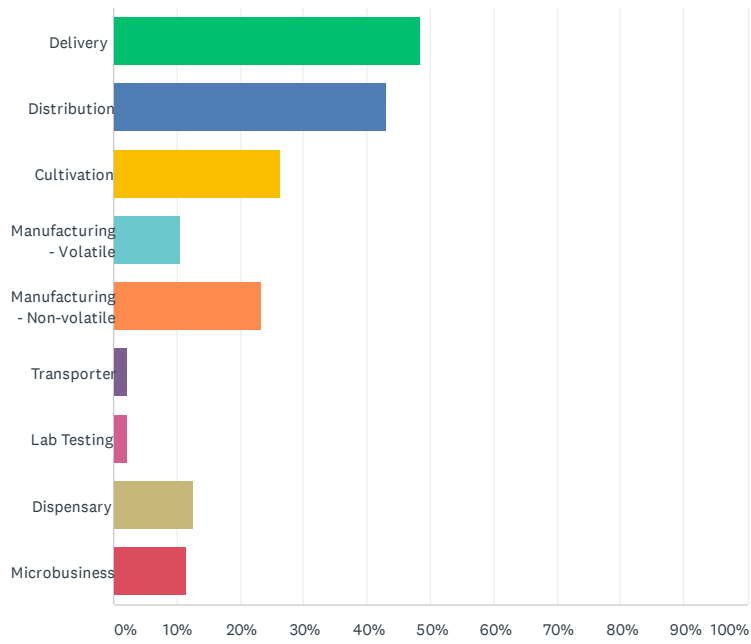


Q1 Please indicate all permits you have applied for.

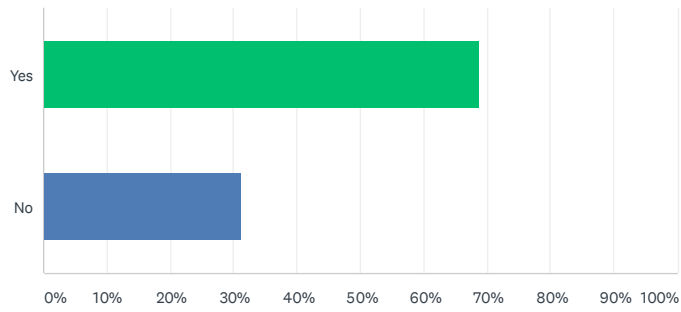
Answered: 95 Skipped: 1



ANSWER CHOICES	RESPONSES	
Delivery	48.42%	46
Distribution	43.16%	41
Cultivation	26.32%	25
Manufacturing - Volatile	10.53%	10
Manufacturing - Non-volatile	23.16%	22
Transporter	2.11%	2
Lab Testing	2.11%	2
Dispensary	12.63%	12
Microbusiness	11.58%	11
Total Respondents: 95		

Q2 Are you currently operating?

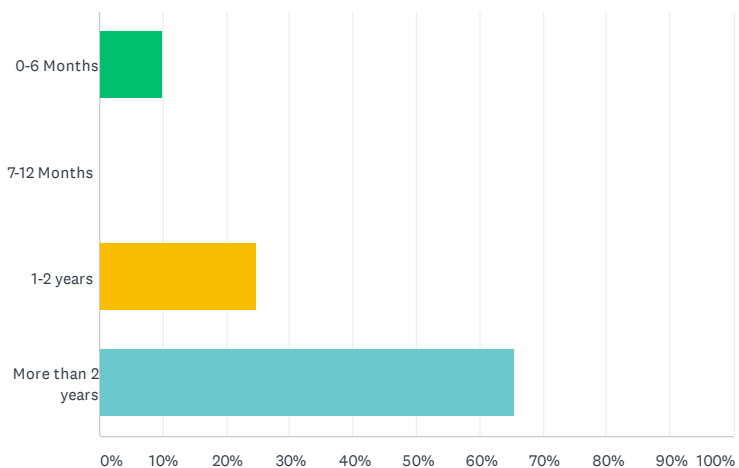
Answered: 96 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	68.75%	66
No	31.25%	30
TOTAL		96

Q3 How long have you been operating?

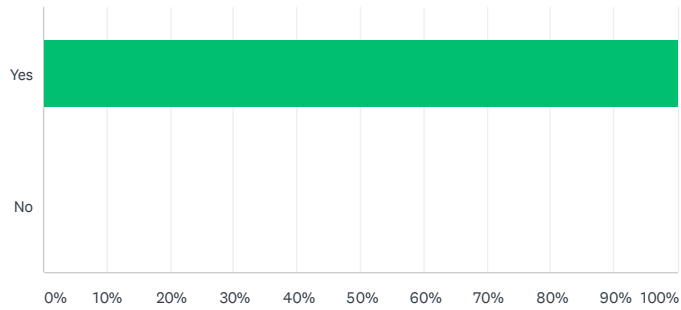
Answered: 61 Skipped: 35



ANSWER CHOICES	RESPONSES	
0-6 Months	9.84%	6
7-12 Months	0.00%	0
1-2 years	24.59%	15
More than 2 years	65.57%	40
TOTAL		61

Q4 Are you utilizing METRC (Marijuana Enforcement Tracking Reporting Compliance)?

