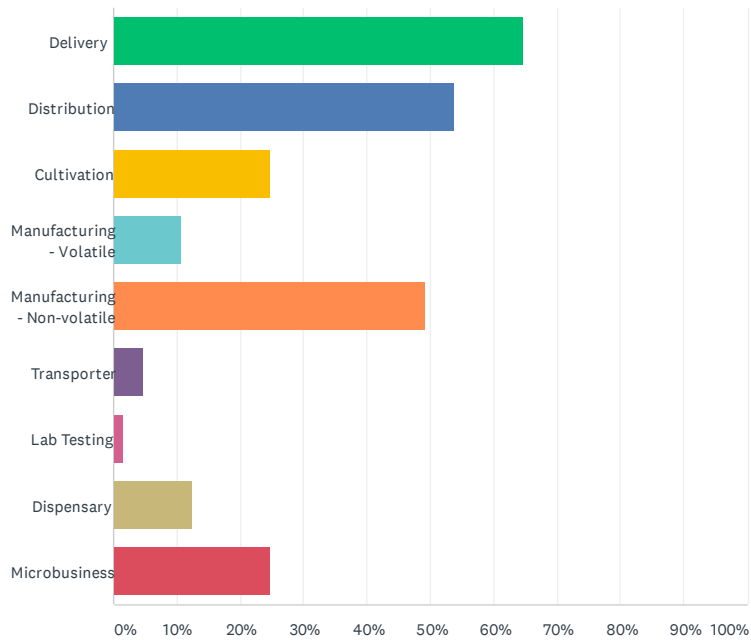


Q1 Please indicate all permits you have applied for.

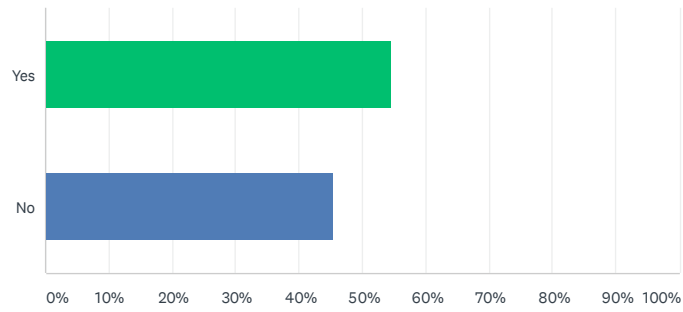
Answered: 65 Skipped: 3



| ANSWER CHOICES | RESPONSES | |
|------------------------------|-----------|----|
| Delivery | 64.62% | 42 |
| Distribution | 53.85% | 35 |
| Cultivation | 24.62% | 16 |
| Manufacturing - Volatile | 10.77% | 7 |
| Manufacturing - Non-volatile | 49.23% | 32 |
| Transporter | 4.62% | 3 |
| Lab Testing | 1.54% | 1 |
| Dispensary | 12.31% | 8 |
| Microbusiness | 24.62% | 16 |
| Total Respondents: 65 | | |

Q2 Are you currently operating?

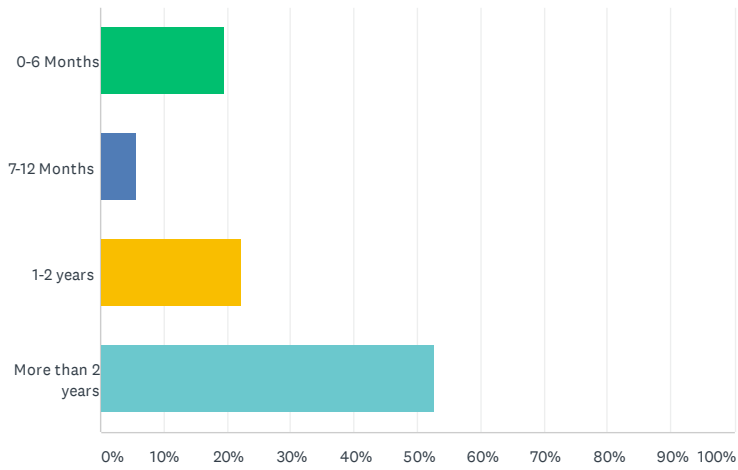
Answered: 66 Skipped: 2



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|----|
| Yes | 54.55% | 36 |
| No | 45.45% | 30 |
| TOTAL | | 66 |

Q3 How long have you been operating?

