Department of Cannabis Regulation Phase 3 Retail Round 2 Registration Technical Assistance Webinar #4

Presentation for:

Prospective or verified Social Equity Individual Applicants (SEIA) Pursuant to Los Angeles Municipal Code sec. 104.06.1(c)(2) October 12, 2022



What is Technical Assistance?



Technical assistance is the Department of Cannabis Regulation's (DCR) process of providing targeted support to a group of stakeholders. Common types of technical assistance include, but is not limited to, webinars, virtual training, email exchanges, or phone calls.

Pursuant to Los Angeles Municipal Code (LAMC) section 104.06.1(c), DCR must make technical assistance available to prospective or verified Social Equity Individual Applicants for a period of at least 45 days before opening the lottery registration period.

- DCR formally made technical assistance available on Wednesday, August 31, 2022.
- DCR will hold four Technical Assistance webinars during this required period.
- Tonight's webinar is our fourth Technical Assistance webinar.

Technical Assistance Schedule



- Technical Assistance Webinar #1 (August 31): Overview of the lottery and relevant timing considerations if selected, i.e. one year to complete Pre-Application Review, another year to submit an Application, and reminder about the State's provisional license deadline in March 2023.
- Technical Assistance Webinar #2 (September 14): How to proactively prepare for the lottery and/or the application process if selected, i.e. overview of the BTRC application process and Legal Entity Record process.
- Technical Assistance Webinar #3 (September 28): Step-by-step instructions on how to register for the lottery.
- Technical Assistance Webinar #4 (October 12): Overview of Webinars 1-3 and open Q&A regarding the Phase 3 Retail Round 2 lottery registration process.

Los Angeles Municipal Code (LAMC) Sec. 104.06.1(c)(1)



- The Social Equity Program (SEP) commercial cannabis activity application processing for Type 10 (storefront retailer) Round 2 pursuant to LAMC sec. 104.06.1(c) is commonly referred to as Phase 3 Retail Round 2 (P3RR2).
- Pursuant to LAMC sec. 104.06.1(c)(1), DCR accepted SEIA eligibility verification requests for 60 calendar days from May 26, 2022 to July 25, 2022 at 4:00 P.M. Pacific Time (PT).

Los Angeles Municipal Code (LAMC) Sec. 104.06.1(c)(1)



• Pursuant to LAMC sec. 104.06.1(c)(1), DCR began the 90-calendar-day processing period after 4:00 P.M. Pacific Time (PT) on July 25, 2022. The LAMC mandated processing period may conclude as early as October 23, 2022.

Los Angeles Municipal Code (LAMC) Sec. 104.06.1(c)



- Pursuant to LAMC sec. 104.06.1(c)(1), DCR accepted SEIA eligibility verification requests for 60 calendar days from May 26, 2022 to July 25, 2022 at 4:00 P.M. Pacific Time (PT).
- 60-day eligibility verification period for individuals to apply to be verified as a Social Equity Individual Applicant (SEIA) under the revised eligibility criteria in Section 104.20(b).
 All SEIA Eligibility Verification Fees were waived through a State funded grant program.
- 90-day processing period for DCR to determine whether an individual is a SEIA.
 - **DCR's determination is final and not appealable**.

Los Angeles Municipal Code (LAMC) Sec. 104.06.1(c)



- 30-day lottery registration period for verified SEIAs, as defined in Section 104.20(b) will open Monday, October 24, 2022 and close promptly on Wednesday, November 23 at 4:00
 P.M PT.
- After providing <u>at least</u> 15 days notice, DCR may administer a lottery to identify as many SEIAs as there are available Licenses in Community Plan Areas that have not reached Undue Concentration.

