



CANNABIS REGULATION COMMISSION

February 24, 2022 , 2:30 p.m.
(877) 853 - 5257 | Meeting ID: 860-838-7310 #



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Roll Call



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General Public Comment & Single / Multiple Agenda Item Comment

Agenda Item #1: Commission Business



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Agenda Item #2:

Findings to Continue Teleconference
Meetings Pursuant to AB 361 and Possible
Commission Action



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Agenda Item # 4: Policy Updates



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Policy Update - C.F. 21-1083



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- On February 16, 2022 Council approved a motion from Councilmembers Harris-Dawson and Price along with a report transmitted by DCR containing an interim budget request and proposed ordinance amendments.
- DCR worked closely with staff from Council Districts 8 (CM Harris-Dawson) and 9 (CM Price) to refine the recommendations included in the original motion and DCR reports.
- These recommendations included the following:
 - Proposed amendments to the LAMC based on the intent of the original motion to establish defined processing timelines;
 - Implementing the California Local Jurisdiction Assistance Grant program and executing related programming;
 - Adding 21 resolution positions to DCR to implement CEQA and annual license application processes supported by the grant funding.
- On February 22, 2022 the Mayor approved Council's action.

Policy Update - C.F. 21-1083



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Next Steps:

- City Attorney to draft and present ordinance
 - The Mayor and City Council must consider the draft ordinance and adopt it before the LAMC changes will take effect
- DCR is already updating internal processes and external resources related to recent policy updates including necessary changes to the Rules and Regulations to implement the changes.
- DCR will work with the Personnel Department to establish the new positions
 - Personnel will need to transmit a report to the Civil Service Commission
 - The Civil Service Commission will need to allocate all 21 positions
 - Once allocated, DCR may begin the hiring process
 - DCR must conduct interviews and make job offers
 - Realistically, DCR will begin to fill positions in July or August



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Agenda Item #4:
END.

Agenda Item # 5: DCR FY 22-23 Budget Proposal



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FY 2022-23 Proposed Budget

- DCR's FY 2022-23 budget request was submitted to the Mayor's Office in November 2021.
 - Continuation of all existing positions authorities and funding resources and continuation of the 21 positions authorized under C.F. No. 21-1083 which will expand licensing resources, establish a compliance and enforcement section, and expand programming for Social Equity Applicants.
 - \$20 million from the General Fund (cannabis business tax revenue)
 - \$10 million - Social Equity Program
 - \$ 3 million - Business Licensing and Compliance (BLC) Assistance
 - Year 3 of City Council's \$9 million commitment to establishing BLC programming.
 - \$ 7 million - Financial Assistance - New funding to establish a revolving fund for Social Equity Applicants to gain access to loans and fee deferrals
 - \$10 million - Enforcement against unlicensed commercial cannabis activity



FY 2022-23 Proposed Budget

- February 23, 2022 - Departmental Budget Hearing
 - The Mayor and City Council have already approved the 21 additional positions needed to implement the California Local Jurisdiction Assistance Grant Program, as well as establish new units which will expand licensing capacity.
 - DCR will work with the Personnel Department to establish the new positions.
 - DCR will work with the CAO to update the Department's fee structure to maintain full cost recovery.
- April 20, 2022 - Mayor's Proposed Budget
- May 2022 - Budget and Finance Committee deliberations and City Council consideration
- June 2022 - the Fiscal Year 2022-23 Budget is adopted
- July 1, 2022 - New Fiscal Year begins



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Agenda Item #5:
END.

Agenda Item #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



Social Equity Program Benefits and Resources

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



Application Processing



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License Type	License CAP	Are Applications Currently Being Accepted?	Application Processing Restrictions	Comments
Testing	No	Yes	No	
Distribution	No	Yes	No	
Non-Volatile Manufacturing	No	Yes	No	
Volatile Manufacturing	Yes	No	No	
Cultivation	Yes	No	Yes. Limited to Social Equity Applicants until January 1, 2025.	
Delivery	No	Yes	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.
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.

