

# Grants: GoBiz 5

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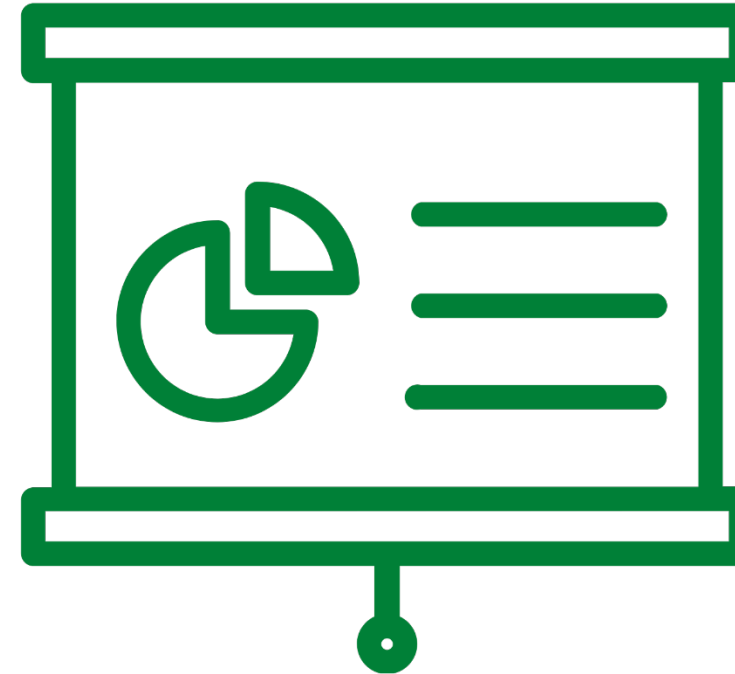
Cannabis Oversight Committee  
09/04/2024



# Presentation Outline

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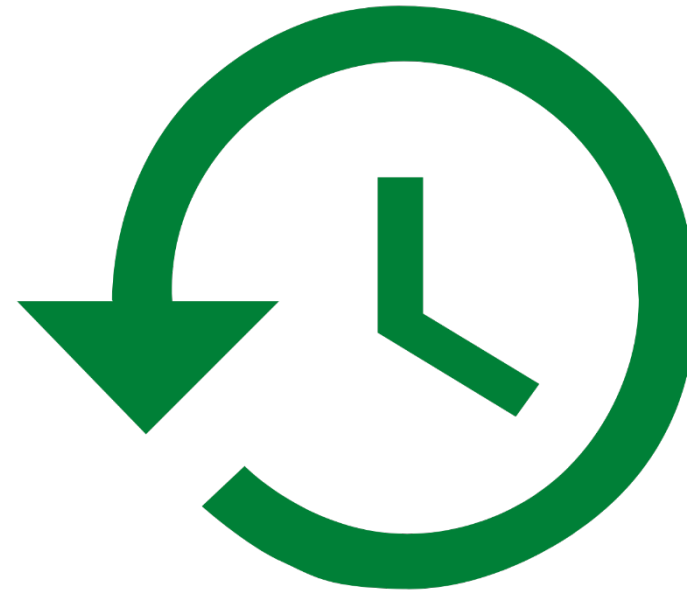
- Previous Grants Overview
- Previous Grant Surveys
- Grants: TA & Audits
- GoBiz Round 5
- Grant Disbursement Questions
- Q & A



