

## Thank You for Joining!

Stakeholder Comment Period: 5:00 p.m. - 6:00 p.m. SPARK Session: 6:00 p.m. - 7:30 p.m.





#### SPARK Sessions Recording Disclaimer



The Department of Cannabis Regulation (DCR) is recording this meeting by audio and visual means. By continuing with this meeting, you consent to this recording and acknowledge that the Department of Cannabis Regulation owns the recording and may use or reproduce it in any manner it deems necessary. If you do not consent to being recorded, please discontinue your participation in this meeting.









- Raise your hand (or use \*9 if calling from a phone) to provide stakeholder comment.
- Feel free to state your name, if interested.
- Participants have two (2) minutes to speak.
- Participants are allowed to speak once per Stakeholder Comment Period.
- Comment collection and not an engagement method.
- Comments must remain on topic.



#### SEED Grant Program Lunch and Learn



Please join DCR and Elevate Impact LA for a SEED Grant **Program Lunch and Learn on** Thursday, June 10, 2021 from 12:00 p.m. - 1:30 p.m.! The team from Elevate Impact LA will walk participants through each step of the application, provide feedback on grant assessment documents and answer questions.



#### **ELEVATEIMPACTLA.COM**





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## SPARK Virtual Meeting Room Now Available!

- **RSVP for future SPARK Sessions.**
- Watch past SPARK Sessions. Utilize SPARK Resource Station.

- Take a SPARK Survey. Provide feedback in the SPARK Comment Box.

Access the Virtual Meeting Room from the DCR website's SPARK landing page.







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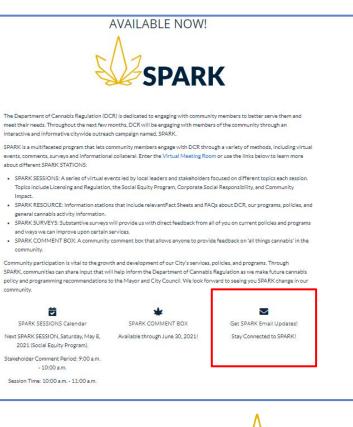


Sign-Up for the SPARK Email List!

Get all the latest SPARK news, direct access to the Virtual Meeting Room and additional updates from DCR.

Sign-up link on the SPARK Landing Page on the DCR website.









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City of Los Angeles Complaint Portal

- Complaints about unlicensed or illegal commercial cannabis activity
- Complaints about licensed commercial cannabis activity that you are concerned may be happening in an unlawful or unsafe manner
- Non-emergency communications with the Los Angeles Police Department about cannabis or cannabis-related activities. If this is an emergency please call 9-1-1.









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#### Finding an Authorized Retailer



The State of California has a California Cannabis Portal to do searches for locations licensed by the state.

Be sure to check out the <u>Bureau of</u> <u>Cannabis Control "Get #weedwise"</u> <u>campaign</u>, which aims to educate consumers about the risks associated with purchasing and using unlicensed cannabis, and increase awareness of the benefits of licensure.



#### SCAN OUR QR CODE TO CHECK OUR License status

You can also check CApotcheck.com to verify we are licensed and our cannabis is legal





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#### **ELEVATEIMPACTLA.COM**





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## Welcome and Introduction(s)



#### SPARK Updates







### Staying Connected to SPARK!



The **LAST SPARK SESSION** will be held Saturday, June 12, 2021 (Community Impact)