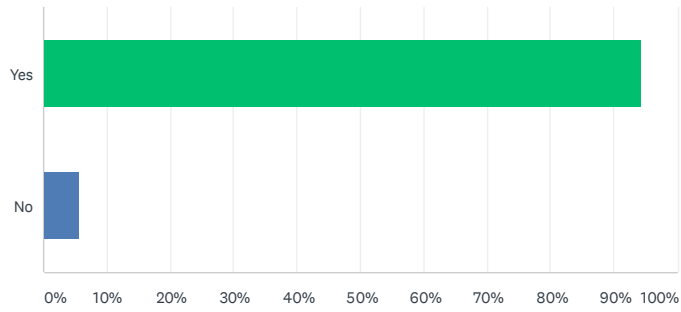
Answered: 36 Skipped: 32



| ANSWER CHOICES | RESPONSES | |
|-------------------|-----------|----|
| 0-6 Months | 19.44% | 7 |
| 7-12 Months | 5.56% | 2 |
| 1-2 years | 22.22% | 8 |
| More than 2 years | 52.78% | 19 |
| TOTAL | | 36 |

Q4 Are you utilizing METRC (Marijuana Enforcement Tracking Reporting Compliance)?

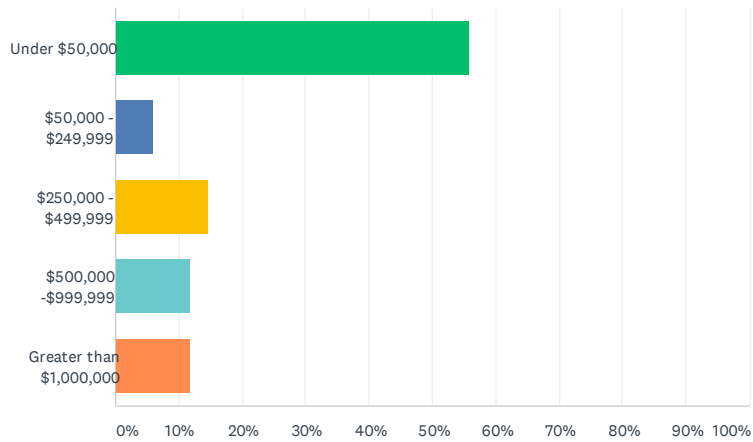
Answered: 36 Skipped: 32



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|-----------|
| Yes | 94.44% | 34 |
| No | 5.56% | 2 |
| TOTAL | | 36 |

Q5 What is your cannabis business' annual gross receipts last year?

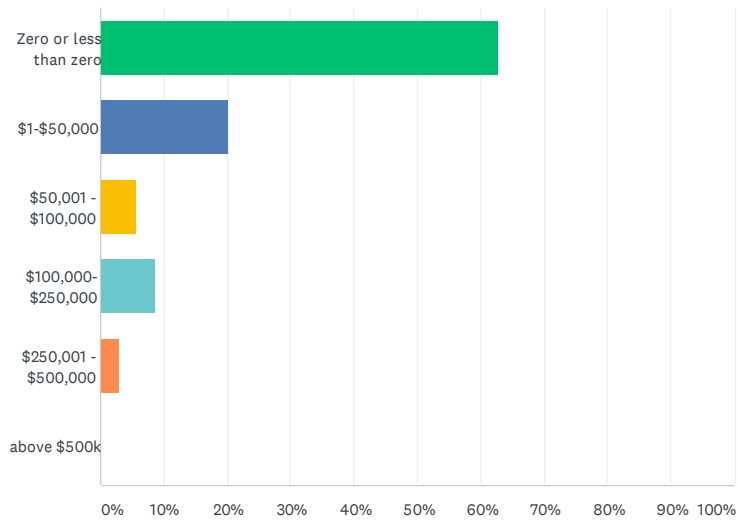
Answered: 34 Skipped: 34



| ANSWER CHOICES | RESPONSES | |
|--------------------------|-----------|-----------|
| Under \$50,000 | 55.88% | 19 |
| \$50,000 - \$249,999 | 5.88% | 2 |
| \$250,000 - \$499,999 | 14.71% | 5 |
| \$500,000 - \$999,999 | 11.76% | 4 |
| Greater than \$1,000,000 | 11.76% | 4 |
| TOTAL | | 34 |

Q6 What was your cannabis business' annual profit last year?