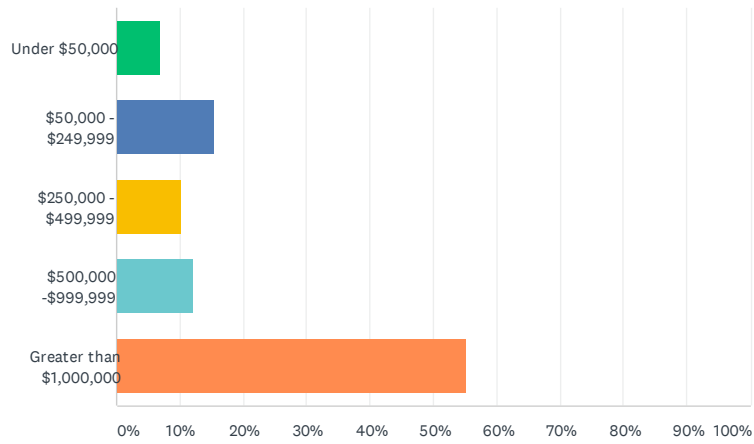
Answered: 59 Skipped: 37



ANSWER CHOICES	RESPONSES	
Yes	100.00%	59
No	0.00%	0
TOTAL		59

Q5 What was your cannabis business' annual gross receipts last year?

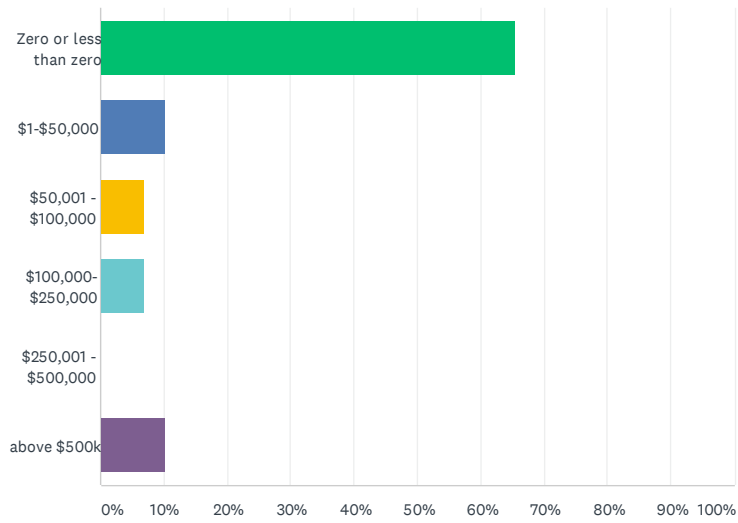
Answered: 58 Skipped: 38



ANSWER CHOICES	RESPONSES	
Under \$50,000	6.90%	4
\$50,000 - \$249,999	15.52%	9
\$250,000 - \$499,999	10.34%	6
\$500,000 - \$999,999	12.07%	7
Greater than \$1,000,000	55.17%	32
TOTAL		58

Q6 What was your cannabis business' annual profit last year?

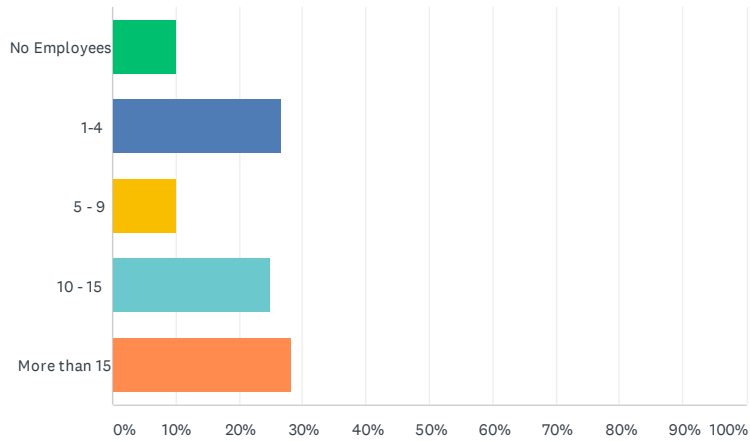
Answered: 58 Skipped: 38



ANSWER CHOICES	RESPONSES	
Zero or less than zero	65.52%	38
\$1-\$50,000	10.34%	6
\$50,001 - \$100,000	6.90%	4
\$100,000- \$250,000	6.90%	4
\$250,001 - \$500,000	0.00%	0
above \$500k	10.34%	6
TOTAL		58

Q7 How many individuals do you currently employ? For this question, an employee is someone who works at least 35 hours a week.

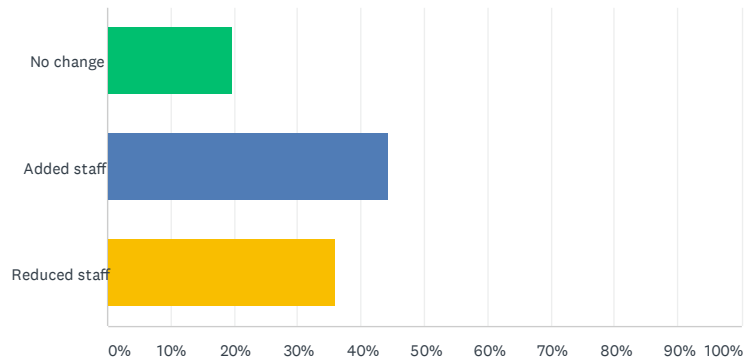
Answered: 60 Skipped: 36



ANSWER CHOICES	RESPONSES	
No Employees	10.00%	6
1-4	26.67%	16
5 - 9	10.00%	6
10 - 15	25.00%	15
More than 15	28.33%	17
TOTAL		60

Q8 Have you added or reduced staff in the last 12 months?

