



CITY OF OAKLAND
Economic and Workforce Development Department

CANNABIS EQUITY STAKEHOLDER MONTHLY MEETING

Proposed Agenda

August 15, 2023

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.

Public Participation Instructions

TO OBSERVE:

- To observe the meeting by video conference, please click the link below to join the webinar: <https://us02web.zoom.us/j/88177607819>
- To listen to the meeting by phone, please call the numbers below at the noticed meeting time: Dial (for higher quality, dial a number based on your current location):
US: +1 669 900 9128 or +1 346 248 7799 or +1 253 215 8782 or +1 312 626 6799 or
+1 646 558 8656 or +1 301 715 8592

For each number, please be patient and when requested, dial the following Webinar ID: 881 7760 7819

After calling any of these phone numbers, if you are asked for a participant ID or code, press #. Instructions on how to join a meeting by phone are available at: <https://support.zoom.us/hc/en-us/articles/201362663>, which is a webpage entitled "Joining a Meeting By Phone."

TO PROVIDE PUBLIC COMMENT:

• By Video Conference. To comment by Zoom video conference, click the "Raise Your Hand" button to request to speak when Public Comment is being taken on an eligible agenda item at the beginning of the meeting. You will then be unmuted, during your turn, and allowed to participate in public comment. After the allotted time, you will be re-muted. Instructions on how to "Raise Your Hand" are available at: <https://support.zoom.us/hc/en-us/articles/205566129>, which is a webpage entitled "Raise Hand In Webinar."

• By Phone. To comment by phone, please call on one of the above listed phone numbers. You will be prompted to “Raise Your Hand” by pressing STAR-NINE (“*9”) to request to speak when Public Comment is being taken. Once it is your turn, you will be unmuted and allowed to make your comment. After the allotted time, you will be re-muted. Instructions of how to raise your hand by phone are available at: <https://support.zoom.us/hc/en-us/articles/201362663>, which is a webpage entitled “Joining a Meeting by Phone.”

PROPOSED AGENDA

I. Go-Biz 4 Funds Are Available But Limited

1. The City has received the Go-Biz 4 Grant and is able to disburse these funds, however:
 - i. Please note that the total amount of the Go-Biz 4 grant is only \$1,996,487.50, as the State of California budgeted less funding for cannabis equity programs last year; and
 - ii. Elevate Impact already has over \$1,031,046.90 in requests

II. Get Your Annual State License Grants Available and Amount Increased to \$50k

1. While Go-Biz funds are limited, the City has available funding from the [Local Jurisdiction Assistance Grant](#) (LJAG). Accordingly, our office encourages equity applicants with a provisional state license to apply for the [Get Your Annual State License Grant](#), which is now up to \$50,000 per equity applicant.
2. Eligible costs under the Get Your Annual State License Grant include:
 - i. Capital Improvements
 - ii. Architects, Engineers, and Environmental Consultants
 - iii. Regulatory Compliance, Metrc, POS systems
 - iv. CEQA Compliance and fees
 - v. Rent and Insurance
 - vi. Security Measures

III. Advocating for Additional Local and State Funding

1. California Cannabis Equity Summit-August 23rd 10am-4pm
 - i. Capitol Event Center, 1020 11th Street, Sacramento, CA

2. Declining State Funding for Equity Programs

Oakland's Receipt of Local Equity Grant Funding

State Funding Agency	Fiscal Year (FY)	Amount of Funding Received	Oakland's Ranking Among Local Jurisdictions	Total Amount of Funding Available Statewide
BCC ⁶	FY 2019-2020	\$1,657,201.65	2nd	\$10 million
Go-Biz	FY 2019-2020	\$6,576,705.76	1st	\$30 million
Go-Biz	FY 2020-2021	\$2,434,712.51	1st	\$15 million
Go-Biz	FY 2021-2022	\$5,435,140.82	2nd	\$35 million
Go-Biz	FY 2022-2023	\$1,996,487.50	1st	\$15 million

IV. Receipt and Quote Requirements

For audit purposes, requirements for receipts and quotes have been revised as follows:

- Receipts:** After the disbursement of the funds, the Grantee is required to submit receipts for each item on the grant budget totaling the amount of this disbursement. It is a requirement that the receipts match the items on the grant budget. If the receipt amount varies from the budgeted amount, a budget modification will be required. Receipts must be uploaded by the earlier of: (i) the next loan or grant disbursement to the Grantee; or (ii) six months after the effective date of this agreement.
- Quotes/Estimates:** Applicants are required to submit estimates or quotes for each budget line item. The amount on the quote/estimate must match the amount on the budget.
- Budget modification:** If an applicant does not spend the amount outlined on the budget or wishes to introduce a different budget item with a new quote/estimate, a budget modification will be required. This will include:
 - a submission of the original budget with quotes
 - identification of the line items that need to be changed on the original budget
 - submission of new quotes/estimates for the new line items
 - submission of a revised budget with the applicant's signature

When uploading your receipts to your account at elevateimpactfunds.com, Please follow the following instructions below:

1. When you log into the portal. You should see on the left are the previously awarded grants/loans, on the right are your current applications (Image 1).
2. For new applications (applications started or awarded after May 2023), you should click into those applications to enter expenses (receipts) when the time comes. For legacy grants/loans (grants/loans previously awarded before May 2023) you should click the little pencil next to the grant or loan under the "View" column.
3. From there, you can click "add new expense" to add an expense (Image 2).

