



CANNABIS REGULATION COMMISSION

May 20, 2021, 2:00 p.m.

(877) 853 - 5257 | Meeting ID: 860-838-7310 #



CANNABIS
REGULATION
COMMISSION

Roll Call



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COMMISSION

General Public Comment & Single / Multiple Agenda Item Comment



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Agenda Item 1: Commission Business



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Agenda Item 2: Executive Director's Report

Report Summary



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Report from the Executive Director of the Department of Cannabis Regulation regarding the status of the City's cannabis licensing and Social Equity Program, including a summary of activities since the last meeting of the Cannabis Regulation Commission and updates on the following:

- General Administration
- Licensing Program to include information regarding Phase 3 Retail Round 1 application processing, PCN application processing and application modifications.
- Social Equity Program to include information regarding the SEED Grant Program



April 15, 2021, Commission Recap

At the April 15, 2021, Cannabis Regulation Commission Meeting, in addition to providing a summary of DCR activities since the last meeting of the Cannabis Regulation Commission, DCR shared new information including but not limited to:

- General Administration
- Communications
 - SPARK administered in partnership with MBI Media
- Policy
 - DCR Report regarding Social Equity Grant Acceptance, Expenditure Program and Related Code Amendments([Council File \(21-0354\)](#))
- Licensing
 - Applicant and Licensees: Upcoming deadlines and recent communications
 - Pre-Application Process & Temporary Approval Process
 - Phase 3 Retail Round 1 Application Processing
 - Applicants Phase 3 Delivery, Distribution, Non-volatile Manufacturing Application Processing
 - Testing Lab License Application Processing
 - Processing of Public Convenience or Necessity (PCN) requests
 - Social Equity Program
 - Program Resources
 - SEED Grant Program administered in partnership with Elevate Impact LA
 - Pro Bono Legal Services
 - Compliance & Enforcement
 - BSCC Proposition 64 Enforcement Grant



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Activities to Date

Summary of Activities to Date:

General Administration



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The Department of Cannabis Regulation is taking every precaution possible to prevent the spread of COVID-19. To help protect the health of our customers and staff, and in line with Mayor Garcetti's directives, DCR has implemented the following:

- Cannabis Regulation Commission meetings will be conducted virtually and telephonically until further notice.
- DCR's Public In Person Service Counter is currently closed.
- DCR is conducting virtual inspections.
- DCR Licensing and Information Services are still available online at cannabis.lacity.org or by phone at 213-978-0738.

Visit corona-virus.la for information and resources regarding COVID-19 from the City of Los Angeles.

Summary of Activities to Date:

General Administration



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BEGINNING APRIL 5, 2021

**DCR VIRTUAL PUBLIC COUNTER
SERVICE HOURS WILL CHANGE TO:**

**MONDAY - THURSDAY
10AM - 4PM
CLOSED ON FRIDAY**

DCR CLOSED

**FRIDAY, MAY 28, 2021 -
MONDAY, MAY 31, 2021**

**IN OBSERVANCE OF
THE MEMORIAL DAY HOLIDAY**

Summary of Activities to Date:

Communications



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Applicant and Licensee Outreach and Engagement

On Tuesday, May 4, 2021, DCR hosted a [Social Equity Program Webinar](#). The webinar covered the licensing program and the Social Equity Program's resources and benefits. The webinar also went in depth about the SEED Grant Program. More than 350 people RSVP'd for the event, and the team received more than 100 questions throughout the webinar.



Summary of Activities to Date:

Communications



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Stakeholder Meetings and Community Listening Sessions

On Tuesday, April 20, DCR launched SPARK, an initiative that seeks to engage a diverse group of thought leaders, community based organizations, non-profits, businesses, educators and others via the collection of stakeholder comments, administration of stakeholder surveys, and administration of One-on-One On-Screen Stakeholder Interviews and On-Screen Facilitated Stakeholder Discussions.



SPARK

Summary of Activities to Date:

Upcoming DCR Events



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Upcoming Events

Visit the DCR website for
additional event
information and to RSVP.

EVENT	DAY	DATE	STAKEHOLDER COMMENT PERIOD	TIME
SPARK Session (Licensing and Regulation)	WEDNESDAY	5/26/2021	5 P.M. - 6 P.M.	6 P.M. - 7 P.M.
SPARK Session (Corporate Social Responsibility)	THURSDAY	6/3/2021	5 P.M. - 6 P.M.	6 P.M. - 7 P.M.
SPARK Session (Social Equity Program)	TUESDAY	6/8/2021	5 P.M. - 6 P.M.	6 P.M. - 7 P.M.
SEED Grant Program Webinar	THURSDAY	6/10/2021	N/A	12 P.M. - 1:30 P.M.
SPARK Session (Community Impact)	SATURDAY	6/12/2021	5 P.M. - 6 P.M.	10 A.M. - 11 A.M.

Summary of Activities to Date: Policy



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Local, State, and/or Federal

- In January 2021, DCR applied for a \$1 million grant from the Board of State and Community Corrections (BSCC) who awarded DCR the full grant amount on April 8, 2021. On May 12, 2021, Council voted to approve a resolution to accept the grant funding.
- On May 11, 2021, Council heard and voted to approve an ordinance amending proof of deposit requirements for Round 1 Applicants and extending the cannabis application renewal fee payment deadline for 2019, 2020, and 2021 application fee payments until July 31, 2021.