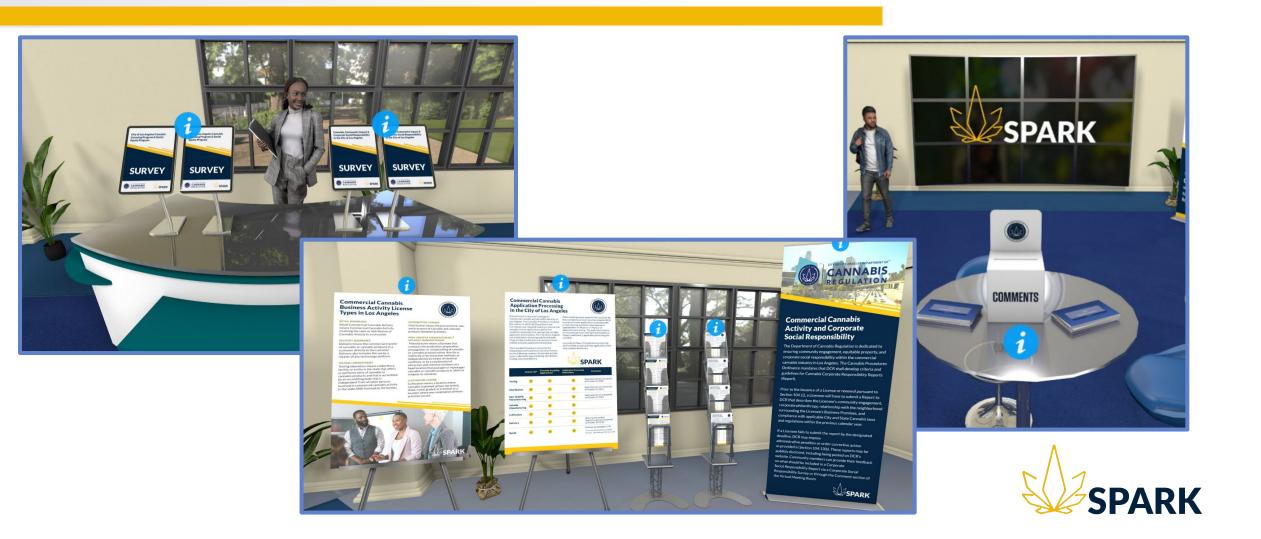
- Stakeholder Comment Period: 9:00 a.m. - 10:00 a.m.
- SPARK Session #8: 10:00 a.m. - 11:30 a.m.
- RSVP available in Virtual Meeting Room.





#### Staying Connected to SPARK!





## Welcome and Introduction(s)







#### CANNABIS REGULATION SOCIAL EQUITY PROGRAM





## Social Equity Program



## Social Equity Program



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."







## Social Equity Program Resources and Benefits



### Social Equity Program



Social Equity Program Benefits and Resources

- Eligibility Verification
  - Individual Verification
  - Entity Verification (Equity Share Compliance)
- Priority Application Processing
- Business, Licensing, and Compliance Assistance
- Fee Waiver Program and Fee Deferral Program
- SEED Grant Program
- Pro Bono Legal Services





#### Social Equity Program: Poll Question



**POLL QUESTION:** Which of the following best describes you? Please select all that apply.

- Prospective Social Equity Applicant
- Current Social Equity Applicant
- Social Equity Licensee
- Prospective General Applicant
- Current General Applicant
- General Licensee
- Other Cannabis Industry Participant
- Live in the City of Los Angeles
- Work in the City of Los Angeles
- Neighborhood Council Member
- Cannabis Patient and/or Consumer
- Arrested or Convicted of Cannabis-related Activity
- Decline to State
- Other



#### Social Equity Program: Poll Question



**POLL QUESTION:** Which of the following topic areas are you most knowledgeable about? (Select one).

- Individual eligibility verification for the Social Equity Program
- Entity level verification for the Social Equity Program
- PCN Process
- Pre-application review process
- Temporary approval process
- Invoicing and payment of fees
- Application modification process
- Inspection process
- Other local permitting requirements (DWP, DBS, LAFD, etc)
- State licensing process
- Business Development
- Payroll, Inventory Management, Insurance
- Employee Recruitment
- Fundraising and Capital Acquisition
- Marketing and Branding





#### SPARK Session Breakout Rooms



## SPARK Session Breakout Rooms Guidelines



To foster and inclusive environment during our breakout rooms, we are asking attendees to observe the following guidelines:

- DCR representatives are in rooms to present information to \*SPARK\* discussion and comments. No specific licensing or application questions will be answered.
- Use the Raise Hand function (or \*9 on phone) to make a comment.
- Keep comments and recommendations on topic to the prompt / question.
- Allow time for others to provide feedback on each prompt.
- Use Chat Box to respond if you do not want to speak on a prompt.