Website Updates: Home/Social Equity Program/Program Requirements And Resources



Status of 2022 SEIA Eligibility Verification Requests

2022 SEIA Eligibility Verification Requests (DCR Website) : 2022 SEIA Eligibility Verification Request Status

MET THE 2022 SOCIAL EQUITY INDIVIDUAL APPLICANT (SEIA) CRITERIA: "YES" or "NO"	VERIFIED TO REGISTER AND PARTICIPATE IN THE P3RR2 LOTTERY: "YES" or "NO"	LASTNAME	FIRST INITIAL	ACA REFERENCE CONTACT ID LAST 2-DIGITS
YES	YES	ABDULLAH	М	73
YES	YES	ABRAMYAN	A	15
YES	YES	AGHAEI	н	68
YES	YES	AGUIRRE	L	99
YES	YES	AIVAZIAN	Н	21
YES	YES	ALAMILLO	R	61

2022 SEP Statuses



 "Unverified" - Unfortunately, the Department of Cannabis Regulation (DCR) was unable to verify you as a Social Equity Individual Applicant (SEIA) based on the documentation submitted during the verification window that occurred between May 26, 2022 to July 25, 2022.

2022 SEP Statuses



• "Verified - Individual" - Congratulations, you've been verified as a SEIA by the DCR! However, you <u>may not</u> register for the P3RR2 Lottery.

2022 SEP Statuses



• "Verified - Arrest/Conviction" - Congratulations, you've been verified as a SEIA by the DCR! You <u>may</u> register for the P3RR2 Lottery.

LAMC Sec. 104.06.1(c) Communication Type "Unable to Verify"



California Cannabis Arrest or Conviction, Low-Income and/or ten years' cumulative residency in a Disproportionately Impacted Area. For the purposes of LAMC section 104.06.1(c), "Social Equity Individual Applicant" means an individual with a prior California Cannabis Arrest or Conviction and who also meets one of the following two criteria: (1) Low-Income; or (2) ten years' cumulative residency in a Disproportionately Impacted Area.

The submitted documentation did not meet these requirements. This determination is final and not appealable. You may submit a new SEIA eligibility verification request when the process reopens in the future.

2022 SEP Status "Unverified"



2022 SEP Status set to "Unverified"

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< Contact: Jason L Kill	een			
Contact Detail	Menu v Save	Reset View Log Reports	✓ Help	
Also Known As (0)	Contact Type Individual Type *) Organization Title		Reference Contact ID
Contact Address (2)		Asst Executive Director - Cannabis	Regulation	317065261
Professionals (0)	First Name *	Middle Name	Last Name *	SSN
Contact Relationship (0)	Jason	L	Killeen	***-**-1111
Related Contacts	Legal Entity Name *		FEIN	CA ID Number
Conditions (0)	2022 SEP Status		2019 SEP Status	
	Unverified	~	Not Eligible	~

LAMC Sec. 104.06.1(c) Communication Type "Verified - Individual"



Congratulations, you've been verified as a Social Equity Individual Applicant by the Department of Cannabis Regulation! At this time, you may apply for the following commercial cannabis activity types: non-storefront delivery, non-volatile manufacturing, nursery, cultivation processor, distribution, distribution transport-only, and testing. To access application forms and documents for these commercial cannabis activity types, please <u>click here</u>.

Please note: pursuant to Los Angeles Municipal Code (LAMC) section 104.06.1(c)(3), you are not eligible to participate in the Phase 3 Retail Round 2 lottery because you did not submit evidence of a California Cannabis Arrest or Conviction. For the purposes of LAMC section 104.06.1(c), "Social Equity Individual Applicant" means an individual with a prior California Cannabis Arrest or Conviction and who also meets one of the following two criteria: (1) Low-Income; or (2) ten years' cumulative residency in a Disproportionately Impacted Area.





2022 SEP Status set to "Verified - Individual"

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	Type *	Title		Reference Contact ID		
Contact Address (2)	Individual	✓ Asst Executive Director - Ca	Asst Executive Director - Cannabis Regulation 31		317065261	
Professionals (0)	First Name *	Middle Name	Last Name *		SSN	
	Jason		Killeen		***-**-1111	
Contact Relationship (0)						
Related Contacts	Legal Entity Name *			FEIN		CA ID Number
Conditions (0)	Doing Business As					
Address (0)						
	2022 SEP Status		2019 SEP Status			
Record List	Verified - Individual		✓ Not Eligible			~

LAMC Sec. 104.06.1(c) Communication Type "Verified - Arrest/Conviction"



Congratulations, you've been verified as a Social Equity Individual Applicant by the Department of Cannabis Regulation! Pursuant to Los Angeles Municipal Code (LAMC) section 104.06.1(c)(3), you are eligible to participate in the Phase 3 Retail Round 2 lottery (Lottery). To participate, you must register for the Lottery pursuant to LAMC section 104.06.1(c)(2). To access the Technical Assistance video on how to register for the Lottery, please <u>click here</u>.