Licensing Program Updates



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Licensing Program

Virtual Public Counter (Licensing & Information Services)



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BEGINNING APRIL 5, 2021

**DCR VIRTUAL PUBLIC COUNTER
SERVICE HOURS WILL CHANGE TO:**

**MONDAY - THURSDAY
10AM - 4PM
CLOSED ON FRIDAY**

Licensing Program Reminders



- DCR provides services after application and or licensing records are FILED. Filing requires that the record is successfully submitted and all applicable fees are paid. Unless an eligibility determination is required by law prior to invoicing, DCR will not provide feedback and/or review a record until it has been filed.
- DCR's anticipated duration of time needed to review and process applications is based on the date the request was filed.
- Fees are associated with a single record or request for service; if an Applicant submits five modification requests and pays one modification fee, only one modification request is filed.
- Applicant and Licensees should contact DCR through the following methods:
 - Send an EMAIL to DCRLicensing@lacity.org.
 - Call (213) 978-0738 to speak to a DCR representative.

Licensing Program Updates:

Phase 2 Deadlines



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- **Phase 2 Applicants must receive Temporary Approval by September 30, 2021;**
Applications that have not met this processing milestone will be deemed abandoned.
- Phase 2 Applicants who fail to submit proof of an active State license by May 31, 2021, will lose their local authorization provided under LAMC Section 104.08(a);
- Phase 2 Applicants who fail to receive Temporary Approval by June 30, 2021, will lose their local authorization provided under LAMC Section 104.08(a); and,
- Phase 2 Applicants with site control and a complete Temporary Approval application may request a Notice of Local Compliance Underway if they lose local authorization.

Licensing Program Updates:

APPLICATION MODIFICATIONS



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- DCR has begun to approve modification requests:
 - Relocations: a new Accela record is created for the new Business Premises location.
 - The Applicant is required to upload the documents needed to get a letter of “Local Compliance Under Way” to the new Accela record
 - Applicants will be given a list of documents and forms required to schedule a DCR inspection
 - The old application record will be deprecated - DO NOT USE
 - Other modifications will be processed within the existing Accela record.

Licensing Program Updates:

Council File No. 21-0354



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On April 14, 2021, the Mayor and City Council:

- Adopted additional Rules and Regulations to implement a financial grant program and implement a fee deferral/waiver program for Social Equity Individual Applicants (SEIAs);
- Accept a \$2,030,997 grant award from the State to benefit the City's commercial cannabis Social Equity Program and Social Equity applicants and licensees;
- Request the City Attorney to prepare and present an Ordinance to:
 - Amend LAMC to reauthorize the DCR to review Applications that were deemed ineligible for further processing due to failures, such as the failure to submit proof of deposit, and deem those Applications eligible for further processing if all other requirements are met;
 - Amend LAMC to allow Licensees to submit a late 2019, 2020, and/or 2021 renewal application and/or make late renewal fee payments for 2019, 2020 and/or 2021 renewal applications on or before July 31, 2021.



Licensing Program Updates:

No. of Business Premises By Phase and Record Status

	Licensed Businesses		Businesses in the Application Process			Total Number of Businesses by Phase
	Annual Licenses Issued	Temporary Approvals Issued	Pending Temporary Approval Applications	Pending Pre-Applications	Pending Public Convenience or Necessity (PCN) Requests	
	LIC	TMP	APP	PREAPP	PCN	
LAMC 104.07 (Phase 1)	0	188	N/A	N/A	N/A	188
LAMC 104.08 (Phase 2)	0	269	158	N/A	N/A	427
LAMC 104.06.1(b) (Phase 3 Retail Round 1)	0	2	198	N/A	N/A	200
LAMC 104.06.1(d) (PCN)	0	0	0	0	47	47
LAMC 104.06.1(e)/(f) (Delivery/Non-Retail)	0	0	99	81	N/A	180
General Application Processing	0	0	29	14	N/A	43
LAMC 104.09 (Testing Labs)	0	2	12	0	N/A	14
Total Number of Businesses by Stage	0	461	496	95	47	1099

Licensing Program Updates:

No. of Temporary Approvals By Phase and Type



	Retail License Types			Non-Retail License Types					Total Number of Licenses by Phase
	Retail Storefront	Retail Storefront (Microbusiness)	Retail Non-Storefront (Delivery)	Cultivation	Distribution	Distribution Transport Only	Non-Volatile Manufacturing	Testing	
	R	R	Q	C	D	D	M	T	
LAMC 104.07 (Phase 1)	158	30	N/A	108	119	0	101	N/A	516
LAMC 104.08 (Phase 2)	N/A	N/A	0	203	185	0	164	N/A	552
LAMC 104.06.1(b) (Phase 3 Retail Round 1)	2	N/A	N/A	N/A	N/A	N/A	N/A	N/A	2
LAMC 104.09 (Testing Labs)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	2	2
Total Number of Licenses by Type	160	30	0	311	304	0	265	2	1072



Licensing Program Updates:

No. of Pending Applications By Phase and Type

	Retail Pending Application Types			Non-Retail Pending Application Types					Total Number of Pending Applications by Phase
	Retail Storefront	Retail Storefront (Microbusiness)	Retail Non-Storefront (Delivery)	Cultivation	Distribution	Distribution Transport Only	Non-Volatile Manufacturing	Testing	
	R	R	Q	C	D	D	M	T	
LAMC 104.08 (Phase 2)	N/A	N/A	0	126	115	1	107	N/A	349
LAMC 104.06.1(b) (Phase 3 Retail Round 1)	198	N/A	N/A	N/A	N/A	N/A	N/A	N/A	198
LAMC 104.06.1(e)/(f) (Delivery/Non-Retail)	N/A	N/A	99	0	14	0	5	N/A	118
General Application Processing	N/A	N/A	N/A	0	24	2	18	N/A	44
LAMC 104.09 (Testing Labs)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	12	12
Total Number of Pending Applications by Type	198	0	99	126	153	3	130	12	721



Licensing Program Updates:

Phase 3 Retail Round 1 Application Processing Update

Phase 3 Retail Round 1

63 businesses have uploaded one or more Temporary Approval documents.

