



CORE Stakeholder Meeting

NOVEMBER 19, 2020

Update on CORE Applications

Individuals have graduated from the program = 173

Graduates without applications = 136

Graduates who have submitted BOP applications = 37

CORE BOP applications submitted = 55

Approved CORE Businesses = 13

Pending CORE BOP applications = 42

Update on Policy Items

DELIVERY IN SOUTHEAST INDUSTRIAL AREA:

- ❖ Ordinance adopted by Council on 11/10/20 limiting cannabis delivery businesses in Southeast Industrial Area to 50
 - ❖ BOPs issued = 32
 - ❖ Available = 18
 - ❖ Pending = 20 (not including 6 CORE applicants working on CUP issues)
- ❖ Cap will sunset on March 31, 2021.
- ❖ Traffic study underway; results to be presented to L&L in Feb 2021.

Update on Policy Items

1-YEAR MORATORIUM ON OWNERSHIP INTEREST CHANGES FOR STOREFRONT DISPENSARIES

- ❖ Adopted by Council on 11/10/20
- ❖ Council direction:
 - ❖ Address ambiguities in current Code/policy
 - ❖ Examine implications for CORE applicants
 - ❖ Bring forward options to L&L
 - ❖ Present options to Council in a workshop (tentative date: Q1 2021)

Update on Reimbursements (BCC Grants)

AS OF 11/19/20:

- ❖ 47 reimbursement requests received
- ❖ 33 requests have been paid
- ❖ 4 requests ineligible
- ❖ 9 in process (waiting for further information from the business)
- ❖ 1 request pending payment

- ❖ **Total reimbursements if all eligible requests are paid = 985,875.08**
- ❖ **Remaining funds = \$91,532.33**

Update on Reimbursements (BCC Grants)

Reopening Reimbursement Program to Pay Out Remaining Funds

- ❖ Reimbursement requests will be accepted on a first-come-first-serve beginning Monday, November 23, 2020 until the funds are exhausted.
- ❖ **Open only to those:**
 - ❖ who have submitted a valid BOP application (has a valid CUP) since the 8/7/20 deadline
 - ❖ who have received under \$25,000 per BOP in reimbursements (difference only)
 - ❖ whose requests were denied due to missing the deadline. **MUST submit a new reimbursement request** to be eligible. Valid BOP application required.

Update on Loan Program (Go-BIZ grant)

- ❖ **CORE Capital** = 6-year interest free loan to Classification 1, 2 or 3 applicants
- ❖ To be serviced by **Elevate Impact Sacramento**
 - Initial loan up to \$50,000
 - Follow-on loans in increments of up to \$25,000 (subject to certain conditions)
 - Total loan amount of up to \$125,000
 - Details and application available FRIDAY (11/20) at:
www.elevateimpactsac.com

Update on Request for Qualifications (RFQ) for Storefront Dispensary Permits

RFQ CRITERIA/ STATEMENT OF QUALIFICATIONS (SOQ)

- ❖ Combination of criteria approved by Council in 10/13/20 resolution and input from stakeholders received through September 2020 survey
- ❖ Social equity criteria/questions not included on SOQ but proposers may choose to include related information under the “Miscellaneous/Other Relevant Information” of the SOQ

The draft SOQ is still under legal review and information is still subject to change.

Update on Request for Qualifications (RFQ) for Storefront Dispensary Permits

DRAFT STATEMENT OF QUALIFICATIONS (SOQ) – *For stakeholders' review & input*

- I. **Introductory Letter**
- II. **Qualifications/Experience Portfolio**
 - A. Background/Training and Education
 - B. Business Plan
 - C. Miscellaneous/Other Relevant Information
- III. **References**

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Update on Request for Qualifications (RFQ) for Storefront Dispensary Permits

DRAFT STATEMENT OF QUALIFICATIONS (SOQ) – cont.

- I. **Introductory Letter with the following information:**
 - A. Information about the applicant(s)
 - B. Relevant information related to qualifications under classification 1 or 2 of the CORE program
 - C. Applicant's interest in a cannabis storefront dispensary, highlighting any relevant qualifications.
 - D. Certification that for a period of 10 years from the issuance of the permit that:
 1. At least 51% of the ownership interest in the storefront cannabis dispensary will be held by one or more CORE Program participants in classifications 1 or 2
 2. Owner(s) of the dispensary who are CORE Program participants will receive at least 51% of the storefront cannabis dispensary's profits.

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Update on Request for Qualifications (RFQ) for Storefront Dispensary Permits

DRAFT STATEMENT OF QUALIFICATIONS (SOQ)- cont.

II. Qualifications/Experience Portfolio

A detailed yet concise narrative discussing applicant's business-readiness, focusing on qualifications and experience necessary to operate a successful storefront cannabis business in the city of Sacramento.

A. Background, Training and Education

1. Professional experience including any relevant background in the areas of business management/administration, general leadership, accounting, inventory management, etc.
2. Professional certifications, classes, trainings and workshops specific to the cannabis industry
3. Informal trainings and/or previous experience in the cannabis industry
4. Leadership or membership in business and/or cannabis-related organizations

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Update on Request for Qualifications (RFQ) for Storefront Dispensary Permits

DRAFT STATEMENT OF QUALIFICATIONS (SOQ) – cont.

B. A business plan focused on a strategy for achieving success and sustainability and contains that following components:

1. A mission statement
2. Business structure, the key players and their roles
3. A projected timeline that covers the period from RFQ to opening
4. A detailed budget with a proposed funding strategy
5. An operational plan
6. A workforce development plan
7. A marketing plan

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Update on Request for Qualifications (RFQ) for Storefront Dispensary Permits

DRAFT STATEMENT OF QUALIFICATIONS (SOQ) – cont.

C. Miscellaneous/Other Relevant Information

1. Examples of successful projects completed and the applicant's role in its/their success
2. Statement addressing how the applicant's proposed storefront dispensary will be unique or different from others
3. Any other relevant information

III. References

1. A professional reference
2. A personal reference

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Update on Request for Qualifications (RFQ) for Storefront Dispensary Permits

DRAFT STATEMENT OF QUALIFICATIONS (SOQ) – cont.

Draft Evaluation Criteria	Points
Overall Quality of SOQ	10
Introductory/Cover Letter	15
Qualifications/Experience	60
References	15
Total	100

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Update on Request for Qualifications (RFQ) for Storefront Dispensary Permits

PROJECTED RFQ TIMELINE *(subject to change):*

- ❖ CORE stakeholders comment period - Now through December 4th (2 weeks)
- ❖ CORE Stakeholder Meeting on RFQ – 2nd week of December
- ❖ Open – December 14th
- ❖ Close – January 31st
- ❖ Evaluation period – February - March
- ❖ Announcement of winners – April

- **Please send comments by email to:**
cannabis@cityofsacramento.org

(Subject: Comment to Storefront Dispensary Permits RFQ)



Office of Cannabis Management

Call: 916-808-8955

Email: cannabis@cityofsacramento.org

Website: cityofsacramento.org/cannabis