# Prior Grants

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## An Overview



# Previous Grant Disbursements:

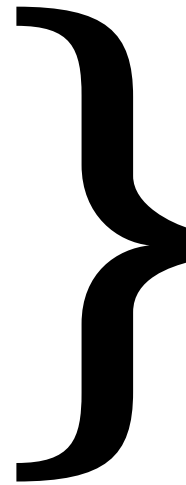
**Bradford: \$1.20 Million**

**GoBiz 1: \$4.10 Million**

**GoBiz 2: \$1.80 Million**

**GoBiz 3: \$4.00 Million**

**GoBiz 4: \$1.36 Million**



**TOTAL:**

**> \$12 Million**

**Across 90 businesses and to  
almost every permitted operator**

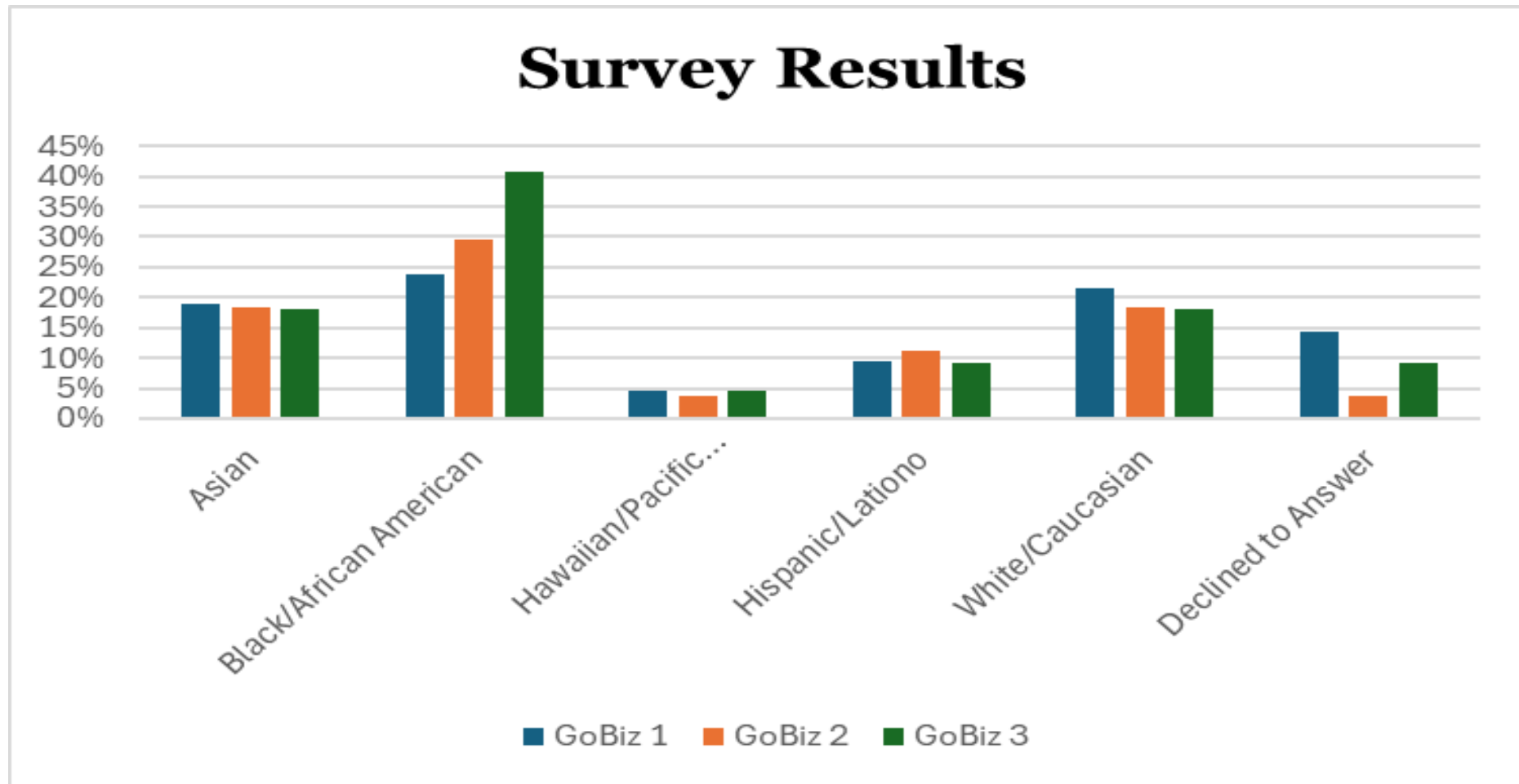
# Previous Grant Surveys

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Data from Bradford, GoBiz 1,  
GoBiz 2, & GoBiz 3



# Grants are reaching diverse population



# Grants: TA & Audits

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## Technical Assistance & Auditing Grantees