Business, Licensing, and Compliance



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BLC





History of BLC Program

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

April 2021 - Work began and has continued throughout the summer to deliver & launch our BLC program



History of BLC - 2021 Live Webinar Programming

August 21, 2021

August 24-26, 2021

September 9, 2021

September 14, 2021

September 16, 2021

September 21, 2021

September 23, 2021

September 28, 2021

September 30, 2021

October 5, 2021

October 7, 2021

October 14, 2021

October 21, 2021

October 28, 2021

November 4, 2021

GROW 2021 Career Fair

LA Cannabis Tech Week

Inventory Management

Security Requirements

Accounting

Branding & Marketing

Payroll

Records Retention

Insurance

Delivery & Transportation

Financial Planning/ Management

Inventory Management

Security Requirements

Branding & Marketing

Delivery & Transportation

BLC Outreach



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Since August 2021:

42,090
E-Blasts

11,691
Direct Text Messages

15,000
Phone Calls



2022 BLC Programming Overview

Monthly “Beachside Chats”

- Panels of Cannabis Experts with Audience Q&A

29 Webinars through April

- Covering topics ranging from licensing to career pathways to raising capital

New LMS content

- Expanded

70 Hours of Office Hours

- Small group Q&A sessions with subject matter experts



BLC Cannadispatch



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CITY OF LOS ANGELES DEPARTMENT OF™

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BLC

BUSINESS, LICENSING, AND COMPLIANCE
ASSISTANCE PROGRAM

Learn more at cannabis.lacity.org



**The BLC
Cannadispatch**

Wow! Can you believe it's already February? Welcome back to our monthly digest, the **BLC Cannadispatch**, providing LA's social equity community with the latest Cannabis jobs, resources, news, and events!

February's calendar is packed with programming to help both business owners and job seekers succeed and thrive in the Cannabis industry. In addition to our weekly webinars, we are continuing our virtual "Ask Me Anything" sessions to provide you with free virtual Cannabis Business advice and individualized support with your Commercial Cannabis License Application. Please scroll down to access the live Zoom links and registration pages for our virtual events.



BUSINESS SPOTLIGHT

Featuring Los Angeles Cannabis Entrepreneurs

CALVIN FRYE

COMPASSIONATE
CAREGIVERS
OF STUDIO CITY



Click on the image above to hear about Calvin Frye's journey of launching
Compassionate Caregivers of Studio City.

BLC Cannadispatch



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WHAT WE'RE CONSUMING

Thought Provoking Cannabis News, Resources & Media

- [5 Trends that will Shape LA's Cannabis Scene in 2022](#)
- A Dream Realized: [Q + A with Cannabis Social Equity Licensee Aja Allen](#)
- [LA County Supervisors in Favor of \\$30k per day fines for illegal Cannabis Operations](#)
- [How to Attract Top Level Corporate Talent to Cannabis Jobs](#)
- Congressional Democrats Plan to Take Up [Cannabis Reforms in Spring](#)



DCR JOB CORNER

The latest & greatest cannabis career offerings

Save the Dates for our GROW 2022 Career Fair!

March 18th:

Online Education for Job Seekers

- Cannabis 101 Webinars for Job Seekers
- Open Q & A Session

March 19th:

LIVE Career Fair at LA Trade-Technical College

- On-site Interviews and Networking
- Expert Panelists (Retail, Cultivation, Distribution, Manufacturing)
- Job Seeker Support Booth (Application Review and Resume Coaching)
- Employer Human Resources Support (interviewing, candidate selection)

How to RSVP

If you are a Los Angeles Business, RSVP [here](#).

If you are a Job Seeker, RSVP [here](#)

YOUR PREVIEW OF FEBRUARY EVENTS

Tuesday 1	COMMERCIAL LEASES & NEGOTIATION
Thursday 3	EQUITY SHARE REQUIREMENTS
Monday 7	MONTHLY BEACHSIDE CHAT
Thursday 10	STATE & LOCAL HIRING COMPLIANCE
Friday 11	INTERVIEW SESSION FOR JOB SEEKERS
Tuesday 15	HEMP & NON-RETAIL CAREER PATHWAYS
Thursday 17	TECHNOLOGY RESOURCE LISTS
Tuesday 22	WORKER EDUCATION & CERTIFICATION
Thursday 24	IDENTIFYING FUNDS & RAISING CAPITAL



February Events Review



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ASK ME ANYTHING!

