



**CITY OF OAKLAND**  
**Office of the City Administrator**

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**EQUITY LOAN AND GRANT PROGRAMS MONTHLY MEETING**

**Proposed Agenda**

**Tuesday February 9, 2021 1:00-2:00pm**

**Purpose of Meeting**

Share updates regarding the City of Oakland's loan and grant programs for cannabis equity operators and maintain an ongoing feedback loop between equity operators, City staff, and Elevate Impact 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/86972845157>
- 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: 869 7284 5157

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 then 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. Recap of State Grants Supporting the City’s Equity Program**

**1. Bureau of Cannabis Control (BCC)**

| <b>Use of BCC FUNDING</b>                                       |                    |
|---|--------------------|
| Grants to Operators   | \$850,000          |
| Commercial Kitchens   | \$250,000          |
| Commercial Kitchens OR<br>Events Featuring Equity<br>Businesses | \$200,000          |
| Workforce Development   | \$200,000          |
| Program Analyst Position  | \$150,000          |
| <b>TOTAL BCC FUNDING</b>  | <b>\$1,650,000</b> |

## 2. Governor's Office of Business and Economic Development (Go-Biz)

### Current and Proposed Use of Go-Biz Grant Funds

| Category   | Old                | Current            | Notes  |
|--|--------------------|--------------------|--|
| Grants to Operators for All Eligible Expenses                      | \$1,510,239        | \$1,510,239        | No change                                    |
| No Interest Revolving Loans to Operators for All Eligible Expenses | \$1,510,239        | \$960,239          | Reduce by \$550,000                          |
| No Interest Loans to Purchase Property                             | \$1,510,239        | \$2,010,239        | Increase by \$500,000, Convert to Forgivable |
| Utilization of Shared-Use Manufacturing Facilities                 | \$0                | \$50,000           | Complements BCC Investment in Manufacturers  |
| Workforce Development  | \$800,000          | \$800,000          | No Change                                    |
| Loan and Grant Administration                                      | \$350,000          | \$350,000          | No Change                                    |
| Technical Assistance   | \$250,000          | \$250,000          | No Change                                    |
| Legal Assistance   | \$165,000          | \$165,000          | No Change                                    |
| City Staff Costs Administering Equity Program                      | \$480,987          | \$480,987          | No Change                                    |
| <b>TOTAL GO-BIZ FUNDING</b>  | <b>\$6,576,705</b> | <b>\$6,576,705</b> | No Change                                    |

## II. Equity Funding Pipeline statistics for the City's Equity Programs

| <b>Funding Pipeline as of February 5, 2021</b> | <b>#</b>  | <b>Amount</b>       |
|--|-----------|---------------------|
| <b>GRANTS</b>                                  |           |                     |
| - Funded                                       | 25        | \$ 938,000          |
| - Awaiting Signatures                          | 5         | \$127,000           |
| - Awaiting Insurance                           | 10        | \$ 276,000          |
| - Underwriting in process (est.)               | 25        | \$350,000           |
| <b>TOTAL GRANTS</b>                            | <b>65</b> | <b>\$ 1,691,000</b> |
| <b>LOANS</b>                                   |           |                     |
| <b>BCC &amp; Go Biz LOANS</b>                  |           |                     |
| <b>New Loans</b>                               |           |                     |
| - Underwriting complete                        | 1         | \$5,000             |
| - Underwriting in process                      | 7         | \$185,000           |
|  | 8         | \$190,000           |
| <b>Follow-on Loans</b>                         |           |                     |
| - Underwriting complete                        | 12        | \$580,000           |
| - Underwriting in process (est.)               | 10        | \$ 400,000          |
| <b>Total Follow-on Loans</b>                   | <b>22</b> | <b>\$ 980,000</b>   |
|  |           |                     |
| <b>TOTAL LOANS IN PROCESS - BCC Go Biz</b>     | <b>30</b> | <b>\$ 1,170,000</b> |
|  |           |                     |
| Total in process - BCC Go Biz                  | 30        | \$ 1,170,000        |
| Funded -BCC Go Biz                             | 3         | \$ 195,000          |
| <b>Total BCC Go Biz</b>                        | <b>33</b> | <b>\$ 1,365,000</b> |
|  |           |                     |
| Funded - OAK                                   | 54        | \$ 2,548,000        |
| <b>GRAND TOTAL LOANS</b>                       | <b>87</b> | <b>\$ 3,913,000</b> |

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

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

1. To date the City has received 175 grant applications and has provided \$938,000 in funding to 25 grantees for an average of \$37,520 per grant.

2. In terms of demographics:

| % of Total | Total # | Race                   |
|------------|---------|------------------------|
| 80.0%      | 20      | African American/Black |
| 16.0%      | 4       | Other/DNR/Multi        |
| 4.0%       | 1       | Vietnamese             |
| 100.0%     | 25      | Vietnamese             |

| % of Total | Total # | Gender |
|------------|---------|--------|
| 36.0%      | 9       | Female |
| 64.0%      | 16      | Male   |
| 100.0%     | 25      |        |

### IV. Updates on City's Loan Program

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

1. To date, the City has lent \$2,743,000 to 54 unique borrowers, 25 of whom were repeat borrowers, for an average of \$50,796 per borrower. In addition, the City has received 30 new loan requests totaling a potential of \$1,170,000 in new loan funding once underwriting is complete. 8 of the loan requests are for new loans and 22 are for follow-on loans.

## LOAN PROGRAM DEMOGRAPHICS:

| #  | Race                 | % of Total |
|----|----------------------|------------|
| 43 | AfAm                 | 79.6%      |
| 2  | Hispanic             | 3.7%       |
| 2  | White                | 3.7%       |
| 1  | Vietnamese           | 1.9%       |
| 1  | Native American      | 1.9%       |
| 3  | Dual                 | 5.6%       |
| 2  | DNR                  | 3.7%       |
| 54 | Total Borrowers Race | 100.0%     |
|    |                      |            |
| #  | Gender               | % of Total |
| 14 | Female               | 25.9%      |
| 40 | Male                 | 74.1%      |
| 54 | Total                | 100.0%     |

### V. Proposed EBMUD Tier Four Adjustment

1. In acknowledgement of the fact that EBMUD approval at multi-tenant properties can be beyond the control of an individual equity applicant, staff recommends adding the following under 4.2:
  - i. (iii) OR completed and signed inspection card other than EBMUD for cultivators and manufacturers at multi-tenant cannabis properties.

### VI. How Best to Distribute Next Round of State Grant Funding?

1. Loans vs. Grants
2. One size fits all or lower tier requirements for cultivators/manufacturers?
3. Prioritize new grant and loan recipients? Or add additional grant/loan tier for those who have already received grants/loans.

### VII. Open Forum

### VIII. Contact Information

- a. Greg Minor, [gminor@oaklandca.gov](mailto:gminor@oaklandca.gov)
- b. Paula Groves, [paula@elevateimpactoakland.com](mailto:paula@elevateimpactoakland.com)