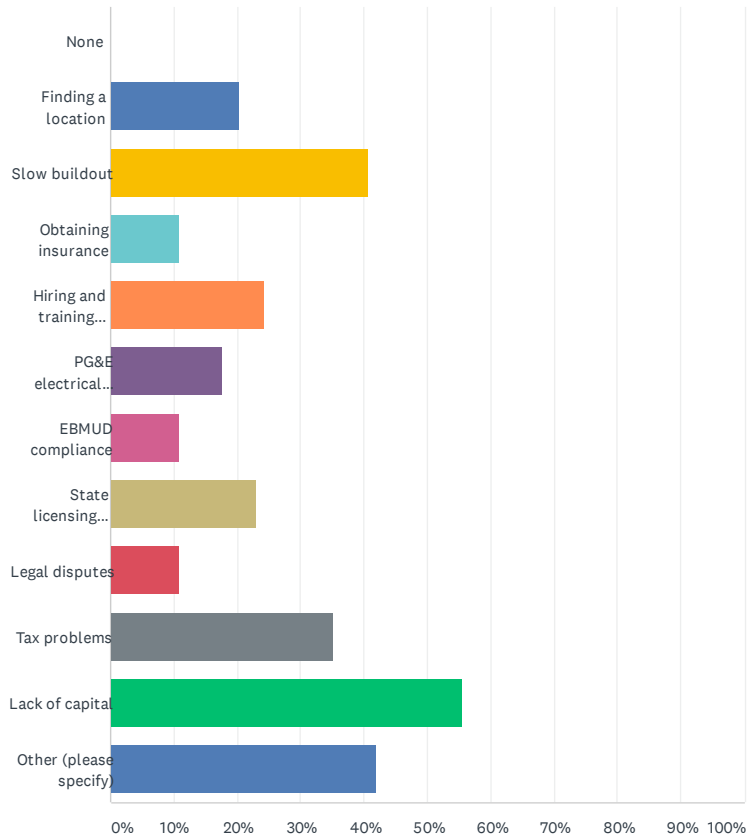
Answered: 61 Skipped: 35



ANSWER CHOICES	RESPONSES	
No change	19.67%	12
Added staff	44.26%	27
Reduced staff	36.07%	22
TOTAL		61

Q9 What barriers are you experiencing as you establish a compliant cannabis business? Please select all that apply.

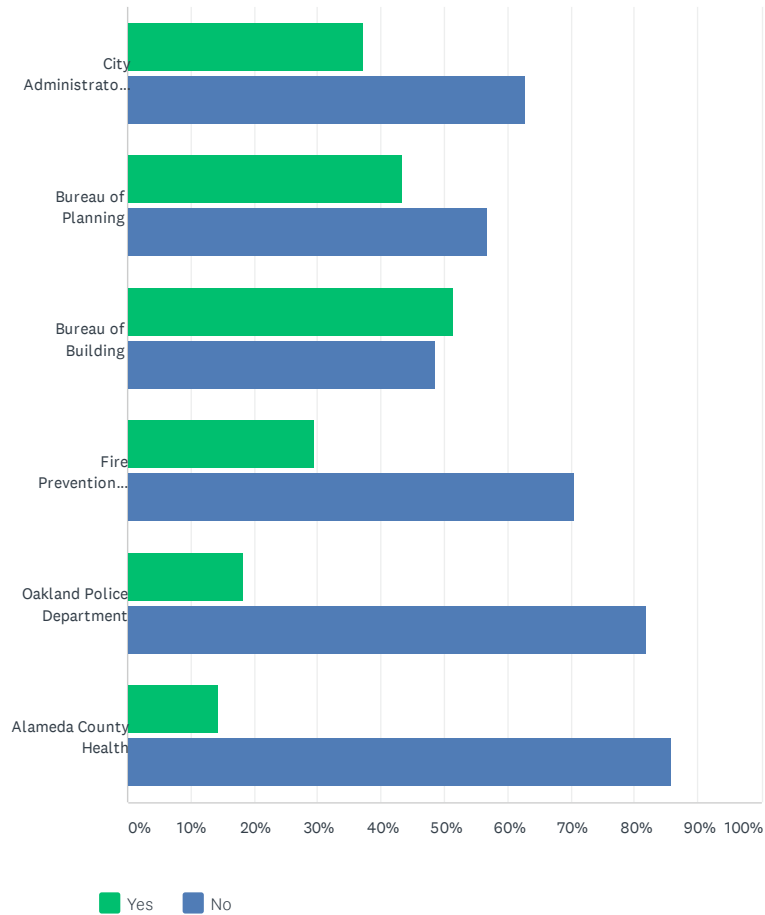
Answered: 74 Skipped: 22



ANSWER CHOICES	RESPONSES	
None	0.00%	0
Finding a location	20.27%	15
Slow buildout	40.54%	30
Obtaining insurance	10.81%	8
Hiring and training employees	24.32%	18
PG&E electrical upgrade	17.57%	13
EBMUD compliance	10.81%	8
State licensing issues	22.97%	17
Legal disputes	10.81%	8
Tax problems	35.14%	26
Lack of capital	55.41%	41
Other (please specify)	41.89%	31
Total Respondents: 74		

Q10 Have you experienced any barriers with the following City/County Departments? If so, please describe below.

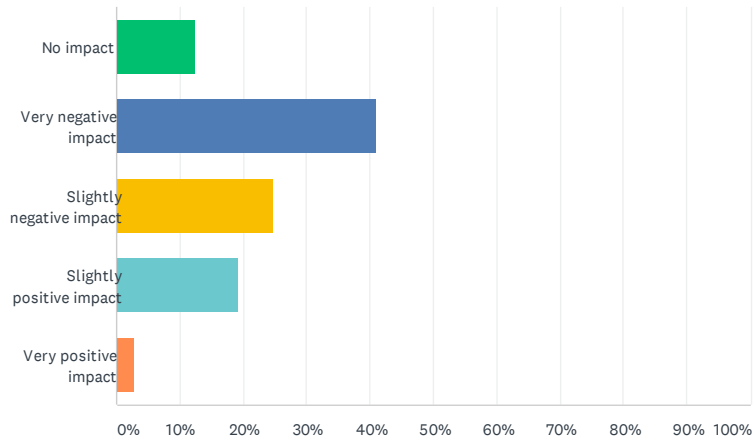
Answered: 71 Skipped: 25



	YES	NO	TOTAL
City Administrator's Office	37.31% 25	62.69% 42	67
Bureau of Planning	43.28% 29	56.72% 38	67
Bureau of Building	51.47% 35	48.53% 33	68
Fire Prevention Bureau	29.41% 20	70.59% 48	68
Oakland Police Department	18.18% 12	81.82% 54	66
Alameda County Health	14.29% 9	85.71% 54	63

Q11 What impact, if any, has the COVID-19 pandemic had on your business? Please describe below.