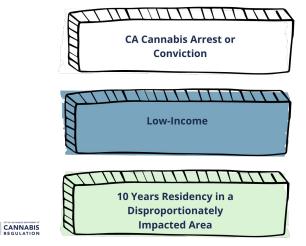
## SPARK Session Breakout Room: Social Equity Program Eligibility



#### Social Equity Program: Individual Level Eligibility Verification



The Social Equity Program is available to individuals verified by the Department as Social Equity Individual Applicants. To be verified individuals must meet certain criteria related to:



- Original
  - Verification Period -- CLOSED
  - Approx. 1600 Individuals Verified
    - Tier 1
    - Tier 2
    - Tier 3\*
  - Refer to your Accela account to confirm you are a verified Applicant
- Expanded & Phase 3 Retail Round 2
  - Verification Period -- TBD



#### Social Equity Program: Entity Level Eligibility Verification



	INFORMATION AND PROCEDURE BULLETIN
SEP-6001-IPB	September 08, 2020
EN	SOCIAL EQUITY PROGRAM
iquity Program ("Program" 04.20. The program, origina vith the relevant ordinance a erification of the Individual icensees subject to LAMC Se usiness records and agree ppplicant owns at least the m 'his bulletin <sup>1</sup> provides gener- ndividual Applicant to comp	Regulation ("DCR") is responsible for administering the City's Social or "SEP") pursuant to Los Angeles Municipal Code ("LAMC") Section live stabilished in 2017, has been since comprehensively re-organized, mended to, among other things, provide clarity related to the eligibility and the entity. In order to receive or renew a License, Applicants and totin 104.20 shall follow the procedure outlined below and provide all ments necessary to demonstrate that the Social Equity Individual inimum Equity Share required under Section 104.20(a)(2). al information about the procedure and requirements for a Social Equity by with Equity Share requirements as established in LAMC Sections e a License is issued or renewed. The full text of LAMC Section 104.20 ealuletin
o province at the end of and	Overview of Responsibilities
pplicant Responsibilities: Read and become familia Chapter X of the LAI attention to LAMC Section Apply for Social Eq Applicant eligibility verifi- submit required inform compliance with at leas ownership percentage Eq Person to whom the Licer Comply with additiona requirements. Comply with ownership requirements. Seek legal counsel if nece Apply for entity eligibility Sign and submit the Compliance Attestation."	MC, with close 104.20, uity Individual cation. thation to show it the minimum uity Share in to and disclosure sary. - - - - - - - - - - - - -
funicipal Code and does not consti	rve as an informational guide only. It does not replace or supersede the Los Angeles tute legal advice. This document is subject to change and may not constitute the most . Applicants are encouraged to conduct their own due diligence and research to ensure legal requirements.

	CANNABIS REGULATION	
4011-F	ORM	

LIC

Instructions: All Owners of a Social Equity Applicant are required to sign and submit the following attestation. "Owners" is defined in Los Angeles Municipal Code (LAMC) Section 104.01(a)(36).

SOCIAL EQUITY PROGRAM OWNER COMPLIANCE ATTESTATION

Business Premises Location: License or Application No.:

Applicant Entity Name:

In order to participate in the Social Equity Program ("SEP" or "Program"), Individuals and entities must comply with requirements as established in LAMC Sections 104.06.1 and 104.20 in order to receive the certain Program benefits and resources.

All Owners shall comply with the Ownership Percentage requirements in either LAMC Sections 104.20(a)(2)(ii) or (b)(2)(ii), which require that a Social Equity Individual Applicator own no less than a specific percentage Equity Share in the Person to whom the License is issued.

All Owners are required to comply with Equity Share requirements as established in LAMC Section 104.20(a)(2)(ii) before a License is issued or renewed, regarding:

- Unconditional ownership of the Equity Share
- Profits, dividends, and distributions
- Voting rights and control
- Surviving Spouse

All Owners are also required to comply with the additional Equity Share requirements as established in LAMC Section 104.20(a)(2)(iii) before a License is issued or renewed, including, but not limited to, incorporating the following addendum into their operating agreement documents to evidence compliance with Equity Share requirements:

> To the extent that any provision of this agreement, or part thereof, is or may be construed to be inconsistent with or in violation of the "Equity Share" requirements set forth in Los Angeles Municipal Code section 104.20, such provision(s) shall be ineffective, unenforceable, and null and void.