In addition to participating in the Lottery, at this time, you may apply for the following commercial cannabis activity types: non-storefront delivery, non-volatile manufacturing, nursery, cultivation processor, distribution, distribution transport-only, and testing. To access application forms and documents for these commercial cannabis activity types, please <u>click here</u>. Applying for one or more of these commercial cannabis activities will not prevent you from registering to participate in the Lottery. You may also apply for these commercial cannabis activities and choose not to participate in the Lottery.

2022 SEP Status "Verified - Arrest/Conviction"



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Professionals (0)	First Name *	Middle Name	Last Name *	SSN
Contact Relationship (0)				
Related Contacts	Legal Entity Name *		FEIN	CA ID Number
Conditions (0)	2022 SEP Status		2019 SEP Status	
	Verified - Arrest/Conviction		✓ Not Eligible	~

Participation in the Phase 3 Retail Round 2 (P3RR2) Lottery



In order to participate in the Phase 3 Retail Round 2 lottery, an individual must be:

- 1. Verified as a Social Equity Individual Applicant (SEIA) under LAMC 104.20(b)(1);
- 2. Verification must include a qualifying California Cannabis Arrest or Conviction^{*} prior to November 8, 2016; and,
- 3. At least one other eligibility criteria.
 - a. 10 years of cumulative residency in a Disproportionately Impacted Area as defined by police reporting districts; or,
 - b. Low Income in the 2020 or 2021 calendar year.

Individuals that submitted SEIA eligibility verification requests pursuant to LAMC 104.06.1(c) and meet the above requirements will be assigned a 2022 SEP Status of "Verified - Arrest/Conviction."

*An arrest, prosecution or conviction for a violation of Proposition D is not a California Cannabis Arrest or Conviction.

2022 SEP Status "Verified - Arrest/Conviction"



Home Activitie	s				8	
Dashboard	My Records	My Account	Submit a Modification Request	Advanced Search		

Manage Your Account

Your current account information is shown below. Click an Edit button to update information within a section.

Login Information		Edit
User Name:	jkilleen	
E-mail:	jason.killeen@lacity.org	
Password:	***	
E-mail: Password: Security Question:	LADCR	

Contact Information

Showing 1-1 of	1 Download results							
Action	ACA Reference ID	First Name	Last Name	Primary Phone	E-mail	2019 SEIA Status	2022 SEIA Status	
Actions 🗸	317065261	Jason	Killeen	(213) 473-7490	jason.killeen@lacity.org	Not Eligible	Verified - Arrest/Conviction	

How to Register for a Business Tax Registration Certificate (BTRC)



Before you can submit a complete **<u>business tax certificate application</u>**, you will need:

- 1. An Employer Identification Number (EIN) from the Internal Revenue Service;
 - a. <u>https://www.irs.gov/businesses/small-businesses-self-employed/apply-for-an-employer-identification-number-ein-online</u>
- 2. A California Secretary of State entity number (Sole Proprietorships do not need to meet this requirement);
 - a. <u>https://bizfileonline.sos.ca.gov/forms/business</u>
- 3. A California Department of Tax and Fee Administration (CDTFA) seller's permit.
 - a. <u>https://www.cdtfa.ca.gov/services/#Register-Renewals</u>

Helpful Links



City of Los Angeles Office of Finance - Business Tax Certificate Application Form <u>https://finance.lacity.org/sites/g/files/wph1721/files/2022-01/2022%20BTRC%20Application.pdf</u> Email completed Business Tax Certificate Application Forms to **DCRLicensing@lacity.org**

City of Los Angeles Office of Finance - Business Registration Requirements FAQ <u>https://finance.lacity.org/faq/business-registration-requirements-faq</u>

Internal Revenue Service starting a business:

https://www.irs.gov/businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-businesses-self-employed/starting-a-businesses/small-bus

California Governor's Office of Business and Economic Development Permit and Regulatory Assistance: <u>https://business.ca.gov/advantages/permit-and-regulatory-assistance</u>