46 of the **63** businesses have uploaded the minimum number of completed Temporary Approval documents and are eligible for a status of "Local Compliance Underway".

23 of the **46** businesses have scheduled an Initial DCR Inspection.

19 of the **23** have passed an Initial DCR Inspection.

3 Phase 3 Retail Round 1 Applicants have received Temporary Approval.

Licensing Program Updates:

Equity Share Review Correction Sheet (SEP-6001-CS)



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 CITY OF LOS ANGELES DEPARTMENT OF
**CANNABIS
REGULATION**

SEP-6001-CS

**EQUITY SHARE REVIEW
CORRECTION SHEET**

Analyst: _____
Email: _____

Application No. _____
Business Premises Location: _____
Entity Name: _____
Verified Social Equity Individual Applicant (SEIA) Name: _____
SEIA Equity Share Percentage: ____ %

Instructions: This form is intended to provide feedback from the Department of Cannabis Regulation (DCR) regarding the Equity Share requirements in Los Angeles Municipal Code (LAMC) Section 104.20. **Applicant's submitted business records have been preliminarily reviewed for compliance with LAMC Section 104.20; provisions that may violate the Equity Share requirements are summarized below and explained in the corresponding section(s).** The Social Equity Individual Applicant (SEIA) may need to provide further information or documentation to DCR to address these concerns.

Any forms or documents that are subsequently supplemented or corrected must be uploaded into the DCR Licensing Portal Record (Accelea). If the SEIA contends that any of the provisions identified in this correction sheet comply with the Equity Share requirements in LAMC Section 104.20, please provide an explanation or example demonstrating compliance.

Section Summary

☐ Section A - Unconditional Ownership of Equity Share
☐ Section B - Profits, Dividends and Distributions
☐ Section C - Voting Rights and Control
☐ Section D - Successors
☐ Section E - Additional Equity Share Requirements and Miscellaneous

Please note: Please note: Equity Share documents or provisions may violate LAMC Section 104.20 even if not identified by DCR. Applicants must comply with all Equity Share requirements at all times. DCR reserves the right to reconsider Equity Share provisions or documents for compliance at any point and enforce compliance as required in LAMC Section 104.20.

Department of Cannabis Regulation
221 N. Figueroa Ave., Suite 1245, Los Angeles, CA 90012
(213) 978-9738 - cannabis@city.org
www.cannabis.lacity.org

This form provides feedback regarding the Equity Share requirements in Los Angeles Municipal Code (LAMC) Section 104.20. Provisions that may violate the Equity Share requirements are summarized and explained in the corresponding section(s).

- Section A - Unconditional Ownership of Equity Share
- Section B - Profits, Dividends and Distributions
- Section C - Voting Rights and Control
- Section D - Successors
- Section E - Additional Equity Share Requirements and Miscellaneous

Provisions may violate LAMC Section 104.20 even if not identified by DCR. Applicants must comply with all Equity Share requirements at all times and DCR reserves the right to enforce requirements at any time.



Licensing Program Updates:

Processing of Public Convenience or Necessity (PCN) Requests

- DCR has transmitted all of the PCN requests to the City Clerk. Notice of Public Convenience or Necessity (PCN) Application Filing can be found on the DCR website:
<https://cannabis.lacity.org/licensing/licensing-information/public-notice#PCN>
- The Department transmitted 47 PCN requests for the following Community Plan Areas:
 - Central City (29)
 - Central City North (5)
 - Harbor Gateway (4)
 - Sherman Oaks/Studio City (7)
 - Sun Valley/La Tuna Canyon (6)
 - Venice (3)

Social Equity Program Updates



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Summary of Activities to Date: Social Equity Program



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The Mission of the Social Equity Program is “to promote equitable ownership and employment opportunities in the cannabis industry in order to decrease disparities in life outcomes for marginalized communities, and to address the disproportionate impacts of the War on Drugs in those communities.”



Summary of Activities to Date: Social Equity Program



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Social Equity Program Benefits and Resources

- Application Processing
- SEED Grant Program
- Business, Licensing, and Compliance Assistance
- Pro Bono Legal Services



Program Status



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PROGRAM

Application Processing

SEED Grant Program

Pro Bono Legal Program

Business, Licensing &
Compliance

Fee Waiver Program

Fee Deferral Program

STATUS

Available

Available

Available

In Development

New Details Forthcoming

New Details Forthcoming

Summary of Activities to Date: Social Equity Program



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Business, Licensing, and Compliance Assistance

- The BLC program will provide Social Equity Applicants with programming and training in the areas of state and local licensing requirements, commercial cannabis regulations, general business development, cannabis-specific business development and workforce development.
- DCR has selected five vendors who will develop this curricula.