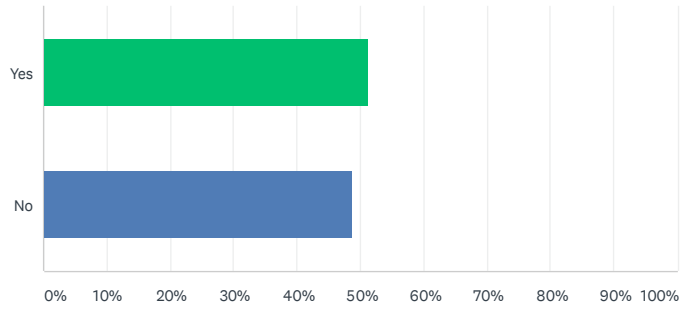
Answered: 73 Skipped: 23



ANSWER CHOICES	RESPONSES	
No impact	12.33%	9
Very negative impact	41.10%	30
Slightly negative impact	24.66%	18
Slightly positive impact	19.18%	14
Very positive impact	2.74%	2
TOTAL		73

Q12 Has your business or staff experienced any robberies/burglaries?

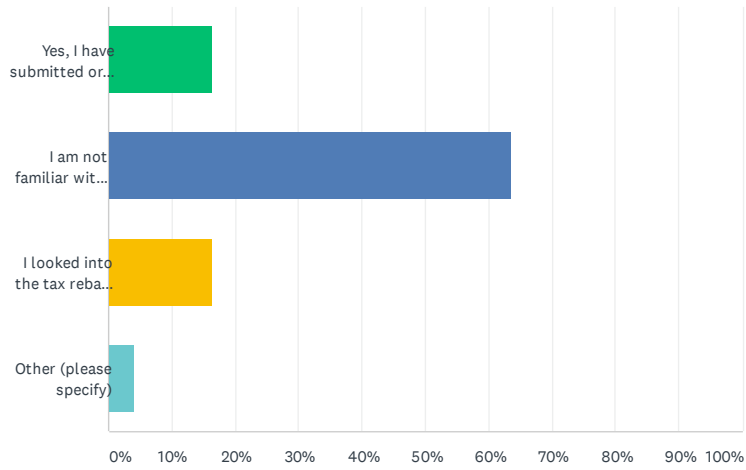
Answered: 74 Skipped: 22



ANSWER CHOICES	RESPONSES	
Yes	51.35%	38
No	48.65%	36
TOTAL		74

Q13 Have you applied for the tax rebate program or do you plan to apply this tax cycle? If not, how come?

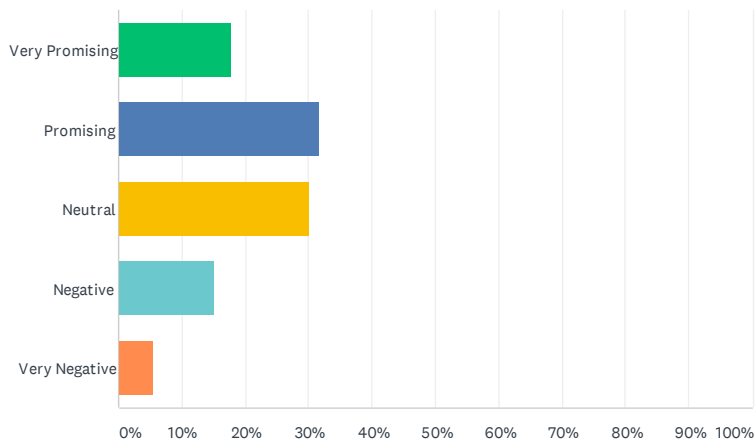
Answered: 74 Skipped: 22



ANSWER CHOICES	RESPONSES	
Yes, I have submitted or plan to submit a tax rebate application.	16.22%	12
I am not familiar with the tax rebate program.	63.51%	47
I looked into the tax rebate program and found it was not financially worthwhile for my business.	16.22%	12
Other (please specify)	4.05%	3
TOTAL		74

Q14 Please rate your business' future outlook.

Answered: 73 Skipped: 23



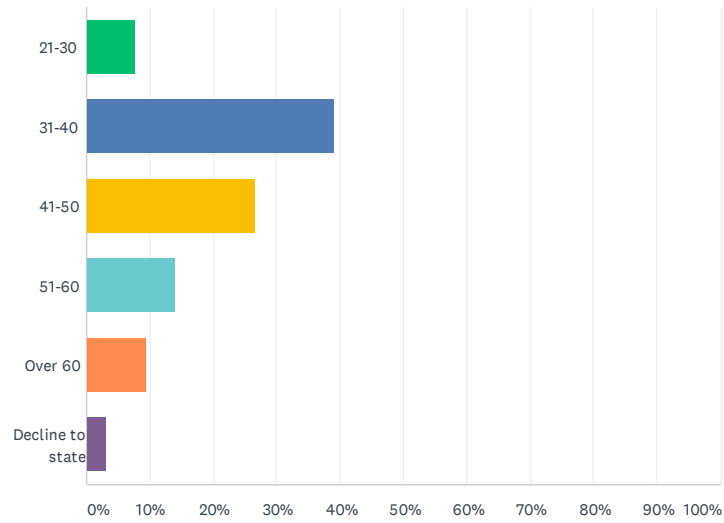
ANSWER CHOICES	RESPONSES	
Very Promising	17.81%	13
Promising	31.51%	23
Neutral	30.14%	22
Negative	15.07%	11
Very Negative	5.48%	4
TOTAL		73

Q15 Do you have any recommendations for how the City of Oakland can improve its Cannabis or Equity Programs?