How to Register for a Business Tax Registration Certificate (BTRC)

City of Los Angeles Office of Finance 200 N Spring St. Rm 101

Los Angeles, CA 90012

Email application to: finance.customerservice@lacity.org BUSINESS TAX APPLICATION



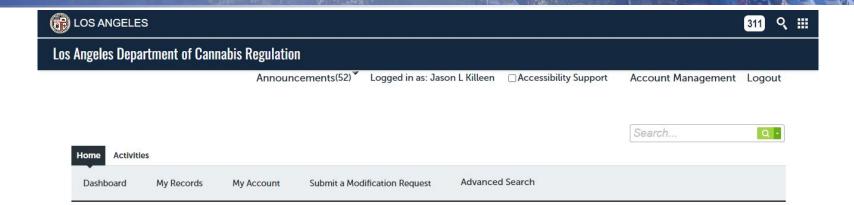
If you do any type of Retail or Wholesale sales, you are required to fill out the Tobacco Retailers questionnaire/Application

egal Name:			
usiness Address:			
o not use P.O. Box Street address neck appropriate box Commercial location Residence	City	State	Zip Code
cticious Business Name (DBA):			
are Of (C/O):			
Tailing Address:			
Iailing Address:		State	Zip Code
lailing Address:			Zip Code

Description of Business: _____

(Provide in detail)

 CITY OF LOS ANGELES DEPARTMENT OF

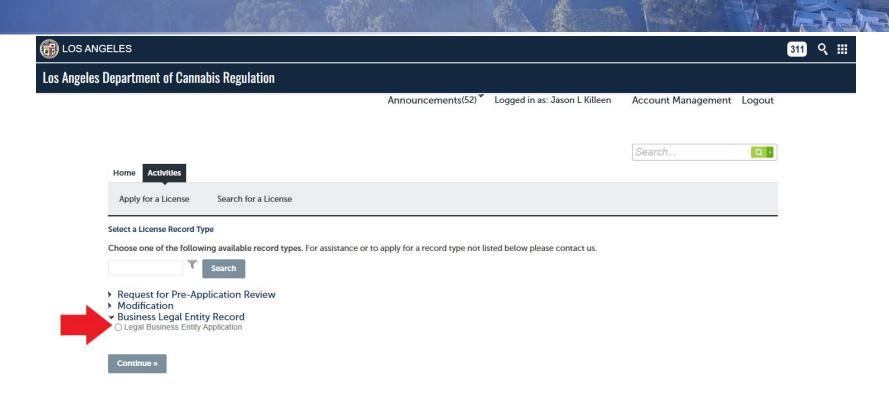




CITY OF LOS ANGELES DEPARTMENT OF

CANNABIS

REGULATION







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Home Activities	Search for a License					
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				* indicates	a required field.	
Entity Options						
*ACA Reference Id:						
*Request Equity Sha	are Review:		0	Yes 🔿 No		
*BTRC Master Accou	unt:					
* SOI Entity Number:						
Do you want to desig Licensee?:	gnate an Authorized Agent to sign an	d submit forms and documents to DCR on	behalf of the Applicant or (?)	Yes 🖲 No		
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		Announcements(52)*	Logged in as: Jason L Killeen	Account Manageme	nt Logout	
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*ACA Reference Id:						
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Do you want to desig Licensee?:	gnate an Authorized Agent to sign an	d submit forms and documents to DCR on	behalf of the Applicant or (?)	Yes 🖲 No		
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- 1) ACA Reference Id
 - a) Enter the Accela Citizen Access Reference Contact ID associated with the legal business entity.
- 2) Request Equity Share Review
- 3) BTRC Master Account
- 4) SOI Entity Number
- 5) Do you want to designate an Authorized Agent to sign and submit forms and documents to DCR on behalf of the Applicant or Licensee?
- 6) Identify Owners, Primary Personnel, and, if applicable, an Authorized Agent.
- 7) Upload all required ownership, primary personnel, business formation documents, operating agreements, and if applicable, social equity application specific information, documents, and forms.
 - a) If you requested "Equity Share Review", you will be required to upload social equity application specific information, documents, and forms
- 8) DCR will generate an invoice for applicable fees based on the selections made during the intake process.