Department of Cannabis Regulation 221 N. Figueroa Ave., Suite 1245, Los Angeles, CA 90012 (213) 978–0731 - connabis/adducty.org www.cannabis.lacity.org

SEP-6001-CS       Analyst:         Email:	CANNABIS REGULATION	EQUITY SHARE REVIEW CORRECTION SHEET
Analyst:		
Application No.	SEP-6001-CS	Analyst:
Section Summary Section A - Unconditional Ownership of Equity Share requirements in LAMC Section 104.20, please note: Section B - Profits, Dividends and Distributions Section D - Successors Section D - Successor		Email:
Section Summary Section A - Unconditional Ownership of Equity Share requirements in LAMC Section 104.20, please note: Section B - Profits, Dividends and Distributions Section D - Successors Section D - Successors Section D - Successors Section C - Voting Rights and Control Section D - Successors Section D - Successors Section C - Additional Equity Share Requirements and Miscellaneous Please note: Please note: Equity Share Adouted to provisions may violate LAMC Section 104.20, provisions may violate LAMC Section 104.20, provisions that any violate the Equity Share requirements are submarized below and explained in the corresponding section[5]. To Social Equity Individual Applicant (SEIA) may need to provide further information or documentati to DCR to address these concerns.  Any forms or documents that are subsequently supplemented or corrected must be uploaded in the DCR Licensing Portal Record (Accela). If the SEIA contends that any of the provisions identifi 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 D - Successors Section D - Successors Section C - Voting Rights and Control Section D - Successors Section C - Require Section C - Require Section C - Successors Section C - Require Section C - Require Section C - Successors Section C - Require Section C - Require Section C - Require Section C - Successors Section C - Require Section C - Require Section C - Require Section C - Successors Section C - Require Section C - Req	Application No	
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 Regulati (DCR) regarding the Equity Share requirements in Los Angeles Municipal Code (LAMC) Secti 104.20. Applicant's submitted business records have been preliminarily reviewed f compliance with LAMC Section 104.20; provisions that may violate the Equity Share requirements are summarized below and explained in the corresponding section(s). T Social Equity Individual Applicant (SEIA) may need to provide further information or documentati to DCR to address these concerns. Any forms or documents that are subsequently supplemented or corrected must be uploaded in the DCR Licensing Portal Record (Accela). If the SEIA contends that any of the provisions identifi in this correction sheet comply with the Equity Share requirements in LAMC Section 104.20, plea provide an explanation or example demonstrating compliance. Section Summary Section A - Unconditional Ownership of Equity Share Section C - Voting Rights and Control Section D - Successors Section D - Successors Section F - Additional Equity Share Requirements and Miscellaneous Please note: Please note: Equity Share documents or provisions may violate LAMC Section 104. Please note: Please note: Equity Share compliance for compliance for compliance for compliance for compliance for compliance for the section for compliance for the section for the section for compliance for compliance for the section for compliance for the section for compliance for compliance for the section for compliance for the section for compliance for the section for compliance for compliance for compliance for the section for the section for compliance for compliance for the section for compliance for the section for the section for the section for		(SEIA) Name:
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[DCR] regarding the Equity Share requirements in Los Angeles Municipal Code (LAMC) Section         104.20.       Applicant's submitted business records have been preliminarily reviewed if compliance with LAMC Section 104.20; provisions that may violate the Equity Sharequirements are summarized below and explained in the corresponding section(S). To Social Equity Individual Applicant (SEIA) may need to provide further information or documentati to DCR to address these concerns.         Any forms or documents that are subsequently supplemented or corrected must be uploaded in the DCR Licensing Portal Record (Accela). If the SEIA contends that any of the provisions identifin this correction sheet comply with the Equity Share requirements in LAMC Section 104.20, plea provide an explanation or example demonstrating compliance.         Section Summary       Section A - Unconditional Ownership of Equity Share         Section C - Voting Rights and Control       Section C - Voting Rights and Control         Section C - Voting Rights and Control       Section C - Voting Rights and Control         Section D - Successors       Section C - Successors         Section C - Review Equity Share Requirements and Miscellaneous         Please note:       Please note: Equity Share documents or provisions may violate LAMC Section 104.	SELA Equity share Percentage %	
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. even if not identified by DCR. Applicants must comply with all Equity Share requirements at times. DCR reserves the right to reconsider Equity Share provisions or documents for compliance	to DCR to address these concerns. Any forms or documents that are subsequ the DCR Licensing Portal Record (Accela).	ently supplemented or corrected must be uploaded into
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 even If not identified by DCR. Applicants must comply with all Equity Share requirements at times. DCR reserves the right to reconsider Equity Share provisions or documents for compliance		
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 even if not identified by DCR. Applicants must comply with all Equity Share requirements at times. DCR reserves the right to reconsider Equity Share provisions or documents for compliance	provide an explanation or example demons	
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. even if not identified by DCR. Applicants must comply with all Equity Share requirements at times. DCR reserves the right to reconsider Equity Share provisions or documents for compliance	provide an explanation or example demons Section Summary	strating compliance.
Section E - Additional Equity Share Requirements and Miscellaneous  Please note: Please note: Equity Share documents or provisions may violate LAMC Section 104. even If not identified by DCR. Applicants must comply with all Equity Share requirements at times. DCR reserves the right to reconsider Equity Share provisions or documents for compliance	provide an explanation or example demons Section Summary Section A - Unconditional Ownership	strating compliance. of Equity Share
Please note: Please note: Equity Share documents or provisions may violate LAMC Section 104. even if not identified by DCR. Applicants must comply with all Equity Share requirements at times. DCR reserves the right to reconsider Equity Share provisions or documents for compliance	provide an explanation or example demons Section Summary Section A - Unconditional Ownership Section B - Profits, Dividends and Dist	strating compliance. of Equity Share
even if not identified by DCR. Applicants must comply with all Equity Share requirements at times. DCR reserves the right to reconsider Equity Share provisions or documents for compliance	provide an explanation or example demons Section Summary Section A - Unconditional Ownership Section B - Profits, Dividends and Dist Section C - Voting Rights and Control	strating compliance. of Equity Share
	provide an explanation or example demons Section Summary Section A - Unconditional Ownership Section B - Profits, Dividends and Dist Section C - Voting Rights and Control Section D - Successors	strating compliance. of Equity Share ributions