Answered: 55 Skipped: 41

Q16 Age: Please select your age or the average age of your business' partners/owners/board members.

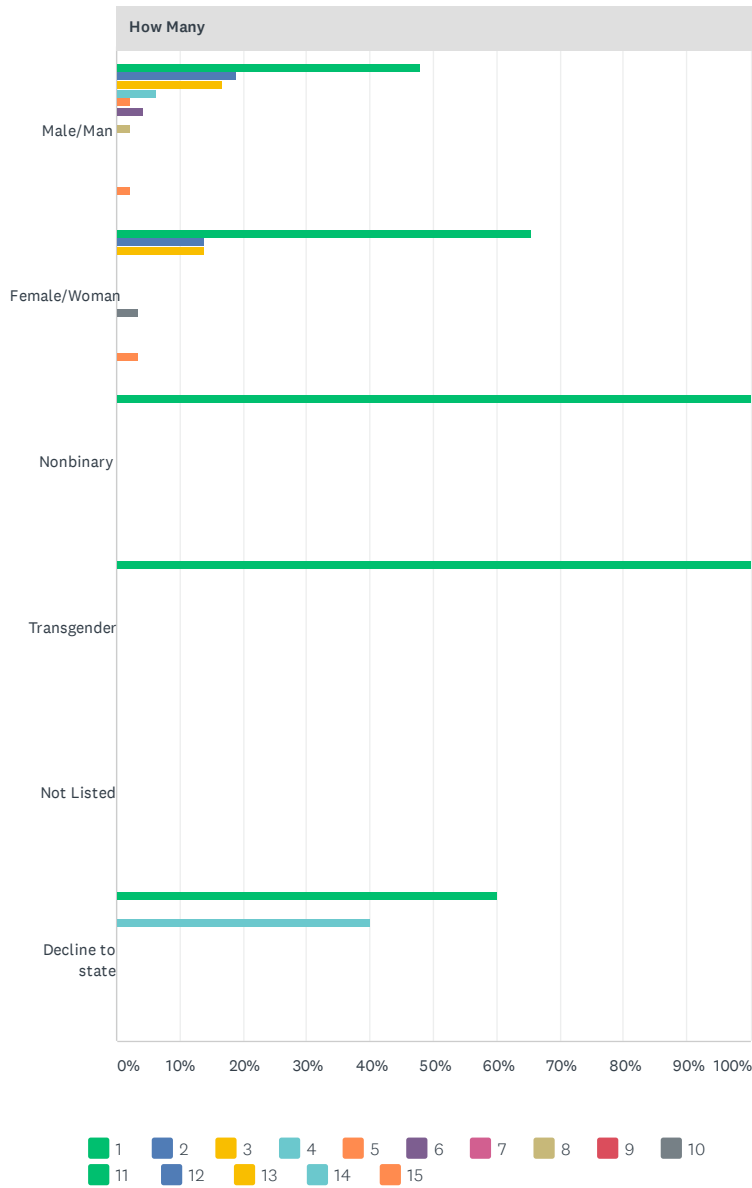
Answered: 64 Skipped: 32



ANSWER CHOICES	RESPONSES	
21-30	7.81%	5
31-40	39.06%	25
41-50	26.56%	17
51-60	14.06%	9
Over 60	9.38%	6
Decline to state	3.13%	2
TOTAL		64

Q17 Please select all gender options below that represent your business' owners/partners/board members.