Navigate to the **DCR Licensing Portal** and log in to your user account.

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Los Angeles Department of Cannabis Regulation		
Announcements CAccessibility Support Register to Apply for a License Login		
Home Activities Complaints		
Submit a Modification Request Advanced Search		
User Name or E-mail: JKILLEEN Password: Login »		
Remember me on this computer I've forgotten my password New Users: Register to Apply for a License		

Welcome to the Department of Cannabis Regulation Portal "DCR" Portal

We are pleased to offer our residents, customers, businesses, and visitors access to government services online, 24 hours a day, 7 days a week.



From the DCR Licensing Portal home screen, click on "Activities."

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Hello, Jason	L Killeen						
My Collection (0)						View Coll	ections
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Click on "Apply for a License."

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Show	ing 1-20 of 60 Download r	results Add to collection	Business	Outstanding Balance	Status	Status Date	Action			
	LA-C-23-001634-01-01-	Cannabis Business Application	DCR Legal Inc	\$0	Waiting for Payment	09/01/2022	Action			
	REN LA-S-23-000125-01-01-		DCR EXAMPLE RECORD LEGAL	\$0 \$0						
	REN LA-C-23-402166-01-01-	Cannabis Business Application	NAME NEW - DCR Legal Inc		Waiting for Payment	09/01/2022				
	REN	Cannabis Business Application	2021.10.01	\$0	Waiting for Payment	09/01/2022				

REGULATION



Read the General Disclaimer, check the "I have read and accepted the above terms" box, then click on

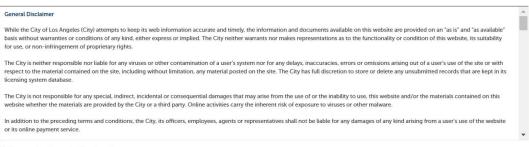
"Continue."

6 LOS ANGELES		311 🤉 :	
		Search Q •	
Home Activities Complaints Apply for a License Search for	a License Submit a Modification Request		

Online License Application

Welcome to our Online Licensing System. Using this system you can submit information, pay fees, and track the status of your application all from the convenience of your home or office, 24 hours a day.

Please "Allow Pop-ups from This Site" before proceeding. You must accept the General Disclaimer below before beginning your application.



I have read and accepted the above terms.



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	pose one of the following available record types. For assistance or to appl	y for a record type not li	sted below please contact us.			
	V Search					
	Lottery Registration					
	Request for Pre-Application Review					
	 Modification Business Legal Entity Record 					
	Continue					

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Select "P3RR2 Lottery Registration Record," then click "Continue."

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	Announcements	Logged in as: Jason L Killeen	Account Management	Logout	
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Select a License Record Type					
Choose one of the following available record types. For assistance or to app	ply for a record type not li	sted below please contact us.			
Lottery Registration O P3RR2 Lottery Registration Record					
 Request for Pre-Application Review Modification 					
 Business Legal Entity Record 					
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Lottery.

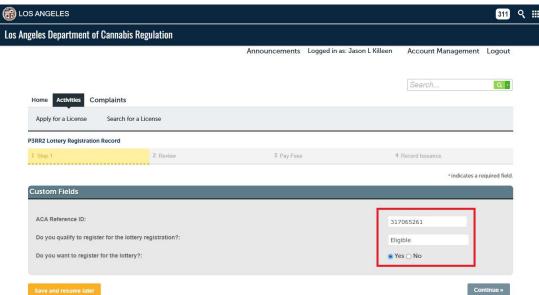


If your 2022 SEP Status is not set to "Verified - Arrest/Conviction," you are ineligible to participate in the

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Home Activities Complaints				Search
Apply for a License Search fo	r a License			
P3RR2 Lottery Registration Record				
1 Step 1	2 Review	3 Pay Fees	4	Record Issuance
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Custom Fields				
ACA Reference ID:			312	7065261
Do you qualify to register for the lot	tery registration?:		Ine	ligible

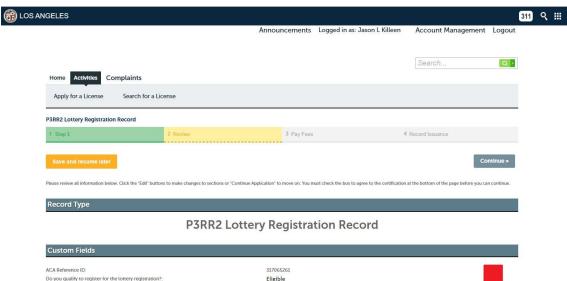


If your 2022 SEP Status is set to "Verified - Arrest/Conviction," you are eligible to participate in the Lottery and may click "**Continue**."