Summary of Activities to Date:

SEED Grant Program



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SEED

ELEVATEIMPACTLA.COM

SEED: Background



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- In June 2020 DCR selected Elevate Impact LA to administer a financial grant program.
- In April 2021, the City of Los Angeles established the Social Equity Entrepreneur Development Grant Program (SEED) Grant Program formerly known as the Financial Grant Program.
- To date, the City of Los Angeles has dedicated **\$ 6 million** to the SEED Grant Program.
 - **\$5 million available via SEED 1.0**
 - **\$1 million available via SEED 2.0**



SEED 1.0



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- Total amount available: **\$5 million**
- Grant Eligibility: Phase 3 Retail Round 1 Social Equity
Individual Applicants deemed eligible pursuant to Los Angeles
Municipal Code 104.06.1(b)
- Grant Amount: **\$25,000**



SEED 2.0



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- Total Amount Available: **\$1 million**
- Grant Eligibility: verified Social Equity Individual Applicants
- Grant Amount: a total of **\$10,000** available in two disbursements:
 - (1) **\$5,000** when DCR deems the Pre-Application eligible for further processing; and
 - (2) **\$5,000** when the Applicant is eligible for a Notice of Local Compliance Underway





SEED Program: Common Mistakes in Application Process

Assessment Documents

- ❖ Applicants are uploading “Business Plans”.
 - The SEED Assessment Documents call for Applicants to provide an “Executive Business Summary”

- ❖ Applicants are uploading “Budgets for their entire business”
 - The SEED Assessment Document calls for a budget for the “Grant” amount only.
 - SEED 1.0 - \$25,000
 - SEED 2.0 - (2) \$5,000 Disbursements



SEED Program Update



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<u>Application Status</u>	<u>Number of Applicants</u>
Initiated Applications	61
Completed Applications	30
Approved Applicants	5
Grant Recipients*	3



SEED Program Resources: Upcoming Webinar(s)



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SEED Grant Program Lunch and Learn Webinar

June 10, 2021 12:00pm - 1:30pm

**Register at [Cannabis.lacity.org](https://cannabis.lacity.org) on the *SEED Grant Program* Page
TODAY!**

The Services provided at this Webinar are FREE!



SEED Program Resources: Video Tutorials



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How to Find Information About
the SEED Grant Program



SEED Grant Program - Grant
Assessment Documents



How to Apply for the SEED Grant
Program



Summary of Activities to Date:

Social Equity Program



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Pro Bono Legal Assistance

LACBA has officially launched the program and is matching qualified SEAs with the pro-bono legal panel.

Phase 3 Retail Round 1 Applicants who are interested in participating in this program must submit the Pro Bono Legal Services Survey and the Legal Services Authorization Agreement.

DCR will send an additional reminder about Pro Bono Legal Services to Phase 3 Retail Round 1 Applicants moving forward.



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Agenda Item 2:
End.



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Agenda Item 3: SPARK Program

SPARK Program



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SPARK

SPARK Phases and Implementation



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Collect Feedback

Analyze Feedback

Create Report

Develop / Present
Recommendations

Action by Council &
Council Committee(s)



SPARK Program:

April 20, 2021 Launch



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Stakeholder Meetings and Community Listening Sessions

On Tuesday, April 20, DCR launched SPARK, an initiative that seeks to engage a diverse group of thought leaders, community based organizations, non-profits, businesses, educators and others via the collection of stakeholder comments, administration of stakeholder surveys, and administration of One-on-One On-Screen Stakeholder Interviews and On-Screen Facilitated Stakeholder Discussions.



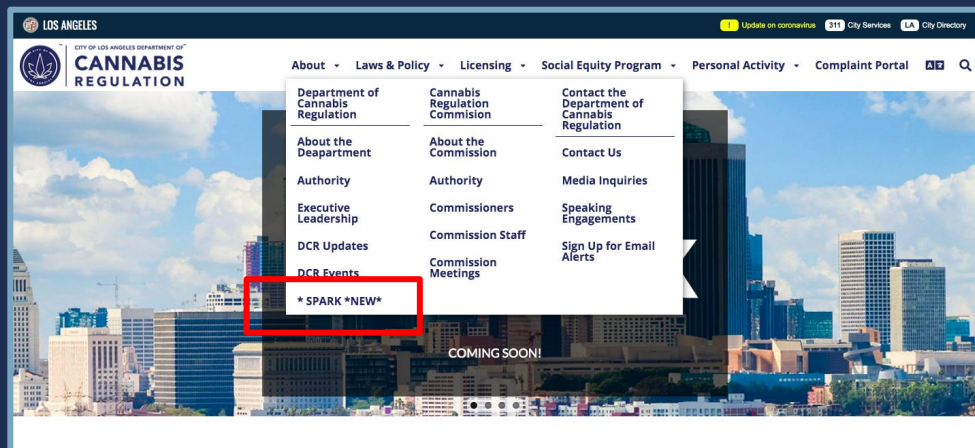
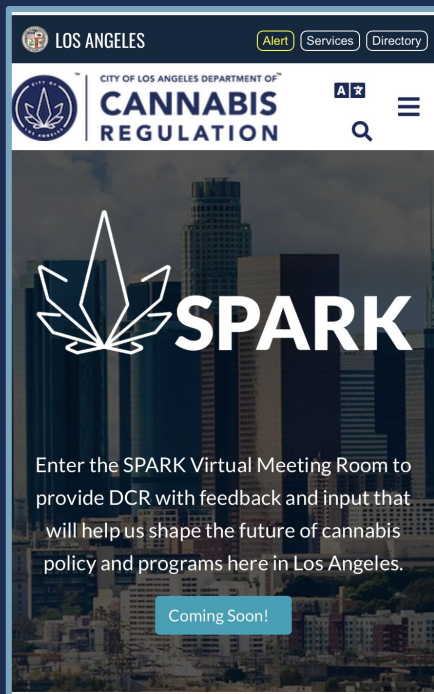
SPARK

SPARK Launch: April 20, 2021

SPARK a Conversation About Cannabis



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SPARK Launch: April 20, 2021

Virtual Meeting Room



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Welcome to Our Virtual Meeting Room



