

# CORE STAKEHOLDER MEETING

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July 26, 2023



**SACRAMENTO CORE**  
CANNABIS EQUITY PROGRAM

## Issued CORE and Non-CORE BOPs

Business Type	Citywide Total				
	Total	Issued	Pending	CORE	
				Issued	Pending
Cultivation:	112	99	13	6	1
Cultivation-Nursery	16	13	3	1	1
Delivery Only:	65	53	12	8	8
Distribution:	54	41	13	6	1
Distribution-Transport Only:	1	1	0	0	0
Manufacturing:	30	25	5	2	1
Manufacturing-Shared:	3	3	0	2	0
Manufacturing-Small:	6	4	2	0	1
Microbusiness:	15	8	7	2	1
Microbusiness-Delivery:	2	1	1	0	0
Storefront Dispensary:	26	24	2	2	1
Storefront Dispensary-Delivery:	8	8	0	1	0
Testing Lab:	4	3	1	0	1
<b>Totals:</b>	<b>342</b>	<b>283</b>	<b>59</b>	<b>30</b>	<b>16</b>

## BOP/Renewal Review Process

- Entire approval process now done through Accela BOP Online Portal
- Automated email sent from Accela for missing/outstanding documents (instead of OCM staff). Email goes to all contacts on the application
- Renewals with outstanding BOTs don't move through the approval process
- Renewals and supporting documentation not complete by expiration date result in a late fee and 30 days to submit all documentation
- If application not complete 30 days after expiration, business will have to cease operation and a new BOP applied for to operate in the future
- Please submit your complete renewal documentation and fee as early as possible!

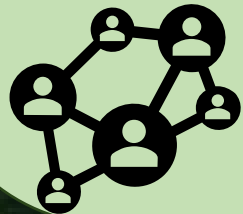




## Upcoming ENCORE Mixer

Register at <https://ENCOREMixerAugust2023.eventbrite.com>

- Thu. August 3<sup>rd</sup>, 2023, from 5 pm to 8pm
- **Imported Studio**
  - 1767 Tribute Rd Ste J, Sacramento, CA 95815
- Networking
- Panel discussion on Cultivation
- Food and Mocktails
- Raffle!



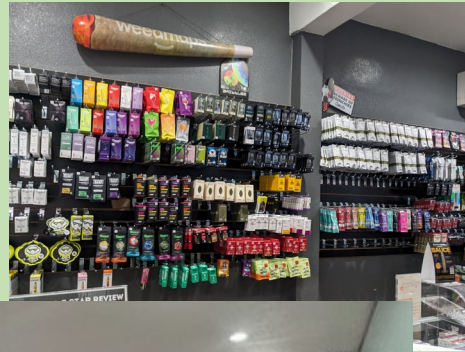
## Policy Update: Onsite Consumption

Scheduled before Law and Legislation Committee –  
Sep 2023

- Results from community engagement meetings (stakeholder meetings, surveys) show industry/CORE community support for onsite consumption lounges and expansion of events beyond Cal Expo



## Onsite Consumption Facility Tours



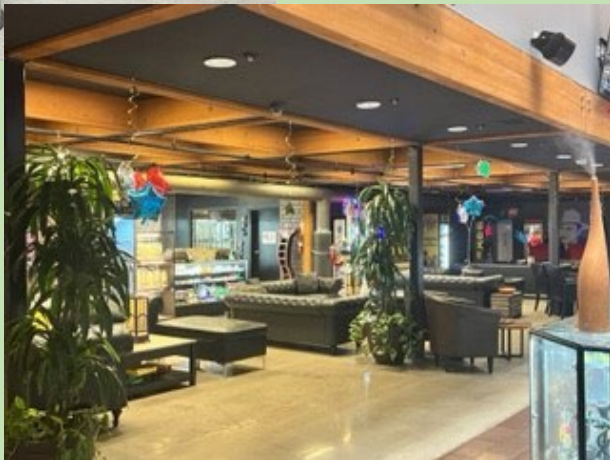
**Hightend  
Palm Springs, CA**



## Onsite Consumption Facility Tours



**Four Twenty Bank  
Palm Springs, CA**





## Onsite Consumption Facility Tours



**Green Dragon**  
**Palm Springs, CA**



## Onsite Consumption Facility Tours



Canna Club  
Coachella, CA



## Onsite Consumption Facility Tours



**The Artist Tree  
West Hollywood, CA**



## Onsite Consumption Facility Tours



The Woods  
West Hollywood, CA



## Onsite Consumption Facility Tours



**Desert Hot Springs Inn  
Desert Hot Springs, CA**



## Onsite Consumption Facility Tours



Moe Green's  
San Francisco, CA



## Onsite Consumption Facility Tours



Barbary Coast  
San Francisco, CA



## Onsite Consumption: Findings from Other Jurisdictions

- Licenses can only be issued to a retail licensee.
  - No standalone lounge-only licenses for non-retail businesses.
- Different business models, unique features and best practices to help address concerns previously raised by committee, such as overconsumption, violent behavior, driving under the influence, exposure of employees to smoke