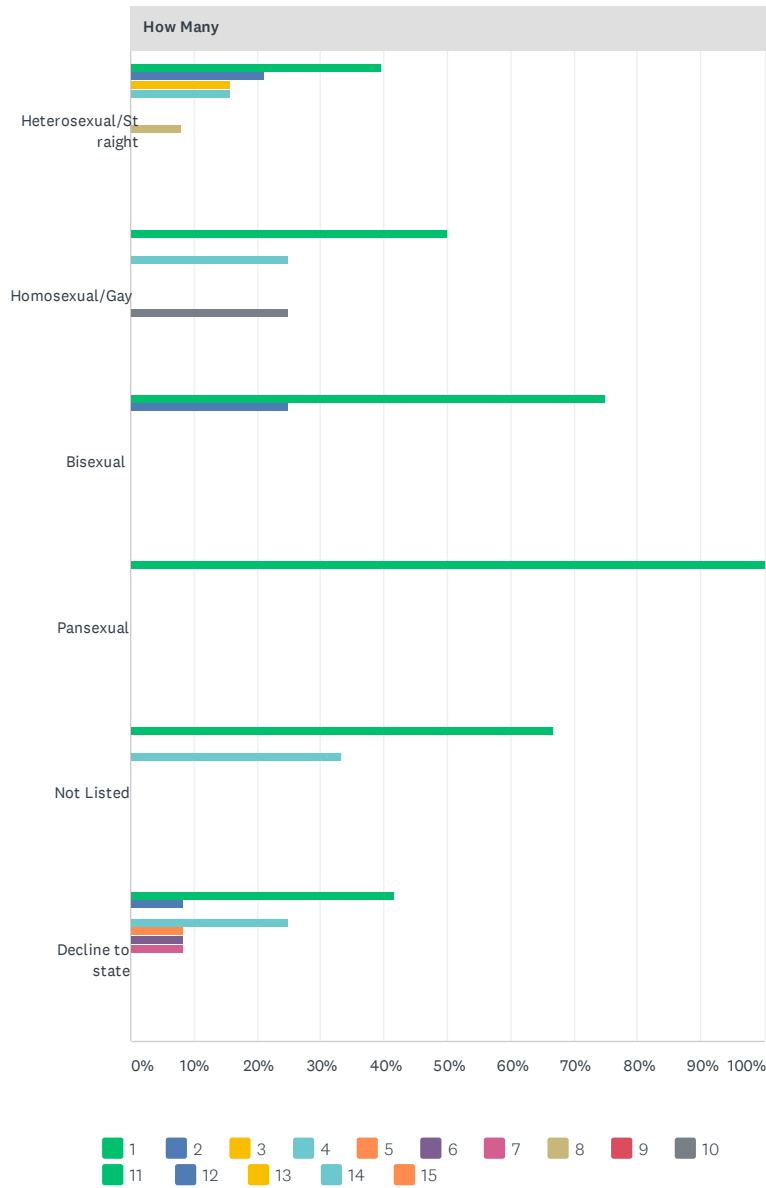
Answered: 57 Skipped: 39



How Many	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Male/Man	47.92% 23	18.75% 9	16.67% 8	6.25% 3	2.08% 1	4.17% 2	0.00% 0	2.08% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Female/Woman	65.52% 19	13.79% 4	13.79% 4	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	3.45% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Nonbinary	100.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Transgender	100.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Not Listed	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Decline to state	60.00% 3	0.00% 0	0.00% 0	40.00% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0

Q18 Please select all sexual orientation options below that represent your business' owners/partners/board members.

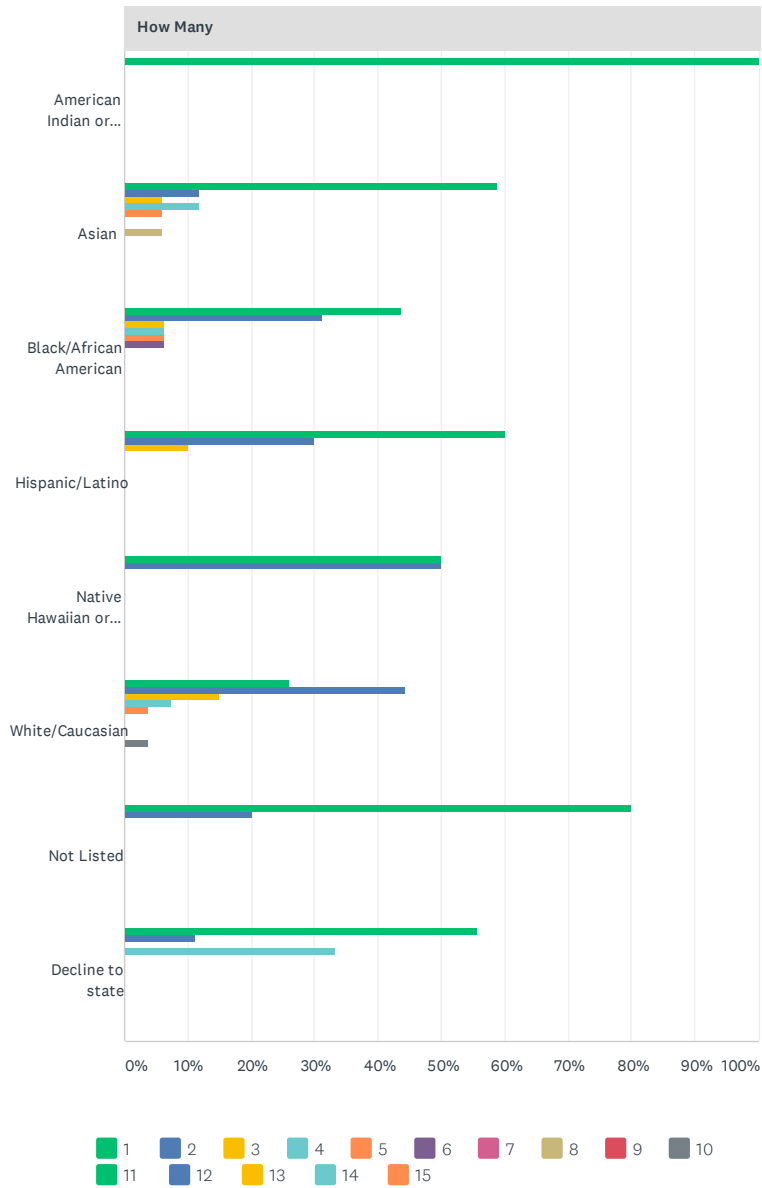
Answered: 52 Skipped: 44



How Many	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Heterosexual/Straight	39.47% 15	21.05% 8	15.79% 6	15.79% 6	0.00% 0	0.00% 0	0.00% 0	7.89% 3	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Homosexual/Gay	50.00% 2	0.00% 0	0.00% 0	25.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	25.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Bisexual	75.00% 3	25.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Pansexual	100.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Not Listed	66.67% 2	0.00% 0	0.00% 0	33.33% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Decline to state	41.67% 5	8.33% 1	0.00% 0	25.00% 3	8.33% 1	8.33% 1	8.33% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0

Q19 Please select all race and ethnicity options below that represent all of your business' owners/partners/board members.