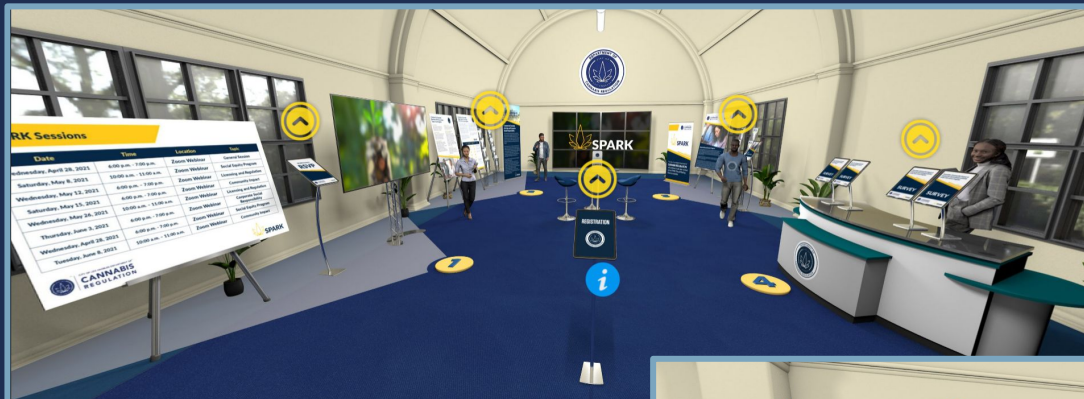
CITY OF LOS ANGELES DEPARTMENT OF

CANNABIS
REGULATION



SPARK

Enter Room



SPARK Sessions

Date	Time	Location	Guest Hosts
Saturday, April 24, 2021	9:00 a.m. - 11:00 a.m.	Zoom Webinar	Guest Hosts
Saturday, May 8, 2021	9:00 a.m. - 11:00 a.m.	Zoom Webinar	Guest Hosts
Saturday, May 15, 2021	9:00 a.m. - 11:00 a.m.	Zoom Webinar	Guest Hosts
Saturday, May 22, 2021	9:00 a.m. - 11:00 a.m.	Zoom Webinar	Guest Hosts
Saturday, May 29, 2021	9:00 a.m. - 11:00 a.m.	Zoom Webinar	Guest Hosts
Thursday, June 3, 2021	9:00 a.m. - 11:00 a.m.	Zoom Webinar	Guest Hosts
Thursday, June 10, 2021	9:00 a.m. - 11:00 a.m.	Zoom Webinar	Guest Hosts
Thursday, June 17, 2021	9:00 a.m. - 11:00 a.m.	Zoom Webinar	Guest Hosts
Thursday, June 24, 2021	9:00 a.m. - 11:00 a.m.	Zoom Webinar	Guest Hosts
Thursday, July 1, 2021	9:00 a.m. - 11:00 a.m.	Zoom Webinar	Guest Hosts



SPARK Launch: April 20, 2021 Outreach and Engagement



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Program Updates: SPARK Sessions



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SPARK SESSIONS are virtual events dedicated to a specific topic DCR is seeking community feedback on including Licensing and Regulation, the Social Equity Program, Corporate Social Responsibility, and Community Impact.

Each SPARK SESSION will feature speakers and provide opportunities for participants to share feedback. The SPARK SESSIONS station will include a schedule of upcoming SESSIONS, information on how you can RSVP for an upcoming SESSION and videos of prior SPARK SESSIONS.

To date, DCR and MBI Media have hosted four (4) SPARK Sessions. Starting with Session #2, DCR began hosting a **SPARK Stakeholder Comment Period**. This hour-long comment period allows stakeholders and members of the community to provide two minutes of uninterrupted time to comment on any and all things cannabis policy in Los Angeles.

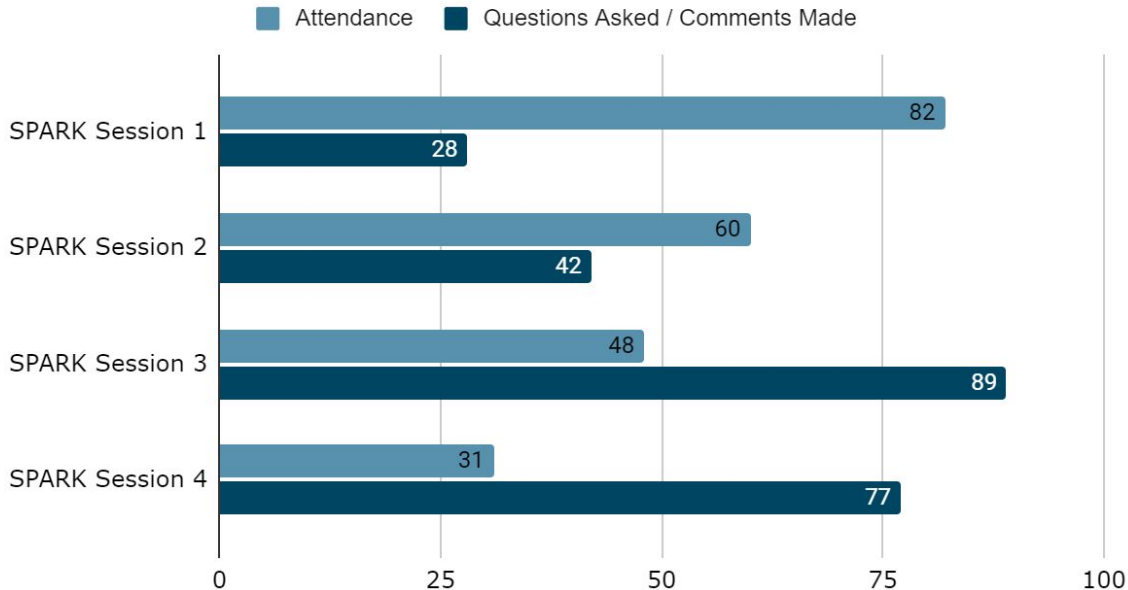


Program Updates:

SPARK Sessions 1 -4 Engagement



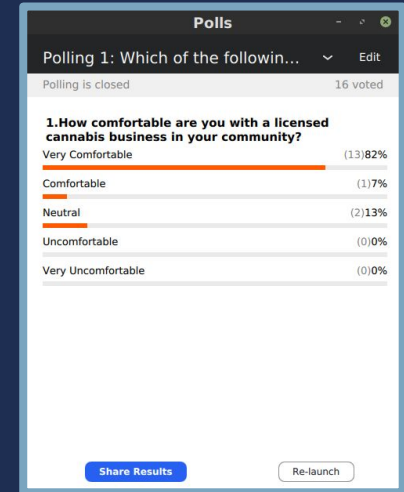
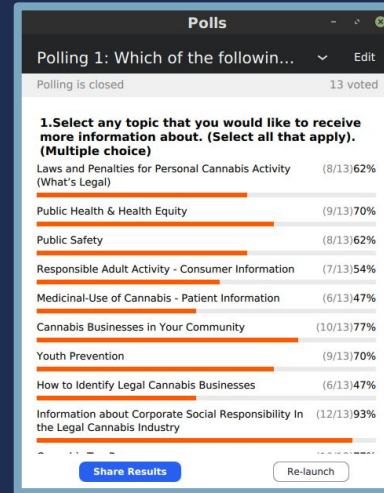
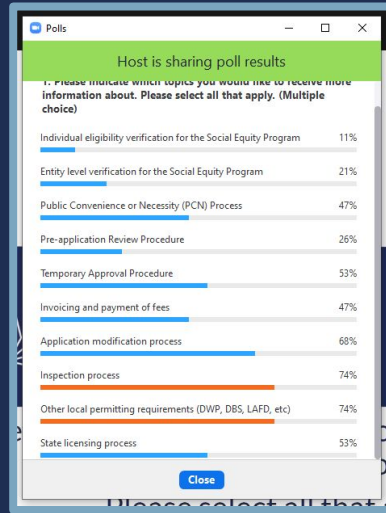
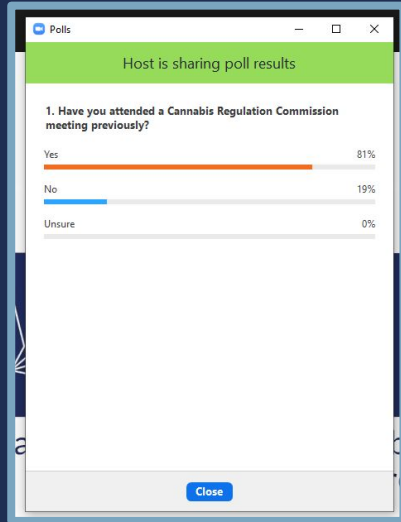
SPARK Sessions 1 - 4



Program Updates: SPARK Sessions 1 - 4 Poll Questions



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SPARK Session #3

SPARK Session #4



Program Updates: SPARK Sessions



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What We're Learning:

- Licensing and Regulation
- Social Equity Program
- Corporate Social Responsibility
- Community Impact
- DCR Administration



Program Updates: SPARK Sessions 1 - 4



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“Why hasn’t DCR provided “Social Equity Applicants” a list of “420 Friendly” landlords?”

“It is imperative that family members of those arrested or convicted be included in the eligibility for Phase 3 Round 2. The mothers, fathers, children, grandparents whose lives were devastated by the loss of a direct family member need equal access.”

“Everything that is available now needs 30 day processing time. We should have access immediately!”

“Due to the economic hardships incurred from delays in process and funding for the SEP, we need to seriously consider extending the moratorium for an additional 3 years until 2028.”

“Social Equity Applicants need tax credits modeled after the City of Oakland tax rebate program.”



Program Updates: Upcoming SPARK Sessions



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The next SPARK SESSION will be held Wednesday,
May 26, 2021 (Licensing and Regulation).

Stakeholder Comment Period: 5:00 p.m. - 6:00 p.m.

SPARK Session #5: 6:00 p.m. - 7:00 p.m.

- ***NEW* BREAKOUT ROOMS!**
- ***NEW*** Surveys After Each Session
- **POLLS!**
- **RSVP available in Virtual Meeting Room!**