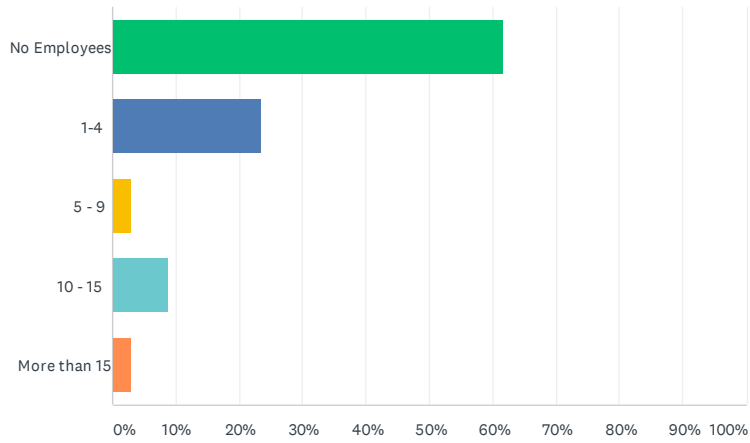
Answered: 35 Skipped: 33



| ANSWER CHOICES | RESPONSES | |
|------------------------|-----------|-----------|
| Zero or less than zero | 62.86% | 22 |
| \$1-\$50,000 | 20.00% | 7 |
| \$50,001 - \$100,000 | 5.71% | 2 |
| \$100,000- \$250,000 | 8.57% | 3 |
| \$250,001 - \$500,000 | 2.86% | 1 |
| above \$500k | 0.00% | 0 |
| TOTAL | | 35 |

Q7 How many individuals do you currently employ? For this question, an employee is someone who works at least 35 hours a week.

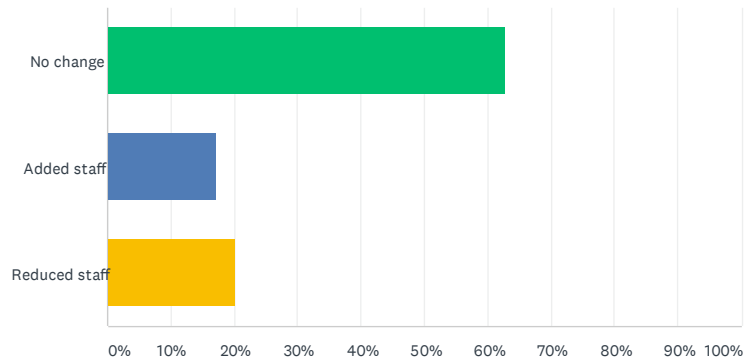
Answered: 34 Skipped: 34



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|-----------|
| No Employees | 61.76% | 21 |
| 1-4 | 23.53% | 8 |
| 5 - 9 | 2.94% | 1 |
| 10 - 15 | 8.82% | 3 |
| More than 15 | 2.94% | 1 |
| TOTAL | | 34 |

Q8 Have you added or reduced staff in the last 12 months?

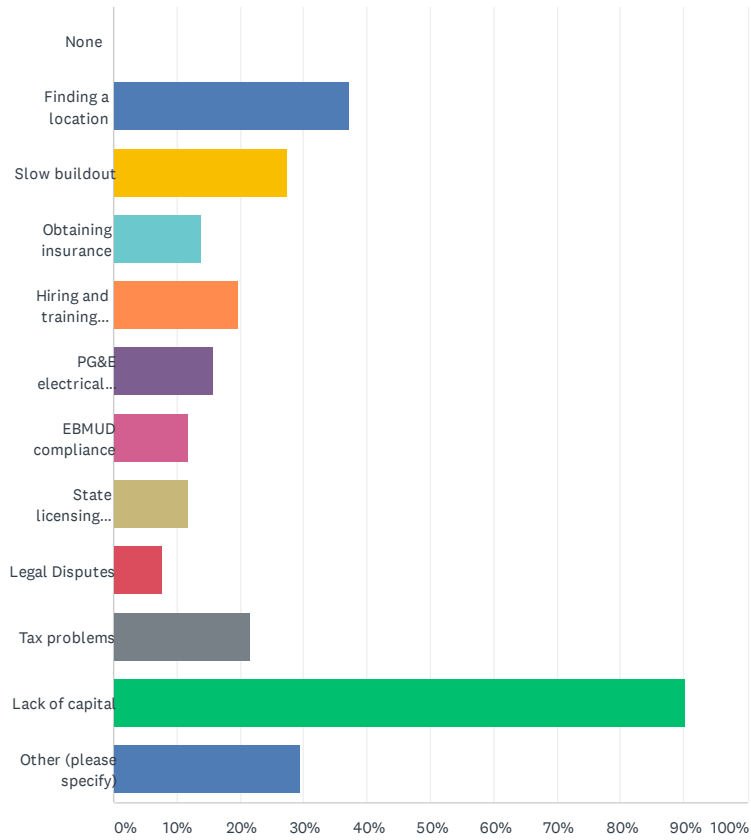
Answered: 35 Skipped: 33



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|-----------|
| No change | 62.86% | 22 |
| Added staff | 17.14% | 6 |
| Reduced staff | 20.00% | 7 |
| TOTAL | | 35 |

Q9 What barriers are you experiencing as you establish a compliant cannabis business? Please select all that apply.