Department of Cannabis Regulation 221 N. Figueroa Ave., Suite 1245, Los Angeles, CA 90012 (213) 978 - 0738 · cannabis@lacity.org www.cannabis.lacity.org



### SPARK Session Breakout Room: Topic 1 Whiteboard





## SPARK Session Breakout Room: Application Processing



#### Social Equity Program: Application Processing

#### **Priority Application Processing**

Social Equity Applicants receive certains benefits related to application processing. When certain requirements are met, they are eligible for:

- Priority access to Retail and Delivery Licenses
- Priority License Application Processing
- Priority License Renewal Processing

License Type	License CAP	Are Applications Currently Being Accepted?	Application Processing Restrictions	Comments
Testing	No	No	No	Application processing will open on October 20, 2020 at 2:00 p.m.
Distribution	No	No	No	Application processing will open on October 20, 2020 at 2:00 p.m.
Non-Volatile Manufacturing	No	No	No	Application processing will open on October 20, 2020 at 2:00 p.m.
Volatile Manufacturing	Yes	No	No	
Cultivation	Yes	No	No	
Delivery	No	No	Yes. Limited to Social Equity Applicants until January 1, 2025 (Phase 3)	SEAs must be verified. SEAs may be verified under the original eligibility criteria or the expanded eligibility criteria. Application processing will open on October 20, 2020 at 2:00 p.m.
Retail	Yes	No	Yes. Limited to Social Equity Applicants until January 1, 2025 (Phase 3 Round 2)	Licenses are limited per CPA. To apply in a CPA that has reached Undue Concentration,eligibility must be verified pursuant to LAMC Sections. 104.20(b) and 104.06.1(c)(3) before submitting a PCN Request. A lottery will be administered to determine which eligible SEAs are selected to apply for a License in a CPA that has not reached Undue Concentration. SEAs must be verified pursuant to LAMC Sections 104.20(b) and 104.06.1(c)(3) before being determined eligible to participate in the lottery.







### SPARK Session Breakout Room: Topic 2 Whiteboard





#### SPARK Session Breakout Room: Business, Licensing, and Compliance Assistance



#### Social Equity Program Overview



#### 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.







### SPARK Session Breakout Room: Topic 3 Whiteboard





#### SPARK Session Breakout Room: Fee Deferral Program and Fee Waiver Program



#### Social Equity Program: Fee Deferral Program & Fee Waiver Program



In April 2021, City Council approved DCR's Rules and Regulations for the Fee Deferral and Fee Waiver Program.

#### **Fee Deferral Program**

To date, DCR has made \$250,000 available to verified Social Equity Applicants through the Fee Deferral Program. Additional Fee Deferrals will be made available as resources allow.

#### Fee Waiver Program

DCR will make an additional \$650,000 available for fee waivers. Fee waivers may be applied to Social Equity Application (SEIA) Eligibility Verification Fees for individuals who submit a complete eligibility verification application. More details are forthcoming.