SPARK Upcoming Sessions

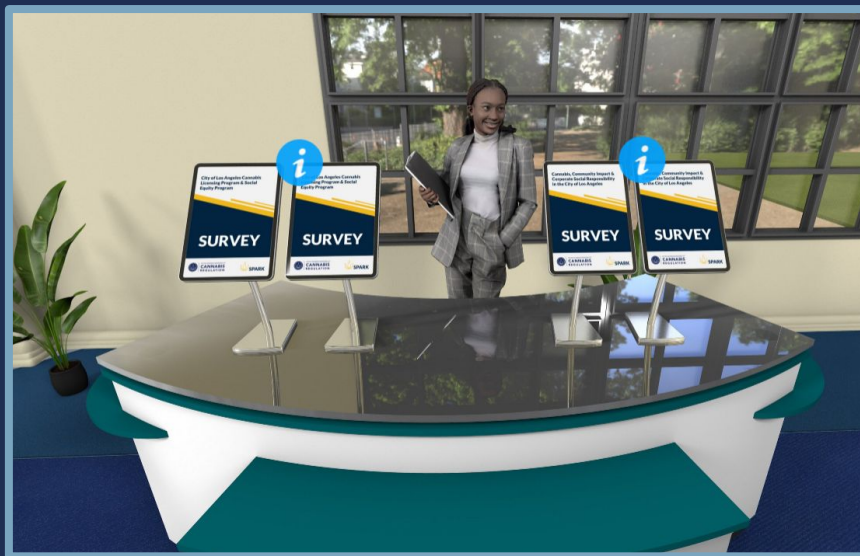
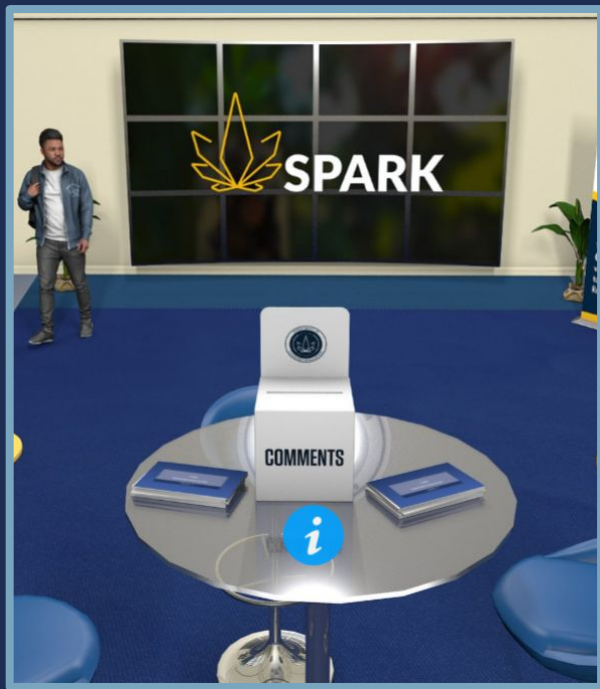
EVENT	DAY	DATE	STAKEHOLDER COMMENT PERIOD	TIME
SPARK Session (Community Impact)	SATURDAY	5/15/2021	9 A.M. - 10 A.M.	10 A.M. - 11 A.M.
SPARK Session (Licensing and Regulation)	WEDNESDAY	5/26/2021	5 P.M. - 6 P.M.	6 P.M. - 7 P.M.
SPARK Session (Corporate Social Responsibility)	THURSDAY	6/3/2021	5 P.M. - 6 P.M.	6 P.M. - 7 P.M.
SPARK Session (Social Equity Program)	TUESDAY	6/8/2021	5 P.M. - 6 P.M.	6 P.M. - 7 P.M.
SPARK Session (Community Impact)	SATURDAY	6/12/2021	5 P.M. - 6 P.M.	10 A.M. - 11 A.M.



Program Updates: SPARK Surveys and SPARK Comment Box



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Available Through June 30, 2021!

Stay Connected to SPARK!



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SPARK Virtual Meeting Room

DCR Website

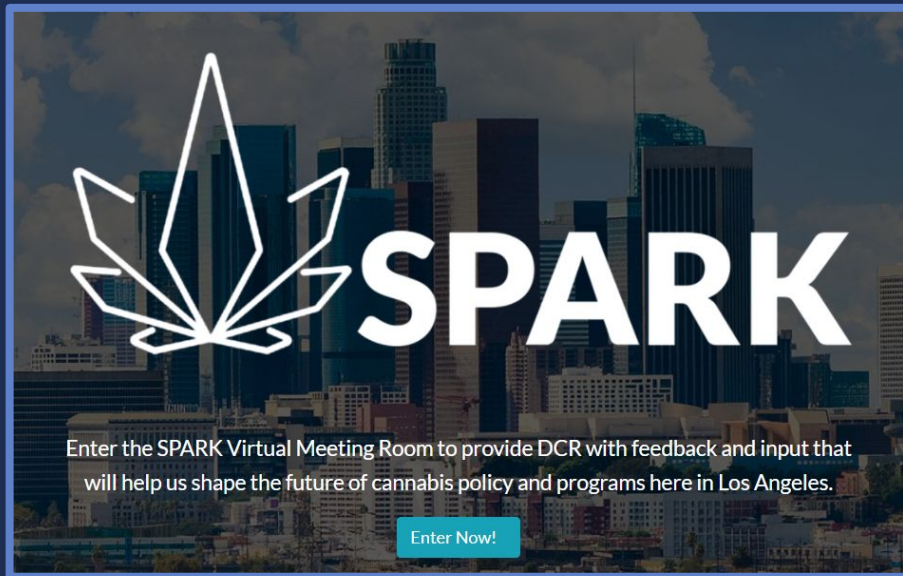
DCR Email Blast

SPARK Comment Box

SPARK Surveys

SPARK Sessions

NEW Email List





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Agenda Item 3:
End.



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Agenda Item 4: Business, Licensing, and Compliance Assistance Program

Business, Licensing, and Compliance



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BLC





BUSINESS LICENSING COMPLIANCE

History

January 2019 - DCR allocated \$3 million for Business, Licensing, and Compliance (BLC) Assistance.

RFQ-First Bench:

June 5, 2019 - First Business, Licensing & Compliance RFQ released .

July 12, 2019- 21 Proposals received.

RFQ-Second Bench:

November 20, 2019 - Second Business, Licensing & Compliance RFQ released.

January 6, 2020 - 7 Proposals received

June 24, 2020- City of Los Angeles institutes cost containment measures, including contracting freeze.

September 20, 2020 - Mayor signs attested Contracts for 5 vendors for the BLC Program initiative

May 2021 - DCR and Vendors complete fully executed NTPs from the 1st and 2nd bench of qualified vendors

BUSINESS LICENSING COMPLIANCE



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VENDORS

North Star Alliances
Oaksterdam University
Los Angeles Metropolitan Churches
Wadeco Business Center
High Demand Development



Vendor Introduction: North Star Alliances



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NORTH STAR ALLIANCES

- Ernesto Morales, CEO

STRATEGIES 360

- Areen Ibranossian, SVP
- Brian Stedge-Stroud, VP
- Talar Alexanian, Sr. Associate

CAL ASIAN CHAMBER

- Frank Louie, COO
- Brandon Lewis,
Program Manager



Education and Training on Commercial Cannabis Licensing, Regulation and Business Permitting

- Pre-recorded & live workshops, digital assets, and curriculum development regarding State Commercial Cannabis Laws, City of LA SEP, and Local/State Compliance.