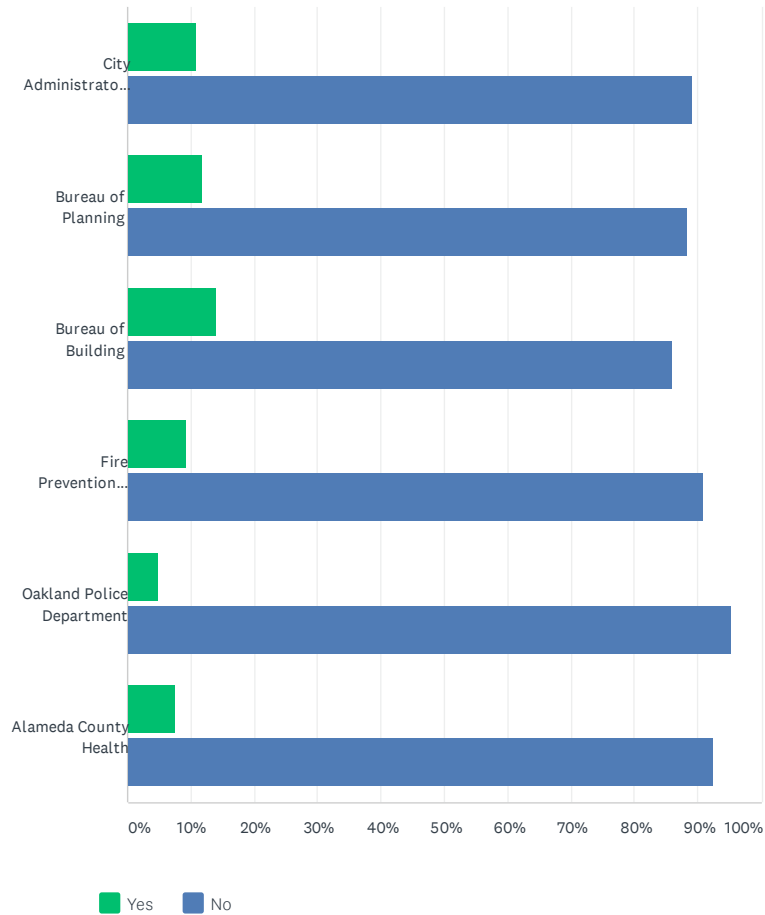
Answered: 51 Skipped: 17



| ANSWER CHOICES | RESPONSES | |
|-------------------------------|-----------|----|
| None | 0.00% | 0 |
| Finding a location | 37.25% | 19 |
| Slow buildout | 27.45% | 14 |
| Obtaining insurance | 13.73% | 7 |
| Hiring and training employees | 19.61% | 10 |
| PG&E electrical upgrade | 15.69% | 8 |
| EBMUD compliance | 11.76% | 6 |
| State licensing issues | 11.76% | 6 |
| Legal Disputes | 7.84% | 4 |
| Tax problems | 21.57% | 11 |
| Lack of capital | 90.20% | 46 |
| Other (please specify) | 29.41% | 15 |
| Total Respondents: 51 | | |

Q10 Have you experienced any barriers with the following City/County Departments? If so, please describe below.

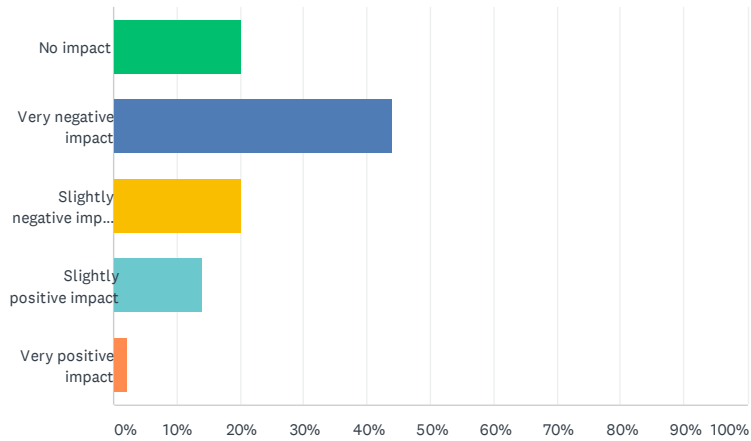
Answered: 47 Skipped: 21



| | YES | NO | TOTAL |
|-----------------------------|-------------|--------------|-------|
| City Administrator's Office | 10.87% 5 | 89.13% 41 | 46 |
| Bureau of Planning | 11.63% 5 | 88.37% 38 | 43 |
| Bureau of Building | 13.95% 6 | 86.05% 37 | 43 |
| Fire Prevention Bureau | 9.30% 4 | 90.70% 39 | 43 |
| Oakland Police Department | 4.76% 2 | 95.24% 40 | 42 |
| Alameda County Health | 7.50% 3 | 92.50% 37 | 40 |

Q11 What impact, if any, has the COVID-19 pandemic had on your business? Please describe in the comment box below.