Free, Virtual Cannabis Business Advice

—
WEDNESDAYS & FRIDAYS

- February 4 (12 - 2 pm)
- February 9 (12 - 2 pm)
- February 23 (12 - 2 pm)
- March 2 (12 - 4 pm)

Link to Join:

<https://tinyurl.com/dcrlicensingOH>



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BUSINESS LICENSING AND COMPLIANCE
ASSISTANCE PROGRAM

February Virtual Advising Sessions

MARCH EVENT SERIES

CANNABIS BUSINESS DEVELOPMENT

Tuesday
1 CURRICULA FOR JOB SEEKERS

Thursday
3 MANAGEMENT RECRUITMENT
& TRAINING

Tuesday
7 MARCH BEACHSIDE CHAT

Thursday
10 BUSINESS OF CANNABIS RETAIL

Tuesday
15 BUSINESS PLANS &
OPERATIONAL DEVELOPMENT

Thursday
17 RETAIL, PATIENT, &
CONSUMER SAFETY

Tuesday
22 BUSINESS OF CANNABIS
DISTRIBUTION

Thursday
24 CONTRACTING

Tuesday
29 BUSINESS OF CANNABIS
DELIVERY

Thursday
31 BUSINESS OF CANNABIS
MANUFACTURING

RSVP TODAY:

<https://tinyurl.com/dcrmarchevents>



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March Events Preview



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ASK ME ANYTHING!

Free, Virtual Cannabis Business Advice

FINAL SESSION FOR SUPPORT
with your application for a commercial cannabis license

MARCH 2 (12 - 4 PM)

Link to Join:

<https://tinyurl.com/dcrlicensingOH>



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ASSISTANCE PROGRAM

March Virtual Advising Sessions



Pathways for Career Growth in the Cannabis Industry

JOIN US AT OUR SESSION ON INTERVIEWING!

**FEBRUARY 11
12 - 1:30 PM**



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Pathways for Growth in the Cannabis Industry

A budding experience for job seekers in cannabis

Weekdays, 12 - 1:30 PM

Three Virtual Sessions Available in March 2022!

Creative Resume Writing

March 4

Telling your story on paper isn't easy. In this workshop, you will learn how to create a resume that stands out in a job search!

Cultivating the Leader in You

March 23

This crash course in effective leadership will provide you with the insight of a strengths- focused leadership style that increases productivity, employee retention and a boost of confidence.

Becoming an Effective Manager in Cannabis

March 30

Managing a team takes great know-how and skills. In this session, you will learn best practices for managing & motivating a team, improving productivity, and building a win-win culture.

Register Today!

tinyurl.com/pathwaysforcannabisgrowth

March Career Development Sessions



GROW 2022 CANNABIS CAREER FAIR

2-Day Event

March 18th Day-1: Virtual
Educational Programming

March 19th Day-2: Live
Los Angeles Trade Tech College
400 W. Washington Blvd.
Los Angeles, CA



KEYNOTE SPEAKER
TIMEKA DREW

Founder & CEO of Biko & VP of
Licensing & Compliance for Eaze

Register @
<https://bit.ly/3okOhjw>



Job Readiness

- Cannabis 101 for Job Seekers
- Open Q & A with HR Experts
- Job Readiness Webinars



Opportunities

- Job Seeker Support Booth (application, resume, and interview support)
- On-site Interviews and Network with Employers



Expert Panel

- Industry Experts
- Operators/Employers
- Ancillaries



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GROW 2022 CAREER FAIR MARCH 19!

***Covid Requirements:** All attendees must wear a mask at all times and provide proof of vaccination or a negative Covid test 72 hours prior to event to gain entry into Career Fair.

GROW 2022



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March 18 - Virtual Pre-Event for Job Seekers

- Resume Review
- Practice Interviews
- Career Planning

March 19 - In Person Career Fair at Los Angeles Trade Technical College

- On-site Interviews and Job Opportunities
- Expert Panel on Career Strategies

Learning Management System



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BUSINESS LICENSING AND COMPLIANCE
ASSISTANCE PROGRAM

Welcome to the City of Los Angeles Department of Cannabis Regulation's Business Licensing and Compliance Assistance portal. Business Licensing and Compliance Assistance is a program available through the City's Social Equity Program (SEP).