Answered: 56 Skipped: 40

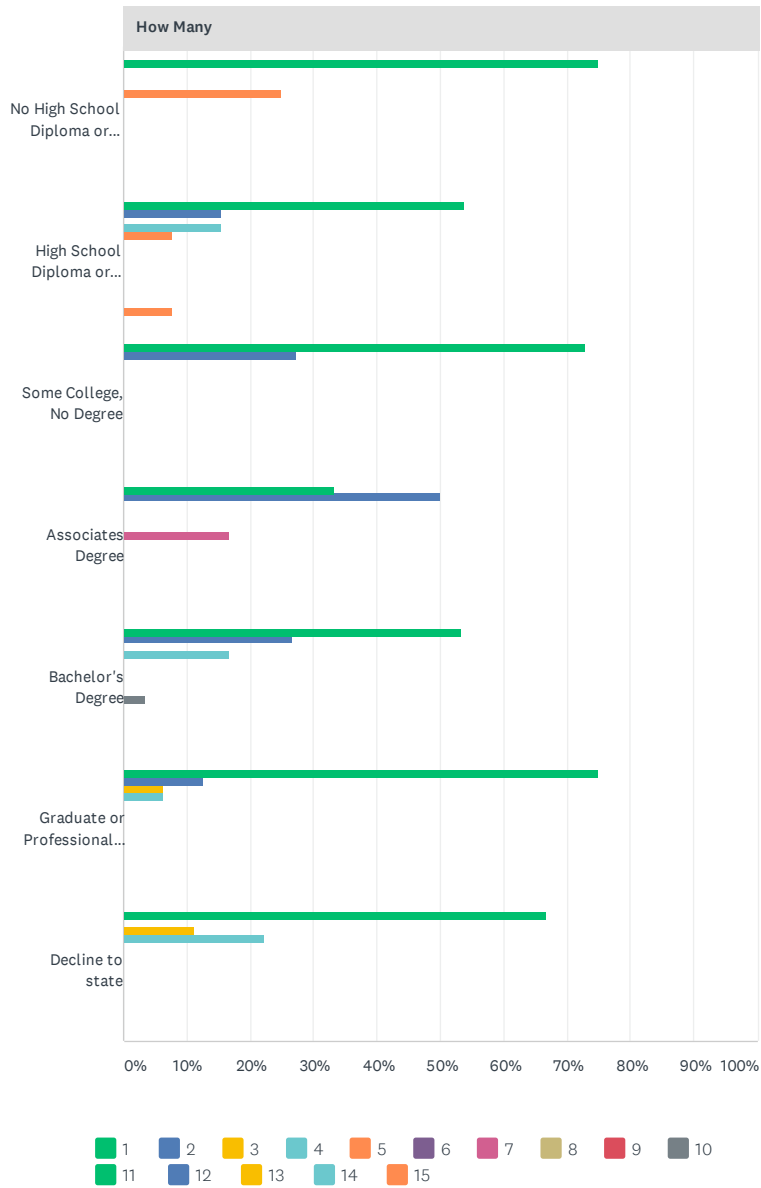


2021 Cannabis Program Assessment Survey for General Applicants

How Many														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14
American Indian or Alaska Native	100.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Asian	58.82% 10	11.76% 2	5.88% 1	11.76% 2	5.88% 1	0.00% 0	0.00% 0	5.88% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Black/African American	43.75% 7	31.25% 5	6.25% 1	6.25% 1	6.25% 1	6.25% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Hispanic/Latino	60.00% 6	30.00% 3	10.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Native Hawaiian or other Pacific Islander	50.00% 1	50.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
White/Caucasian	25.93% 7	44.44% 12	14.81% 4	7.41% 2	3.70% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	3.70% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Not Listed	80.00% 4	20.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Decline to state	55.56% 5	11.11% 1	0.00% 0	33.33% 3	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0

Q20 Please select the level(s) of education that represent(s) all of your business' owners/partners/board members.

Answered: 59 Skipped: 37

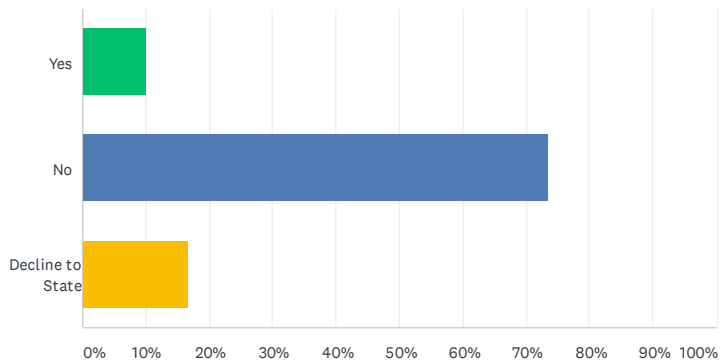


2021 Cannabis Program Assessment Survey for General Applicants

How Many															
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
No High School Diploma or Equivalency	75.00% 3	0.00% 0	0.00% 0	0.00% 0	25.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
High School Diploma or Equivalency	53.85% 7	15.38% 2	0.00% 0	15.38% 2	7.69% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	7.69% 1
Some College, No Degree	72.73% 8	27.27% 3	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Associates Degree	33.33% 2	50.00% 3	0.00% 0	0.00% 0	0.00% 0	0.00% 0	16.67% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Bachelor's Degree	53.33% 16	26.67% 8	0.00% 0	16.67% 5	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	3.33% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Graduate or Professional Degree	75.00% 12	12.50% 2	6.25% 1	6.25% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Decline to state	66.67% 6	0.00% 0	11.11% 1	22.22% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0

Q21 Does one or more of your business' owners/partners/board members have a disability?