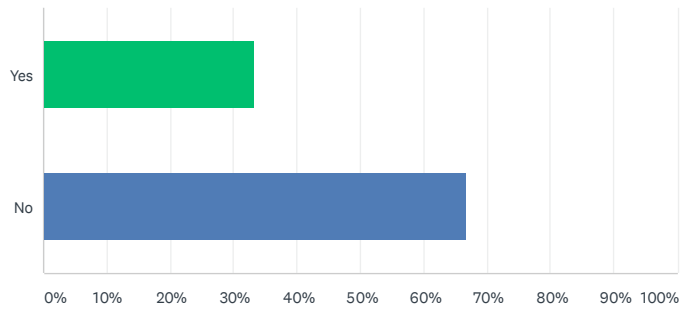
Answered: 50 Skipped: 18



| ANSWER CHOICES | RESPONSES | |
|--------------------------|-----------|-----------|
| No impact | 20.00% | 10 |
| Very negative impact | 44.00% | 22 |
| Slightly negative impact | 20.00% | 10 |
| Slightly positive impact | 14.00% | 7 |
| Very positive impact | 2.00% | 1 |
| TOTAL | | 50 |

Q12 Has your business or staff experienced any robberies/burglaries?

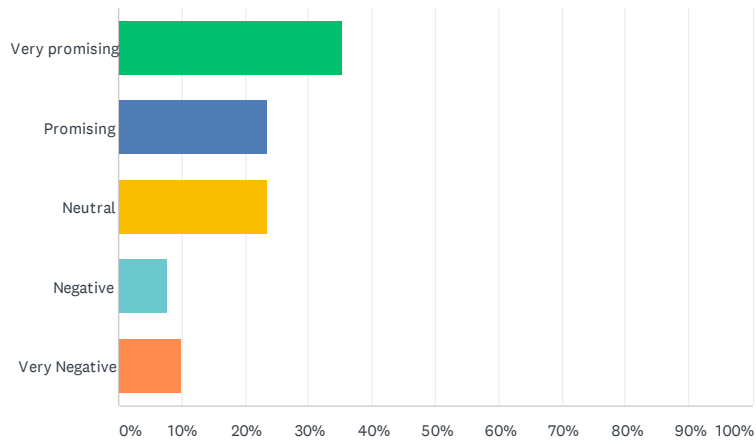
Answered: 51 Skipped: 17



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|-----------|
| Yes | 33.33% | 17 |
| No | 66.67% | 34 |
| TOTAL | | 51 |

Q13 Please rate your business' future outlook.

Answered: 51 Skipped: 17



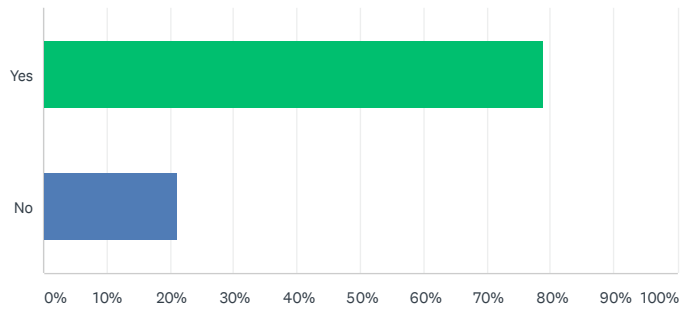
| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|-----------|
| Very promising | 35.29% | 18 |
| Promising | 23.53% | 12 |
| Neutral | 23.53% | 12 |
| Negative | 7.84% | 4 |
| Very Negative | 9.80% | 5 |
| TOTAL | | 51 |

Q14 Do you have any recommendations for how the City of Oakland can improve its Cannabis or Equity Programs?

Answered: 48 Skipped: 20

Q15 Have you utilized any of Make Green Go's services?