## Onsite Consumption: Next Steps

Options to be presented to L&L Committee for discussion at September meeting:

- Recommend that Council consider a pilot program to allow a set number of cannabis events in a venue other than Cal Expo
- Recommend that Council authorize creation of an onsite consumption facility permitting program
  - Pilot vs permanent program?
  - New dispensary permits vs allowed activity for dispensary permit holders?
  - CORE only vs non-exclusive to CORE?
  - Separate out smoking area from drinking/edibles area?
  - Zoning?



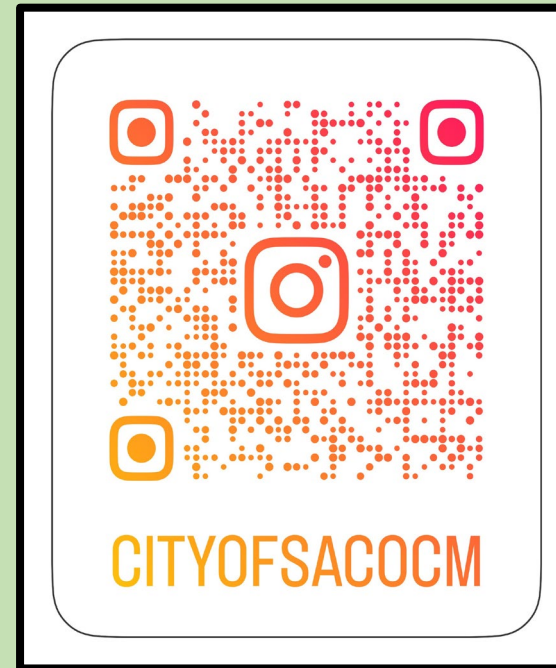
## Policy Update: Equity Study

- Scheduled for Racial Equity Committee – August 22nd at 10am
- Status Update on the Equity Study and CORE Program
  - Attend in-person or virtually and let the Committee know that CORE is an important resource for the City
- Full study to be presented at future stakeholder meeting and to the Racial Equity Committee



## Updates on CORE Marketing Campaign

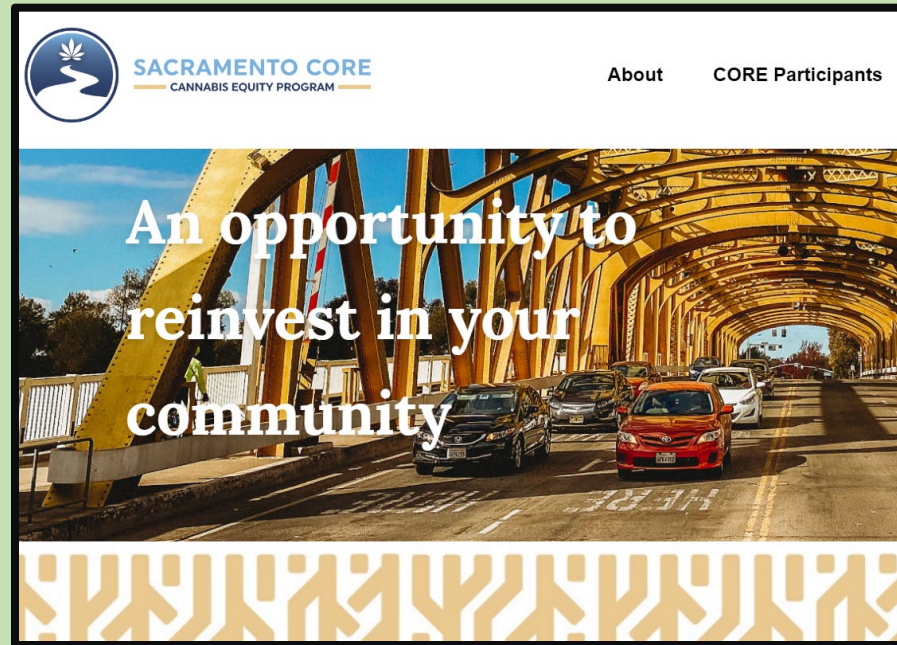
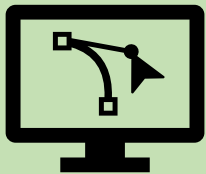
- Follow OCM on Instagram
- Community Outreach
  - Sacramento Pride - June 2023
  - Cannabis exhibit at State Fair – July 2023
- Ad Campaigns starting next month
  - Instagram and Facebook
  - Weedmaps



