

- Yes 29
- No 23



23. How would you rank Knox and Ross' services?

- Very helpful 18
- Somewhat helpful 5
- Neither helpful nor unhelpful 2
- Somewhat unhelpful 1
- Very unhelpful 3



24. Do you have any comments or suggestions regarding Knox and Ross?

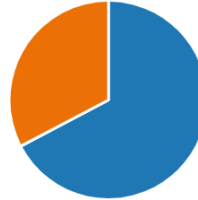
18
Responses

Latest Responses

"I am currently working with Knox and Ross to recover payments from the b..."
"Record more content "

25. Have you utilized Oaksterdam University, the City's free technical assistance provider for equity applicants?

● Yes	35
● No	17



26. How would you rank Oaksterdam University's services?

● Very helpful	16
● Somewhat helpful	8
● Neither helpful nor unhelpful	3
● Somewhat unhelpful	6
● Very unhelpful	2



27. Do you have any comments or suggestions regarding Oaksterdam University?

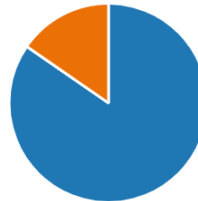
35
Responses

Latest Responses

"This is a great partnership!"
"not sure exactly how they can help me or who is working with that team to ..."

28. Have you utilized Elevate Impact, the administrator of the City's loan and grant programs for equity applicants?

● Yes	44
● No	8



29. How would you rank Elevate Impact's services?

● Very helpful	16
● Somewhat helpful	11
● Neither helpful nor unhelpful	3
● Somewhat unhelpful	5
● Very unhelpful	9



30. Do you have any comments or suggestions regarding Elevate Impact?

31
Responses

Latest Responses

"To be more responsive."

"They were helpful, entire team was reachable and always willing to help! "

"Great Program "

31. How can the City of Oakland better support your business?

41
Responses

Latest Responses

"Assist EA's with connecting with reputable business partners."

"keep up the good work! I appreciate you Oakland "

"Marketing opportunities "

32. What else would you like to say about operating a cannabis business in Oakland?

41
Responses

Latest Responses

"I think it's a great program, I just need to get more looped in."

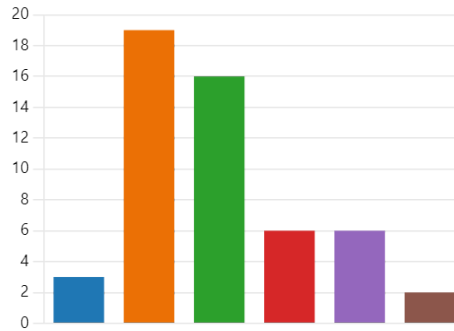
"It's easy to navigate thanks to the support that we have from the City of Oa..."

"It's been long and hard but I love my business."

33. Please select your age or the average age of your business' partners/owners/board members.

- 21-30
- 31-40
- 41-50
- 51-60
- Over 60
- Decline to state

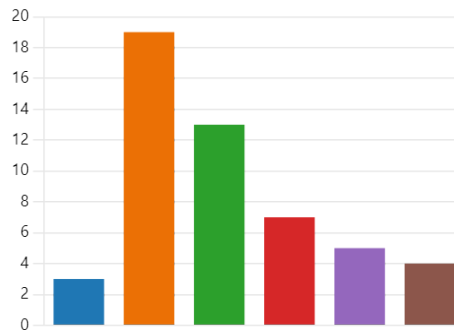
3
19
16
6
6
2



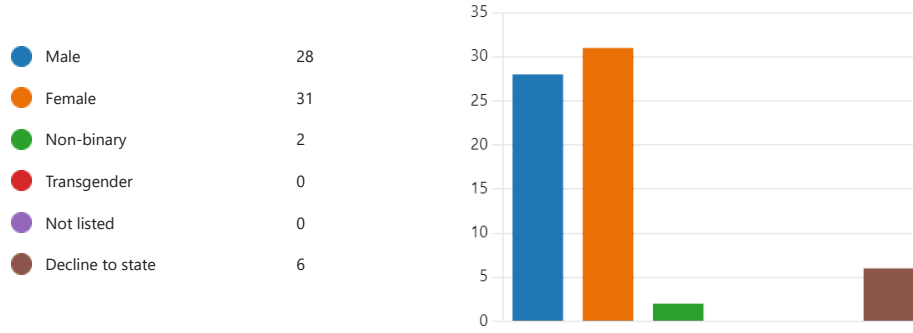
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- 21-30
- 31-40
- 41-50
- 51-60
- Over 60
- Decline to state