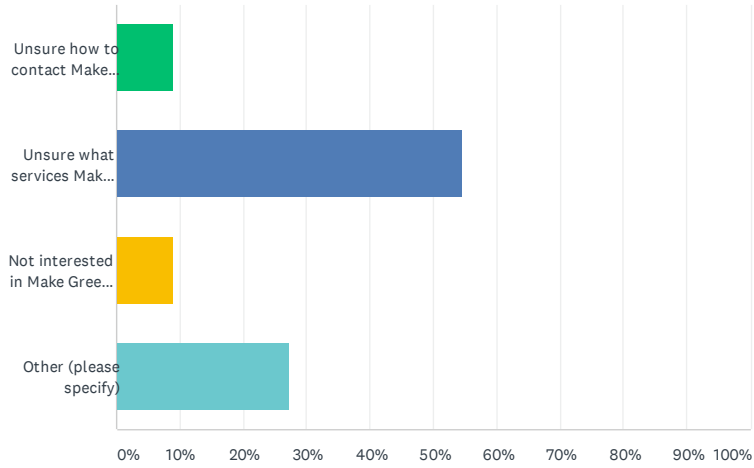
Answered: 52 Skipped: 16



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|----|
| Yes | 78.85% | 41 |
| No | 21.15% | 11 |
| TOTAL | | 52 |

Q16 Which of the following best describes why you have not utilized Make Green Go?

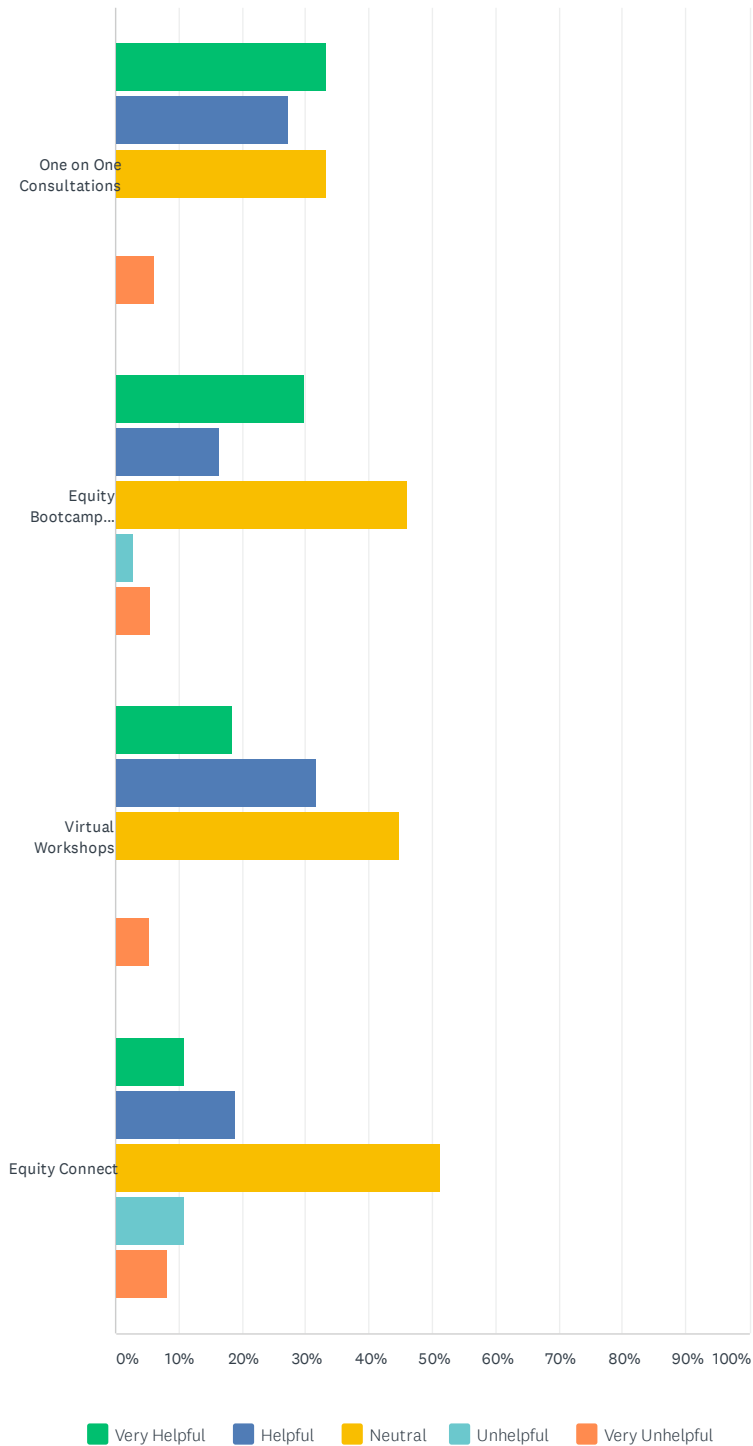
Answered: 11 Skipped: 57



| ANSWER CHOICES | RESPONSES |
|---|-----------|
| Unsure how to contact Make Green Go | 9.09% 1 |
| Unsure what services Make Green Go provides | 54.55% 6 |
| Not interested in Make Green Go's services | 9.09% 1 |
| Other (please specify) | 27.27% 3 |
| TOTAL | 11 |

Q17 Please rank Make Green Go's services.