Log In

[Forgot Email?](#) | [Forgot password?](#)

Need help logging in? Contact us at DCR.SEP@lacity.org

Learning Management System



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Welcome to BLC



WELCOME

Welcome to the Department of Cannabis Regulation's new Business, Licensing and Compliance Assistance Program online Learning Management System (LMS). We hope that you will take advantage of the many resources available to you on this platform made available through the Social Equity Program.



Browse
Courses



Digital
Resources



Events
Calendar

Summary of Activities to Date:

SEED Grant Program



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SEED

ELEVATEIMPACTLA.COM

SEED: Background



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- In April 2021, the City of Los Angeles established the Social Equity Entrepreneur Development (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**
- Application period opened - April 20, 2021
- Application period closed - August 18, 2021



SEED 1.0



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- Grant Amount: **\$25,000**
- Grant Recipients: **148**



SEED 2.0



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- 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
- Grant Recipients: **58**





SEED Pro Rata Distribution

DCR disbursed all remaining funds not awarded 90 days prior to the end of the City's Agreement with the California Governor's Office of Business and Economic Development, on a pro rata basis to Applicants who applied by the deadline (August 18, 2021) and who were eligible for grant funds.

SEED 1.0 Applicants received a total of **\$33,783**

SEED 2.0 Applicants received a total of **\$15,172** or **\$20,172**



SEED GRANT CLOSE OUT



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As of December 6, 2021 the City of Los Angeles has disbursed:

\$ 6 million to

206 Social Equity Applicants and Licensees

ALL SEED GRANT DOLLARS HAVE BEEN DISBURSED !!!

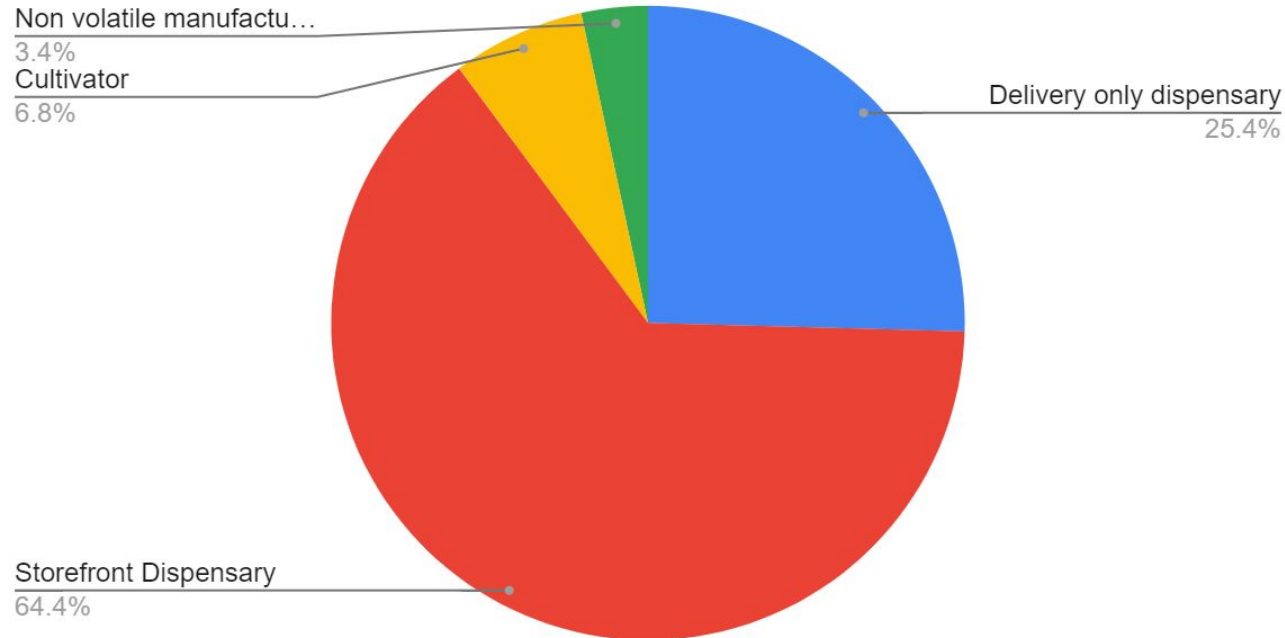


SEED Grant Survey



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Count of What type of business did you receive an equity grant for?