3
19
13
7
5
4



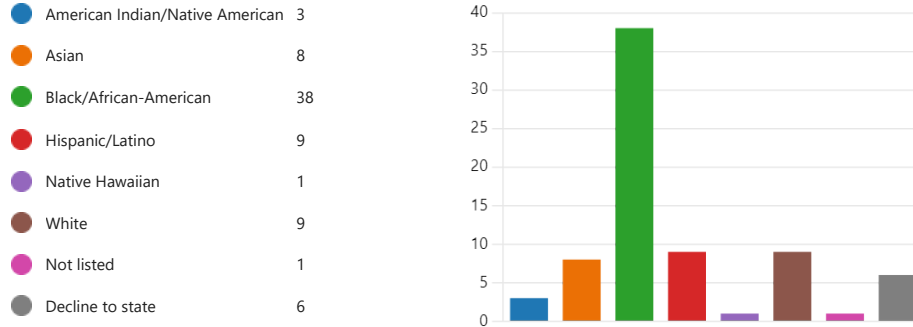
35. Please select all gender options below that represent your business' owners/partners/board members.



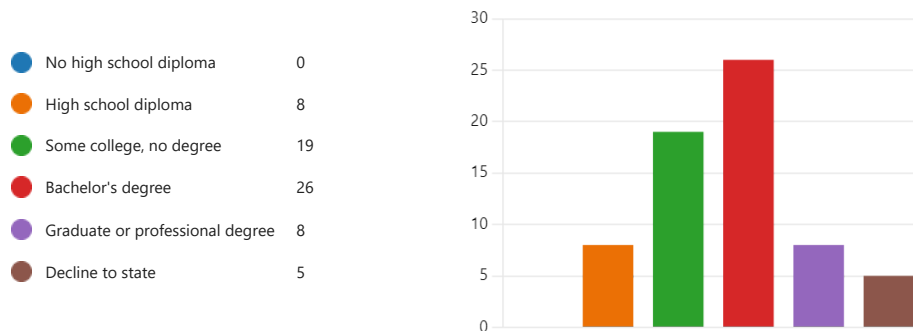
36. Please select all sexual orientation options below that represent your business' owners/partners/board members.



37. Please select all race and ethnicity options below that represent all of your business' owners/partners/board members.



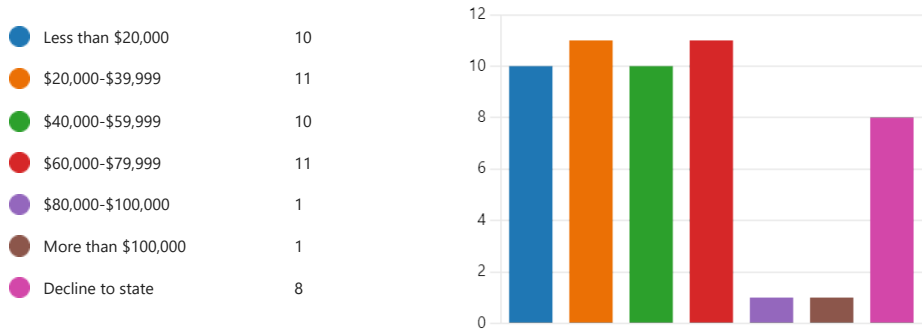
38. Please select the level(s) of education that represent(s) all of your business' owners/partners/board members.



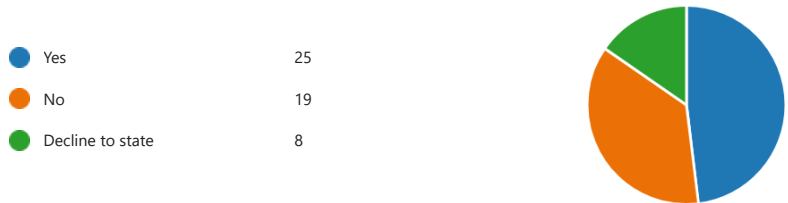
39. Does one or more of your business' owners/partners/board members have a disability?



40. Please select the annual personal income level(s) that represent(s) all of your business' owners/partners/board members.



41. Has any owner/partner/board member of your business or any immediate family members (parent, sibling, spouse, child) been convicted of or incarcerated for any cannabis related charges?



42. Has any of your business owners/partners/board members served or are currently active in the military?