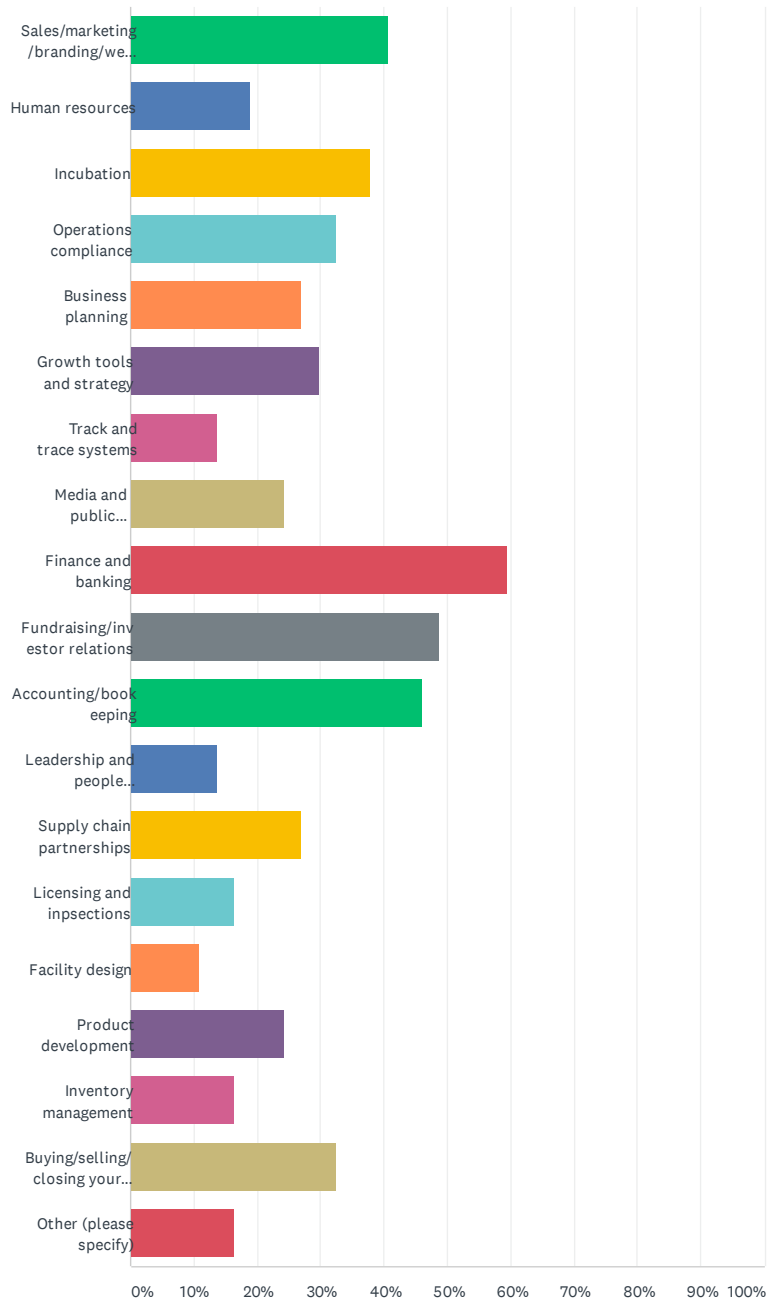
Answered: 38 Skipped: 30



| | VERY HELPFUL | HELPFUL | NEUTRAL | UNHELPFUL | VERY UNHELPFUL | TOTAL | WEIGHTED AVERAGE |
|---|--------------|--------------|--------------|-------------|----------------|-------|------------------|
| One on One Consultations | 33.33% 11 | 27.27% 9 | 33.33% 11 | 0.00% 0 | 6.06% 2 | 33 | 2.18 |
| Equity Bootcamp (makegreengo.thinkific.com) | 29.73% 11 | 16.22% 6 | 45.95% 17 | 2.70% 1 | 5.41% 2 | 37 | 2.38 |
| Virtual Workshops | 18.42% 7 | 31.58% 12 | 44.74% 17 | 0.00% 0 | 5.26% 2 | 38 | 2.42 |
| Equity Connect | 10.81% 4 | 18.92% 7 | 51.35% 19 | 10.81% 4 | 8.11% 3 | 37 | 2.86 |

Q18 Which topics would you like Make Green Go to focus on in the future? Please select all that apply.