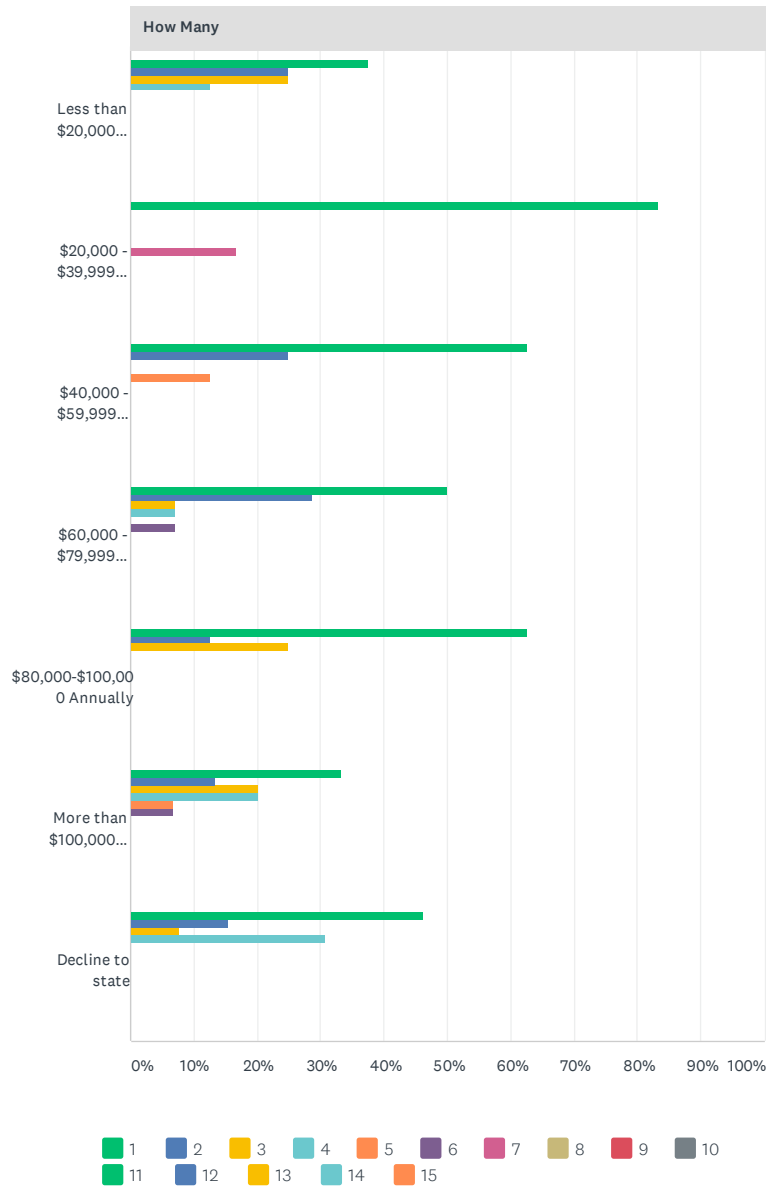
Answered: 60 Skipped: 36



ANSWER CHOICES	RESPONSES	
Yes	10.00%	6
No	73.33%	44
Decline to State	16.67%	10
TOTAL		60

Q22 Please select the personal income level(s) that represent(s) all of your business' owners/partners/board members.

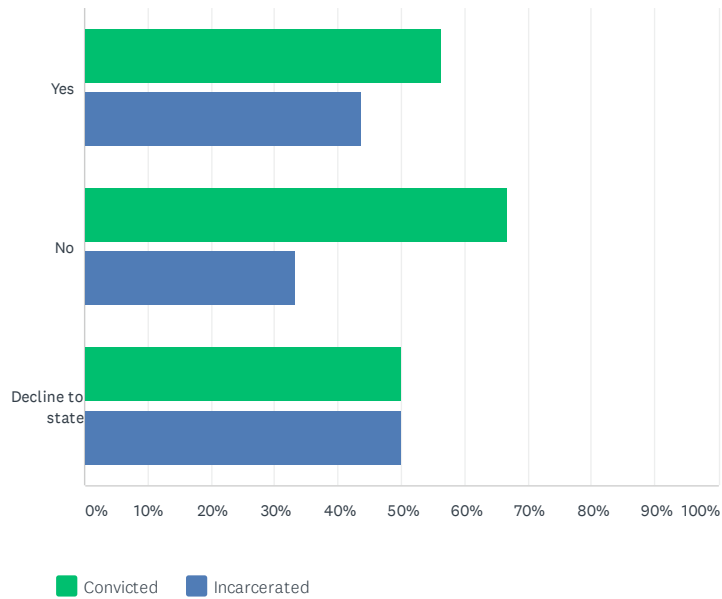
Answered: 58 Skipped: 38



How Many	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Less than \$20,000 Annually	37.50% 3	25.00% 2	25.00% 2	12.50% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
\$20,000 - \$39,999 Annually	83.33% 5	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	16.67% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
\$40,000 - \$59,999 Annually	62.50% 5	25.00% 2	0.00% 0	0.00% 0	12.50% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
\$60,000 - \$79,999 Annually	50.00% 7	28.57% 4	7.14% 1	7.14% 1	0.00% 0	7.14% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
\$80,000-\$100,000 Annually	62.50% 5	12.50% 1	25.00% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
More than \$100,000 Annually	33.33% 5	13.33% 2	20.00% 3	20.00% 3	6.67% 1	6.67% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Decline to state	46.15% 6	15.38% 2	7.69% 1	30.77% 4	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0

Q23 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?

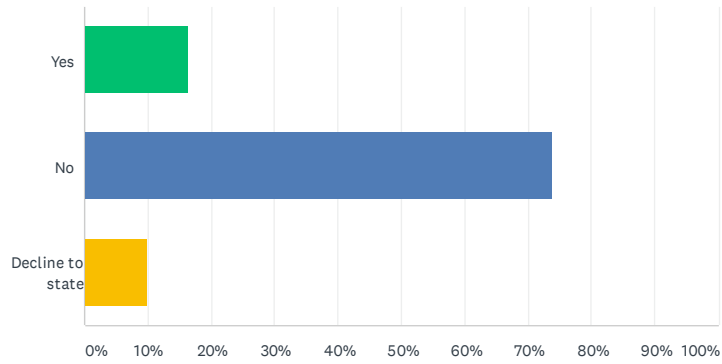
Answered: 53 Skipped: 43



	CONVICTED	INCARCERATED	TOTAL
Yes	56.25% 9	43.75% 7	16
No	66.67% 26	33.33% 13	39
Decline to state	50.00% 1	50.00% 1	2

Q24 Has any of your business owners/partners/board members served or are currently active in the military?

Answered: 61 Skipped: 35



ANSWER CHOICES	RESPONSES	
Yes	16.39%	10
No	73.77%	45
Decline to state	9.84%	6
TOTAL		61