General Business Development Services

- Pre-recorded videos, digital assets and curricula regarding accounting & sales forecasting, payroll practices, insurance, financial planning and fiscal management.

Public Outreach Services

- Develop Communications, Outreach & Engagement Plan including forums and resource templates for Social Equity Program.



Four Month Plan Deliverables



- We are committed to working with DCR to create a truly equitable program.
- That is our mission and the lens we view all our actions and deliverables through to ensure that our resources, curriculum and offerings eliminate the bias built into the institutions and industries SE applicants are attempting to conquer.
- We will develop a virtual toolkit of digital assets that provide relevant and easy-to-understand educational content that empowers SEP applicants.
- We will host live workshops and develop pre-recorded video content, featuring on-hand experts, to walk applicants through every step of launching a cannabis business.
 - *Join us on July 13th from 6 – 8 pm for our first one!*



Vendor Introduction: Oaksterdam University



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Support Team at Oaksterdam University *Faculty & Subject Matter Experts*

Dale Sky Jones - Chancellor & Project Lead
Erik Lomo - Director of Online
Natalie Darves - Dean of Faculty
Goose Duarte - Director of Operations
Jessie Smith - Executive Assistant





Scope of Work



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General Business Development

- **Inventory Management**
Purchasing, invoicing, security, quality control
- **Marketing and Branding**
Unique marketing plans and branding strategies, Governmental rules and regulations
- **Security Requirements**
State and Local security requirements
- **Records Retention**
Records Retention requirements, schedules, methods
- **Merchandise Transportation and Delivery**
Safe transporting and delivering of goods in Los Angeles and permitted jurisdictions

Each Task • Pre-recorded Videos (sixty minutes) • Present Curricula at Two Virtual Workshops • 15 Digital Assets





Four Month Plan Deliverables



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Timelines

Upon DCR pre-approval, videos and digital assets will be provided within 2 weeks for final approval.

Inventory Management	Present for approval: 5/27
Marketing & Branding	Present for approval: 6/17
Security	Present for approval: 6/17
Records Retention	Present for approval: 6/30
Transportation & Delivery	Present for approval: 6/30



Vendor Introduction: Los Angeles Metropolitan Churches



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Cheryl Branch, Director
Dilara Uskup, Evaluation & Data
Brad Rowe, Technology, Policy & Media

Other Team members

Richard Benbow - Lead Consultant
Kenneth Carter - Technology
Ronda Dixon - General Counsel
Toni Forge - Cannabis Attorney
Dr. Warren Hewitt - Addiction Specialist
Steve Robertson - Subject Matter Expert





Scope of Work



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Cannabis Technology Business Development Services

Develop best practices and curricula for Cannabis App Business Technology, Cannabis Blockchain Technology Development, Cannabis Agricultural Technology Development and Testing Labs

Design and implement curricula to leverage technology to ensure efficiency and compliance regarding State and Local cannabis laws and regulations.





Four Month Plan Deliverables



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Create Cannabis Technology Educational content for Social Equity Entrepreneurs

- Best Practices for Operations
 - Use video content, infographics, checklists and workshops to help social equity entrepreneurs leverage cannabis specific technology to improve their business operations.
- Operational Plans and Procedures
 - Use video content, sample standard operating procedures and workshops to help social equity entrepreneurs leverage technology to remain compliant with regulations.



Vendor Introduction: Wadeco Business Center



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Wadeco Business Center

Connie Sparks-Project Manager

Toni Forge- Greenleaf Consulting

Kristen Arigoni-Greenleaf Consulting

Dr. Yasmin Davidds- YD Leadership Institute





Scope of Work



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Workforce Development, Job Outreach, and Job Placement Services

Design and Implement a Virtual Job Fair

Host a virtual job fair to connect employers and employees with a focus on Social Equity Individual Applicants and Social Equity hiring requirements.

Design and Administer a Hiring and Workforce Development Program

Create an employer/employee registry to provide additional hiring opportunities
Assist Equity and Transitional Workers with a Self-Assessment tool





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Four Month Plan Deliverables

Wadeco will host a 6-hour virtual career fair to assist approximately 1,600 SEIAs, seeking employment opportunities through employer/employee registry, employer/expert panels and interviewing engagements using live chat and video.

Highlights of the Virtual Career Fair:

- Pre-Conference Preparation
- Employer/Employee Registry: Pre-selection process through registry.
- Employer Interview Rooms
- Resource Board
- Hosted Operator Session Panels by License Type (Cultivation, Retail/Delivery, Distribution/Transportation, Manufacturing)
- Exhibitor Breakout Rooms: Community Organizations (SBDC, Talent Agency, Ancillaries)



Vendor Introduction: HDD - High Demand Development



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Scope of Work



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Related Program Services

- Participant List
- Data and Reporting
- Targeted Surveys
- Assistance with Identifying Funds and Raising Capital



Four Month Plan Deliverables

- Develop interactive value-added infrastructure for DCR program management
- DCR HUB Creation - One location for all participant and data needs
- Comprehensive data driven reporting and insights
- Assessment and analysis of SEP Applicant needs for capital and real estate
- Strategy and implementation plan for supporting participant needs for capital and real estate access.





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Agenda Item 4:
End.

Thank You



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