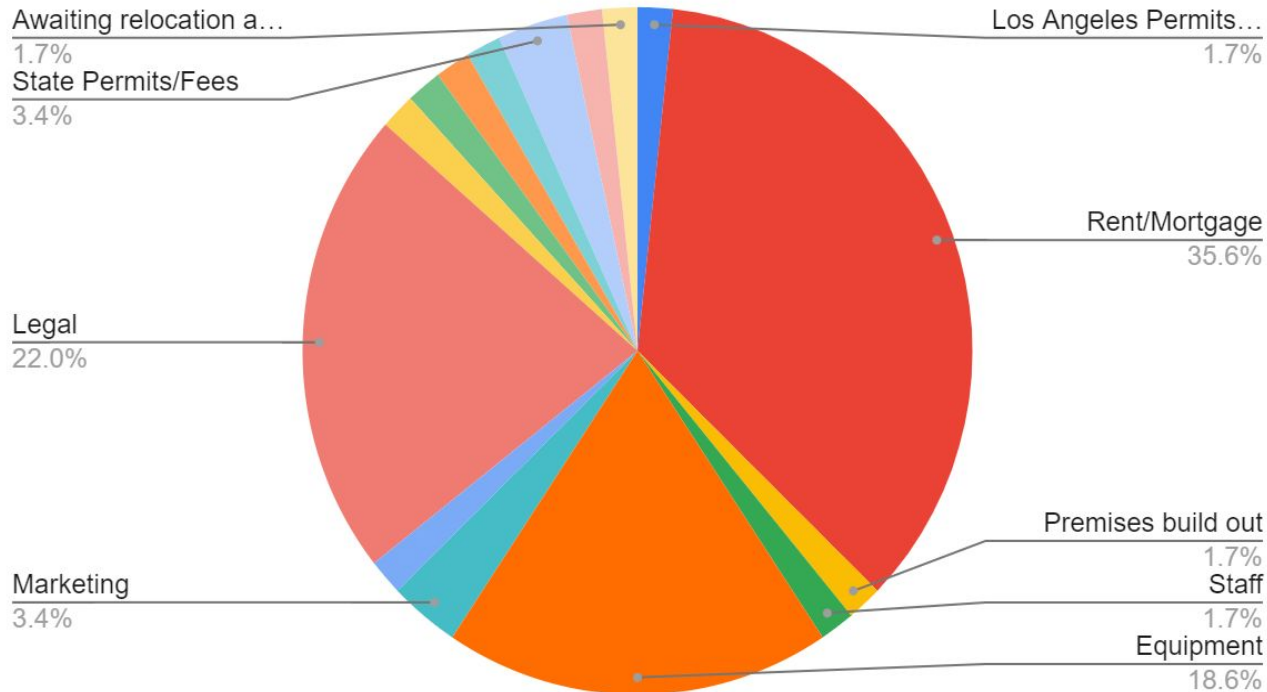


SEED Grant Survey



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Count of What did you spend the most money on?