IMAGE 1

The screenshot displays the 'My Account' page for ELEVATE IMPACT. At the top left is the logo, and at the top right are navigation links for 'Home', 'My Documents', and 'Log out'. The main heading is 'My Account'. Below this, there are fields for 'Recipient:', 'Business:', and 'DBA:'. The 'Awarded Grants/Loans' section contains a table with columns for '#', 'Date', 'Amount', 'Type', and 'View'. The 'Applications' section features three cards, each representing an application with its name, start date, last update, current step, and an 'Open' button.

#	Date	Amount	Type	View
	2020-12-30	\$17,000.00	Grant	
	2020-08-04	\$33,000.00	Grant	
	2021-04-28	\$50,000.00	Loan	
	2019-10-09	\$100,000.00	Loan	
L1-ER	2019-04-19	\$35,000.00	Loan	
TESTer	2018-12-21	\$15,000.00	Loan	
G2-BG/RA	2021-11-05	\$55,000.00	Grant	
G3-Basic	2022-11-28	\$60,000.00	Grant	

Applications		
<p></p> <p>APPLICATION 1</p> <p>Started: 2022-12-16</p> <p>Last updated: 2022-12-16</p> <p>Current step: Initial Questions-1</p> <p>Open</p>	<p></p> <p>APPLICATION 2</p> <p>Started: 2023-05-16</p> <p>Last updated: 2023-05-16</p> <p>Current step: State Demographic 8</p> <p>Open</p>	<p></p> <p>APPLICATION 3</p> <p>Started: 2023-07-14</p> <p>Last updated: 2023-07-14</p> <p>Current step: State Demographic 8</p> <p>Open</p>

IMAGE 2

ELEVATE
IMPACT

Home My Documents Log out

Grant/Loan

TESTer

User Name: ██████████
LLC

Local ID: 12345
Date: 2018-12-21
Amount: \$15,000
Type: Loan

[<-- Back](#)

Budget

1 Rent: \$15,000.00

[View/Edit Budget](#)

Expenses

Search:

Date ▲	Amount	Description	Category	Memo	Receipt Number	View
No data available in table						

Total:
\$0.00

[CSV](#) [Excel](#) [PDF](#) [Print](#) [Previous](#) [Next](#)

[Add New Expense](#)

Spending by Category

V. Equity Funding Pipeline Statistics

I. Real Time Equity Funding Pipeline Statistics				
	LJAG- State License Grant	GO BIZ 4 (a)	2023 Revolving Loan Fund	GO BIZ 3 Equity Funds
Funding Available	\$1,722,655.50	\$1,796,838.75	\$700,000.00	\$2,178,953.10
Funded	\$640,000.00	\$0.00	\$0.00	\$2,178,953.10
Available After Funding	\$1,082,655.50	\$1,796,838.75	\$700,000.00	\$0.00
Pipeline	\$665,000.00	\$1,031,046.90	\$130,000.00	\$0.00
Available After Pipeline & Funded	\$417,655.50	\$765,791.85	\$570,000.00	\$0.00
(a) Includes Basic, Rental Assistance, Education, and Emergency Grants				

I. Equity Funding Pipeline Statistics

I. Equity Funding Pipeline Statistics				
Funding Pipeline	6/21/2023		5/7/2023	
Type	#	Amount	#	Amount
Grants	186	\$5,641,953.10	174	5,151,953.10
Loans	124	\$5,103,000.00	118	\$4,788,000.00
GRAND TOTAL GRANTS & LOANS	310	\$10,744,953.10	292	9,939,953.10
Average Funded Size	\$34,661		\$34,041	
Unique Grantees	65		62	
Unique Borrowers	70		69	

OAKLAND EQUITY LOANS		
% of Total	Total #	Race
81.43%	57	African American/Black
7.14%	5	Hispanic
2.86%	2	White
1.43%	1	Native American
1.43%	1	Vietnamese
5.71%	4	Dual/Other
100.00%	70	Total

% of Total	Total #	Gender
30.00%	21	Female
70.00%	49	Male
100.00%	70	Total

* Categorized by listed race when dual/other specified also specified.

OAKLAND EQUITY GRANTS		
% of Total	Total #	Race *
76.9%	50	African American/Black
7.7%	5	Hispanic
1.5%	1	Native American
3.1%	2	Asian
4.6%	3	Dual Other
3.1%	2	DNR/Other
3.1%	2	White
96.9%	65	

% of Total	Total #	Gender
38.5%	25	Female
61.5%	40	Male
100.0%	65	

* Categorized by listed race even if dual/other also specified.

VI. Oaksterdam Updates

1. Fast Track Business of Cannabis and Horticulture Programs starting September 25th
 - i. Courses are eight weeks long, meet on zoom, no capstone project required
2. Coaching

VII. **Contact Information**

- a. Greg Minor, gminor@oaklandca.gov;
- b. Dr. PJ Shelton, pshelton@oaklandca.gov;
- c. Paula Groves, paula@elevateimpactoakland.com
- d. Dale Sky Jones, OaklandEquity@oaksterdamuniversity.com