### SPARK Session Breakout Room: Topic 4 Whiteboard





## SPARK Session Breakout Room: SEED Grant Program



#### Social Equity Program: SEED Grant Program



The Financial Grant Program is now the **Social Equity Entrepreneur Development (SEED) Grant Program.** 

- In April 2021, the City of Los Angeles established the Social Equity Entrepreneur Development Grant Program (SEED) Grant Program).
- The SEED Grant Program utilizes funding from the <u>Cannabis Equity Grant for Local Jurisdictions</u> (<u>CEG Grant</u>) to provide financial assistance to verified Social Equity Individual Applicants.
- To date, the City of Los Angeles has dedicated **\$6 million** towards the SEED Grant Program through funds made available through 2019 and 2020 California CEG Grant awards.





### SPARK Session Breakout Room: Topic 5 Whiteboard





## SPARK Session Breakout Room: Pro Bono Legal Services



#### Social Equity Program: Pro Bono Legal Services



The Los Angeles County Bar Association's Cannabis Section, in partnership with DCR, has created a Pro Bono Legal Assistance program which will operate through the Bar Association's Smart Law Referral Service for Social Equity Applicants. This referral service is available ONLY to Social Equity Applicants who applied in Phase 3 Retail Round 1 and were determined eligible for further processing. Depending on demand and availability, these services may be expanded to other applicants in the future.







## SPARK Session Breakout Room: Topic 6 Whiteboard





# SPARK Session Breakout Rooms





#### Social Equity Program: Poll Question



Please indicate which of the following topic areas would you like to receive more information about? (Select all that apply).

- Individual eligibility verification for the Social Equity Program
- Entity level verification for the Social Equity Program
- PCN Process
- Pre-application review process
- Temporary approval process
- Invoicing and payment of fees
- Application modification process
- Inspection process
- Other local permitting requirements (DWP, DBS, LAFD, etc)
- State licensing process
- Business Development
- Payroll, Inventory Management, Insurance
- Employee Recruitment
- Fundraising and Capital Acquisition
- Marketing and Branding



#### Social Equity Program: Poll Question



Are you interested in participating in any of the following programs or services?

- Social Equity Program Priority Application Processing
- Business, Licensing, and Compliance Assistance
- Fee Deferral Program
- Financial Grant Program
- Pro Bono Legal Services
- Assistance with State Licensing and Compliance Requirements



#### SEED Grant Program Lunch and Learn



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#### **ELEVATEIMPACTLA.COM**



#### Staying Connected to SPARK!



The LAST SPARK SESSION will be held Saturday, June 12, 2021 (Community Impact)

- Stakeholder Comment Period: 9:00 a.m. - 10:00 a.m.
- SPARK Session #8: 10:00 a.m. - 11:30 a.m.
- RSVP available in Virtual Meeting Room.





## Staying Connected to SPARK! Virtual Meeting Room





## Staying Connected to SPARK! SPARK Surveys



**SPARK SURVEYS** are substantive surveys on specific topics DCR is seeking community feedback on including Licensing and Regulation, the Social Equity Program, Corporate Social Responsibility, and Community Impact.

These surveys will provide DCR with direct feedback from all participants on existing policies and programs and ways we can expand services and programs.

SPARK SURVEYS will be available through June 30, 2021.



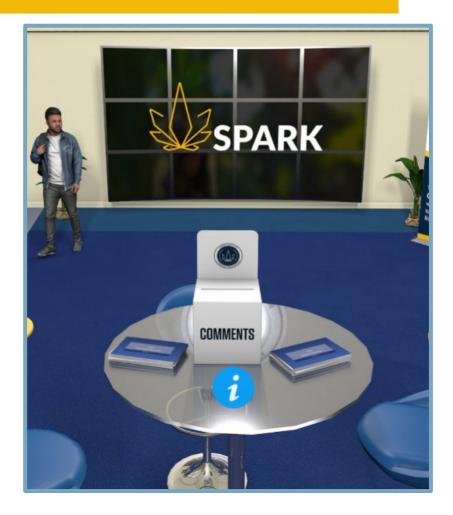


## Staying Connected to SPARK! SPARK Comment Box



The **SPARK COMMENT BOX** is a comment collection box that allows members of the community and stakeholders to submit feedback to DCR. Responses can be up to 250 words.

The SPARK COMMENT BOX is available through June 30, 2021.







#### SPARK Session Breakout Rooms Session Share!





#### **Closing Remarks**