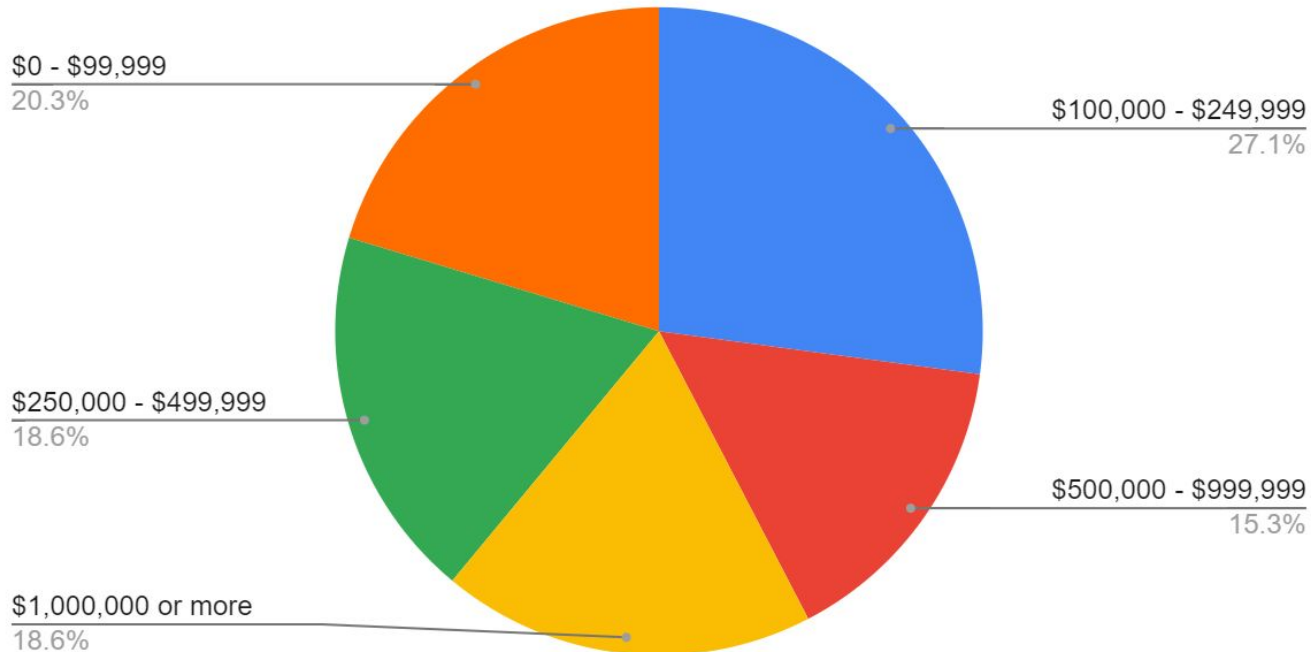


SEED Grant Survey



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Count of How much did it cost to start your licensed cannabis business?



California Equity Grants



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To date the City of Los Angeles has received the following amounts:

2019 - \$1,834,156.38 - SPENT

2020 - \$6,042,014.23 - SPENT

2021 - \$2,030,997.42- Program Development In Process

2022 - \$5,726,309.09 - NOT YET RECEIVED

2022 CEG Award



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The Governor's Office of Business and Economic Development Awards \$35 Million in Grant Funding to Local Jurisdictions to Support Equity in California's Cannabis Industry

Feb 7, 2022 | Press Release

Local Jurisdiction Funding for Cannabis Equity Applicants/Licensees

Los Angeles	\$5,726,309.09
City of Oakland	\$5,435,140.82
City and County of San Francisco	\$4,464,579.96
City of Sacramento	\$4,351,347.87
County of Humboldt	\$3,429,315.04



LACBA Pro Bono Legal Assistance

Programming currently available to Phase 3 Retail Round 1 Applicants eligible for further processing.

Eligibility for Pro Bono Legal Services now includes Delivery-only Applicants deemed Eligible For Further Processing.

If you are interested PLEASE sign up on our website:

<https://cannabis.lacity.org/social-equity-program/program-benefit-and-resources/pro-bono-legal-services>





Pro Bono Legal Services

SIGN UP HERE



Home > Social Equity Program > Program Benefit And Resources > Pro Bono Legal Services

The Los Angeles County Bar Association's Cannabis Section, in partnership with DCA, has created a Pro Bono Legal Assistance program which will operate through the Bar Association's Smart Law Referral Service for Social Equity Applicants.

The goals of this referral resource are to promote fair and equitable participation in the licensed commercial cannabis industry, and to foster a level playing field as it relates to access to legal counsel, and help deter predatory practices targeting the social equity community.

This referral service is available ONLY to Social Equity Applicants who applied in Phase 3 Retain Round 1 and were determined eligible for further processing under Los Angeles Municipal Code Section 104.06.1(b). Depending on demand and availability, these services may be expanded to other applicants in the future.

If you are a Phase 3 Social Equity Individual Applicant with an application deemed eligible for further processing and interested in receiving limited pro bono legal services, please complete the online survey titled "[Pro Bono Legal Services Survey](#)." You must complete the required information in the Pro Bono Legal Services Survey and upload the [Authorization Agreement](#) to the survey to complete the survey process.



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Agenda Item #3:
END.

Thank You



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