Click "Continue" to submit your P3RR2 lottery registration record.



Yes

Do you want to register for the lottery?:

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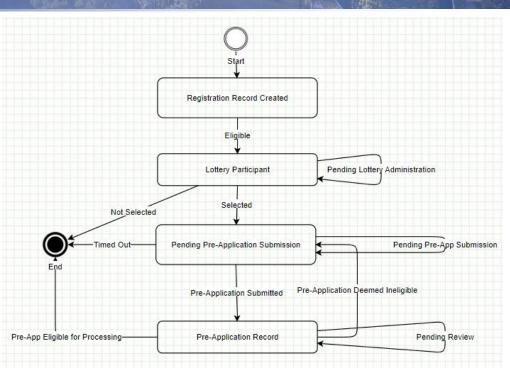
If your P3RR2 lottery registration record is successfully submitted, a DCR Record number will be assigned.

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	Announcements	Logged in as: Jason L Killeen	Account Management	Logout		
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Apply for a License Search for a License						
P3RR2 Lottery Registration Record						
1 Step 1	Review	3 Record Issuance				
Your application has been successfully submitted						
\bigcirc						
Thank you for using our online services. Your Record Number is LA-L-317065261.						
You will need this number to check the status of your application.						

Your application will not be complete until you have submitted all required supporting documentation. Please visit our website for additional information,



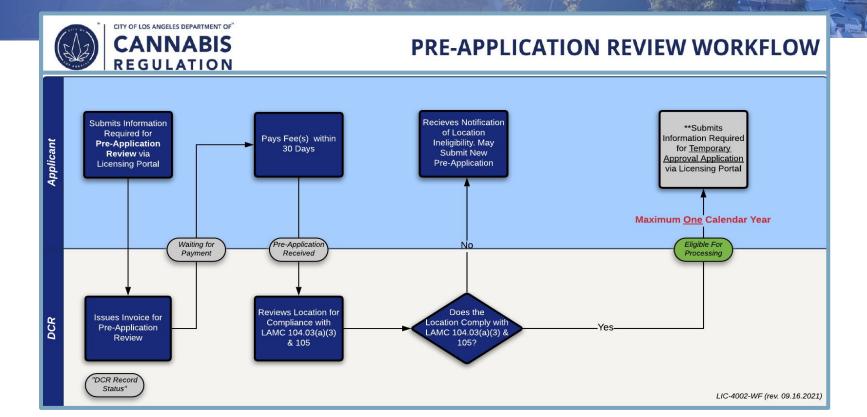
Phase 3 Retail Round 2 Lottery Registration Record Workflow



CITY OF LOS ANGELES DEPARTMENT OF CANNABIS REGULATION

Pre-Application Requirements, Process and Anticipated Timelines





Intermission



5 Minute

Intermission

Technical Assistance Webinar #4 Q&A





Technical Assistance Schedule



- Technical Assistance Webinar #1 (August 31): Overview of the lottery and relevant timing considerations if selected, i.e. one year to complete Pre-Application Review, another year to submit an Application, and reminder about the State's provisional license deadline in March 2023.
- Technical Assistance Webinar #2 (September 14): How to proactively prepare for the lottery and/or the application process if selected, i.e. overview of the BTRC application process and Legal Entity Record process.
- Technical Assistance Webinar #3 (September 28): Step-by-step instructions on how to register for the lottery.
- Technical Assistance Webinar #4 (October 12): Overview of Webinars 1-3 and open Q&A regarding the Phase 3 Retail Round 2 lottery registration process.
- Lottery Technical Assistance-Webinar (November 9 Proposed Date): Procedures and protocol DCR will utilize to conduct the Lottery.