## CORE Microsite

[www.sacramentocore.org](http://www.sacramentocore.org)

- Information about CORE program benefits & eligibility
- Promotion of CORE businesses



## Policy Update: Taxation of Cannabis Businesses

- Scheduled for Law and Legislation Committee – Sep 2023
- Taxation models presented will include an across-the-board reduction, a CORE-only phased tax, and a tiered tax based on gross receipts
- Models will show impacts on business, the City's general fund, and Measure L funding



## American River College Cannabis Small Business Education Modules

- Free, online, asynchronous course
- Covers a wide range of important topics in the cannabis industry, including industry overview, navigating regulations, customer value proposition, and essential business skills like accounting, marketing, and business communications
- 16-week program divided into 4 modules
- 26 students signed up for the first cohort
- Module 3 starting soon
- Contact us to be notified when enrollment opens for Module 1!



## CORE Verification Services

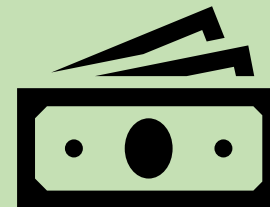
- 2 Request for Proposals were posted – applicants didn't meet the City's budget requirements
- OCM is reaching out to CBOs directly to negotiate a contract
- If you're waiting to be verified, please be patient and we'll let you know as soon as we have a contractor in place



## CORE Grants: Tiered

### 2023-Tiered Grant

- City awarded approximately \$1.5 million for grants
- Noncompetitive format, similar to last year
- The amount of grant funding awarded per person will be based on the number of people who apply, both in total and for each tier, and meet the qualifications
- A progress report request was sent out to previous grantees
  - **Due 7/31/23**
- Application form will be available soon

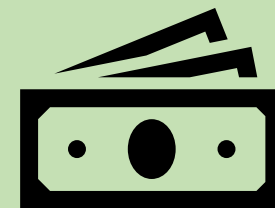




## CORE Grants: Competitive

### Competitive Grant

- Larger CORE-benefiting projects associated with multiple activities/permits needing a larger amount of funding
- Looking for proposal reviewers/scorers
- Timeline: coming later



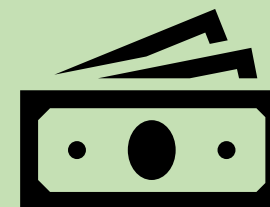
## CORE Loans

### Loan Application Status Update

- Complete – 101
- Documents in Process – 1
- Queue for Funding – 4
- Application in Process – 2

### Amount of Loans Funded:

\$4,600,000



## Self-Scheduling Appointments

- Make an appointment with OCM for a 15-minute online meeting
- Appointments for permitting or CORE Program questions are available Tuesdays between 10am and noon
- Appointments for CORE Capital Loan program, grant budget and receipt reporting, security rebate, or other fiscal-related questions are available on Friday from 10am to noon

<https://www.cityofsacramento.org/City-Manager/Divisions-Programs/Cannabis-Management/Marijuana-News/VirtualHours>



## **New CORE Participant Service: Planning Pre-Application Meeting**

- Planning is offering a free pre-application meeting for CORE participants who have a prospective location
- Planning, Sgt. Young (PD), OCM, and other City Personnel involved in permitting will meet virtually with you to discuss your prospective building, its viability as a location for cannabis business, and what to expect from the Planning process to get your CUP or modification of a CUP
- Contact Planner Robert Williams ([RWWilliams@cityofsacramento.org](mailto:RWWilliams@cityofsacramento.org)) for a pre-application meeting form



## REMEMBER.....

- Provisional state licenses are no longer being issued, so please contact us with any questions the State sends you about CEQA approval or local compliance. We can help!
- BOP applications expire after 180 days. Please wait to apply until you are close to completion of your build-out
- All renewal emails are being sent through Accela. Please make sure your email address is updated in the Accela portal and that your email filter isn't sending them to a Spam folder



## QUESTIONS? CONTACT US:



**Phone:** 916-808-8955



**Web:** [cityofsacramento.org/cannabis](http://cityofsacramento.org/cannabis)  
**CORE Microsite:** [sacramentocore.org](http://sacramentocore.org)



**Email:** [cannabis@cityofsacramento.org](mailto:cannabis@cityofsacramento.org)