



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

**CANNABIS EQUITY STAKEHOLDER MONTHLY MEETING**

**October 12, 2023**

**2:00 – 4:00 PM**

**Location: Oakland City Hall, 1<sup>st</sup> Floor, Hearing Room One**

**NETWORKING EVENT TO FOLLOW**

**4:20PM – 7:00PM**

**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. Updates from the October Cannabis Regulatory Commission Meeting
- III. Introduction of Go-Biz 3 Shared-Use Manufacturing Technical Assistance Consultants
  - Detroit Cannabis Project
  - Doja Academy
  - Oakland Equity Collective
- IV. Reminders regarding Grant and Loan Programs
  - a. Go-Biz 4 Funds Are Available but Limited
    - 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
  - b. 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.

i. Eligible costs under the Get Your Annual State License Grant include:

1. Capital Improvements
2. Architects, Engineers, and Environmental Consultants
3. Regulatory Compliance, Metrc, POS systems
4. CEQA Compliance and fees
5. Rent and Insurance
6. Security Measures

c. Receipt and Quote Requirements

- i. 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.

1. When uploading your receipts to your account at [elevateimpactfunds.com](http://elevateimpactfunds.com), Please follow the following instructions below:
  - a. 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).
  - b. 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.
  - c. From there, you can click "add new expense" to add an expense (Image 2).

# My Account

Recipient: [REDACTED]

Business: [REDACTED]

DBA:

## Awarded Grants/Loans

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

## Applications



### APPLICATION 1

Started: 2022-12-16

Last updated:  
2022-12-16

Current step: Initial  
Questions-1

[Open](#)



### APPLICATION 2

Started: 2023-05-16

Last updated:  
2023-05-16

Current step: State  
Demographic 8

[Open](#)



### APPLICATION 3

Started: 2023-07-14

Last updated:  
2023-07-14

Current step: State  
Demographic 8

[Open](#)

IMAGE 2

**ELEVATE**  
IMPACT

Home My Documents Log out

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**Grant/Loan**

**TESTer**

User Name: ██████████  
LLC

Local ID: 12345

Date: 2018-12-21

Amount: \$15,000

Type: Loan

[<-- Back](#)

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**Budget**

1 Rent: \$15,000.00

[View/Edit Budget](#)

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**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](#)

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**Spending by Category**

- ii. 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.
- iii. 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:
  1. a submission of the original budget with quotes
  2. identification of the line items that need to be changed on the original budget
  3. submission of new quotes/estimates for the new line items
  4. submission of a revised budget with the applicant's signature

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	\$1,175,000.00	\$505,000.00	\$380,000.00	\$2,178,953.10
Available After Funding	\$547,655.50	\$1,291,838.75	\$320,000.00	\$0.00
Pipeline Pending	\$430,000.00	\$1,255,546.90	\$15,000.00	\$0.00
Available After Pipeline & Funded	\$117,655.50	\$36,291.85	\$305,000.00	\$0.00

(a) Includes Basic, Rental Assistance, Education, and Emergency Grants

Closed Funding Type	10/4/2023		6/21/2023	
	#	Amount	#	Amount
Grants	209	\$6,681,953.10	186	5,641,953.10
Loans	127	\$5,233,000.00	124	\$5,103,000.00
<b>GRAND TOTAL GRANTS &amp; LOANS</b>	<b>336</b>	<b>\$11,914,953.10</b>	<b>292</b>	<b>10,744,953.10</b>
Average Funded Size	\$35,461		\$34,661	
Unique Grantees	67		65	
Unique Borrowers	70		70	

## DEMOGRAPHICS

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
OAKLAND EQUITY LOANS		
% 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 *
76.1%	51	African American/Black
9.0%	6	Hispanic
1.5%	1	Native American
3.0%	2	Asian
4.5%	3	Dual Other
3.0%	2	DNR/Other
3.0%	2	White
97.0%	67	
OAKLAND EQUITY GRANTS		
% of Total	Total #	Gender
40.3%	27	Female
59.7%	40	Male
100.0%	67	

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

VI. Oaksterdam University Updates

- a. Oaksterdam University Education go to: [oaksterdamuniversity.com/equity-Oakland/](https://oaksterdamuniversity.com/equity-Oakland/)
- b. 1:1 Coaching Program
- c. Highlighting Oakland's Equity Operators

VII. **Contact Information**

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