



**CITY OF OAKLAND**  
**Economic and Workforce Development Department**

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**CANNABIS EQUITY STAKEHOLDER MONTHLY MEETING**

**Proposed Agenda**

**Tuesday January 10, 2023, 1:00-2:00pm**

**Purpose of Meeting**

Share updates regarding the City of Oakland's programs for cannabis equity operators and maintain an ongoing feedback loop between equity operators, City staff, and City consultants to improve these programs.

**Public Participation Instructions**

**TO OBSERVE:**

- To observe the meeting by video conference, please click the link below to join the webinar: <https://us02web.zoom.us/j/83484507345>
- To listen to the meeting by phone, please call the numbers below at the noticed meeting time: Dial (for higher quality, dial a number based on your current location):  
US: +1 669 900 9128 or +1 346 248 7799 or +1 253 215 8782 or +1 312 626 6799 or +1 646 558 8656 or +1 301 715 8592

For each number, please be patient and when requested, dial the following Webinar ID: 834 8450 7345

After calling any of these phone numbers, if you are asked for a participant ID or code, press #. Instructions on how to join a meeting by phone are available at: <https://support.zoom.us/hc/en-us/articles/201362663>, which is a webpage entitled "Joining a Meeting By Phone."

**TO PROVIDE PUBLIC COMMENT:**

- By Video Conference. To comment by Zoom video conference, click the "Raise Your Hand" button to request to speak when Public Comment is being taken on an eligible agenda item at the beginning of the meeting. You will then be unmuted, during your turn, and allowed to participate in public comment. After the allotted time, you will be re-muted.

Instructions on how to “Raise Your Hand” are available at: <https://support.zoom.us/hc/en-us/articles/205566129>, which is a webpage entitled “Raise Hand In Webinar.”

- By Phone. To comment by phone, please call on one of the above listed phone numbers. You will be prompted to “Raise Your Hand” by pressing STAR-NINE (“\*9”) to request to speak when Public Comment is being taken.

Once it is your turn, you will be unmuted and allowed to make your comment. After the allotted time, you will be re-muted. Instructions of how to raise your hand by phone are available at: <https://support.zoom.us/hc/en-us/articles/201362663>, which is a webpage entitled “Joining a Meeting by Phone.”

## **PROPOSED AGENDA**

### **I. 2023 Equity Applicant Survey**

The 2023 Equity Applicant Survey is now live [here](#). This survey is an opportunity to share how your business is doing and what changes you recommend to City policies, including the grant and loan programs and restrictions on transferring permits. After equity applicants submit responses in January, staff will present the results to the Cannabis Regulatory Commission and City Council to take actions based on the feedback received.

### **II. Increased Amounts for Get Your Annual State License Grant**

There are still plenty of funds available for the [Get Your Annual State License Grant](#), so the City and Elevate Impact propose increasing the grant amount from \$15,000 to \$30,000. This grant is funded through the Department of Cannabis Control’s [Local Jurisdiction Assistance Grant](#), which is focused on supporting cannabis operators’ transition from a provisional to an annual state license. Eligible uses of funds include bringing a cannabis facility into compliance with building and fire permitting requirements, and anything else needed to obtain an annual state license.

### **III. Oaksterdam Updates**

1. Overview of available OU Programs, Team Introductions
2. How to access the \$5,000 City of Oakland Gaining Resources Educational Growth Grant
3. Personalized 1:1 Coaching for your business (Exploratory, Business & Financial Planning, Operational and HR help)
4. Enroll or learn more at <https://oaksterdamuniversity.com/equity-oakland>, or email [oaklandequity@oaksterdamuniversity.com](mailto:oaklandequity@oaksterdamuniversity.com)
5. Links to all four available webinars:
  - [Advanced Security](#). Recorded on August 3rd, 2022.
  - [Transitioning to an Annual License](#). Recorded on September 7th, 2022.
  - [Cannabis Industry Supply Chain](#). Recorded on October 5th, 2022.
  - [Finance for Cannabis Businesses](#). Recorded on November 2nd, 2022

### **IV. Advocating for Additional Local and State Funding**

1. State Budget Process
2. City of Oakland Budget Process

## V. Equity Funding Pipeline Statistics

Funding Pipeline	12/31/2022		11/11/2022	
	#	Amount	#	Amount
Grants	157	\$ 4,648,000	115	\$4,003,000
Loans	113	\$4,508,000	110	\$4,393,000
<b>GRAND TOTAL GRANTS &amp; LOANS</b>	<b>270</b>	<b>\$ 9,156,000</b>	<b>225</b>	<b>\$ 8,396,000</b>
Average Funded Size	\$33,911		\$37,316	
Unique Grantees	60		58	
Unique Borrowers	68		65	

### A. Updates on City's Grant Program

To date the City has provided \$4,648,000 in funding for 157 grants to 60 unique grantees.

Demographics provided below:

OAKLAND EQUITY GRANTS		
% of Total	Total #	Race *
80.0%	48	African American/Black
8.3%	5	Hispanic
1.7%	1	Native American
1.7%	1	Vietnamese
5.0%	3	Dual Other
3.3%	2	DNR/Other
100.0%	60	

  

% of Total	Total #	Gender
38.3%	23	Female
61.7%	37	Male
100.0%	60	

  

* Categorized by listed race even if dual/other also specified.		
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## B. Updates on City's Loan Program

Available at: <https://www.elevateimpactoakland.com/program-overview/>

To date, the City has lent \$4,508,000 to fund 113 loans provided to 68 unique borrowers. Demographics provided below:

OAKLAND EQUITY LOANS		
% of Total	Total #	Race
80.88%	55	AfAm
7.35%	5	Hispanic
2.94%	2	White
1.47%	1	Native American
1.47%	1	Vietnamese
5.88%	4	Dual/Other
100.00%	68	Total
% of Total	Total #	Gender
29.41%	20	Female
70.59%	48	Male
100.00%	68	Total
* Categorized by listed race even if dual/other also specified.		

VI. **Contact Information**

- a. Greg Minor, [gminor@oaklandca.gov](mailto:gminor@oaklandca.gov);
- b. Dr. PJ Shelton, [pshelton@oaklandca.gov](mailto:pshelton@oaklandca.gov);
- c. Paula Groves, [paula@elevateimpactoakland.com](mailto:paula@elevateimpactoakland.com)
- d. Dale Sky Jones, [OaklandEquity@oaksterdamuniversity.com](mailto:OaklandEquity@oaksterdamuniversity.com)