# GoBiz Round 3 Technical Assistance

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- Technical Assistance Providers leverage skills and knowledge in relevant business areas to support Verified Equity Applicants such as:
  - **Professional Development**
  - **Security Consulting and Training**
  - **Permitting and Grant Support**
- Combined Hours of Service: **890**
- Total # of VEAs Assisted: **166**



# Grant Auditing

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- Grants disbursed by the Office of Cannabis are subject to audits by multiple parties to ensure that grant funds are being spent on eligible expenses by appropriate parties
- These audits can be a '*desk-audit*' or an '*on-site audit*'

# GoBiz Round 5

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## Total Amount & Disbursement Timeline



# GoBiz Round 5

**Grants Award Eligible for Disbursement:**

**~\$1.8 Million**



**SAN FRANCISCO  
OFFICE OF CANNABIS**



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<https://sf.gov/departments/office-cannabis>

# Grants & Eligible Expenses

- Rent
- Regulatory Fees
- Regulatory Compliance
- Cannabis Testing
- Fixtures and Equipment
- Capital Improvements
- Legal Services
- Cannabis Related Taxes
- Banking and Escrow Fees
- Packaging and Materials
- Marketing and Advertising
- Furniture
- Accounting Services
- Acquiring Commercial Property  
(New Category)

# GoBiz Round 5 Timeline:

## Tentative Distribution and Spend-Down Timeline:

- **Letter of Intent:** January 2025 – February 2025
- **Contracting:** March 2025 – June 2025
- **Redistribution:** July 2025 – October 2025
- **End of term:** October 2025
  - **NOTE: Timelines are subject to change**

# Grant Disbursement

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How should the direct assistance dollars be distributed?



# Discussion Question #1

- Is the Committee interested in the Office of Cannabis exploring the possibility of setting aside \$250,000 of the grant award for permit fee waivers to be available to all Equity Businesses that have received permits from the OOC?
  - This process would need to be cleared by our City and State partners
  - This would likely apply to up to about 50 Equity Businesses
  - Equity Businesses already have their first-year fee waived, meaning this would apply for Equity Businesses that have been in operation for over a year
  - Leftover funds will be included in the mid-year reallocation effort

## Discussion Question #2

- Is the Committee interested in the Office of Cannabis exploring a Request for Proposal to contract with a technical assistance provider to provide free support to verified equity applicants in the areas of permit support, grant support, and business development?



# Discussion Question #3

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- What direct grant eligibility criteria would the Committee like to recommend for the 2025 grant cycle?
- The Committee's recommendations for the 2024 cycle was that as of 12/31/23, applicant's must have met the following criteria:
  1. The applicant must be an Equity Applicant, and must have a Cannabis Business Permit application submitted to OOC without disqualifying factors;
  2. The Equity Applicant must own at least 51% of the corporate Applicant;
  3. The Equity Applicant's Cannabis Business Permit application must have been formally referred to the Planning Department and have a status of *Build-out* or *Approved*.

# Total Award:

	100% VEA	51% - 100% VEA
Build-Out	6 (~\$306,228)	10 (~\$183,737)
Approved	8 (~\$299,671)	14 (~\$131,241)
<b>Total</b>	<b>14 (~\$131,241)</b>	<b>24 (~\$76,557)</b>

# Total Award (- Waiver):

	100% VEA	51% - 100% VEA
Build-Out	6 (~\$264,561)	10 (~\$158,736)
Approved	8 (~\$198,421)	14 (~\$113,383)
<b>Total</b>	<b>14 (~\$113,383)</b>	<b>24 (~\$66,140)</b>

**(Waiver = \$250,000)**

# Total Award (- Waiver + TA):

	100% VEA	51% - 100% VEA
Build-Out	6 (~\$239,561)	10 (~\$143,737)
Approved	8 (~\$179,671)	14 (~\$102,669)
<b>Total</b>	<b>14 (~\$102,669)</b>	<b>24 (~\$59,890)</b>

**(Waiver = \$250,000) (TA = \$150,000)**

# Q & A

# Thank You!

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