Answered: 37 Skipped: 31



2021 Cannabis Program Assessment Survey for Equity Applicants

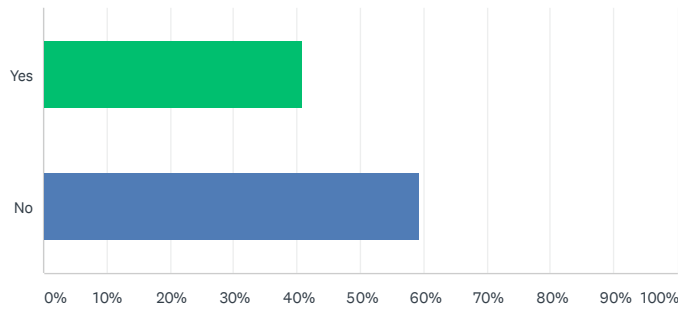
| ANSWER CHOICES | RESPONSES | |
|--|-----------|----|
| Sales/marketing/branding/web development | 40.54% | 15 |
| Human resources | 18.92% | 7 |
| Incubation | 37.84% | 14 |
| Operations compliance | 32.43% | 12 |
| Business planning | 27.03% | 10 |
| Growth tools and strategy | 29.73% | 11 |
| Track and trace systems | 13.51% | 5 |
| Media and public relations | 24.32% | 9 |
| Finance and banking | 59.46% | 22 |
| Fundraising/investor relations | 48.65% | 18 |
| Accounting/bookeeping | 45.95% | 17 |
| Leadership and people management | 13.51% | 5 |
| Supply chain partnerships | 27.03% | 10 |
| Licensing and inspections | 16.22% | 6 |
| Facility design | 10.81% | 4 |
| Product development | 24.32% | 9 |
| Inventory management | 16.22% | 6 |
| Buying/selling/closing your business | 32.43% | 12 |
| Other (please specify) | 16.22% | 6 |
| Total Respondents: 37 | | |

Q19 What suggestions do you have for the technical assistance program?

Answered: 37 Skipped: 31

Q20 Have you utilized Knox and Ross' legal services?

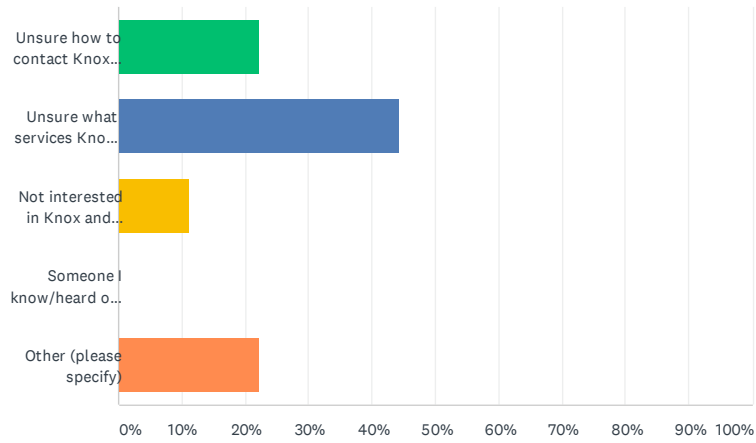
Answered: 49 Skipped: 19



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|-----------|
| Yes | 40.82% | 20 |
| No | 59.18% | 29 |
| TOTAL | | 49 |

Q21 Which of the following best describes why you have not utilized Knox and Ross' legal services?

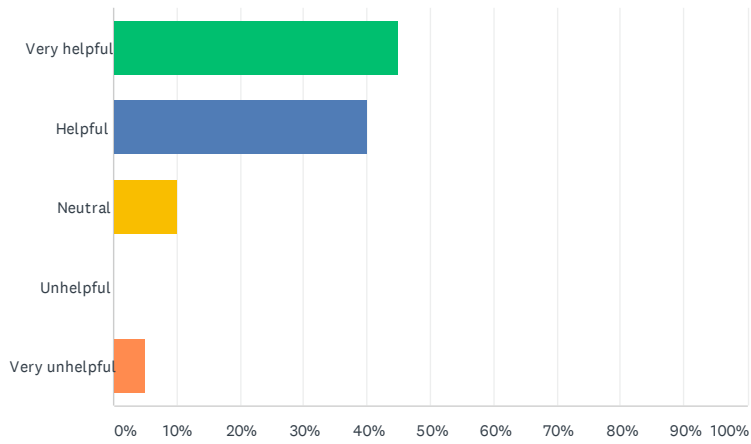
Answered: 27 Skipped: 41



| ANSWER CHOICES | RESPONSES | |
|---|-----------|-----------|
| Unsure how to contact Knox and Ross | 22.22% | 6 |
| Unsure what services Knox and Ross provides | 44.44% | 12 |
| Not interested in Knox and Ross' services | 11.11% | 3 |
| Someone I know/heard of had a bad experience with Knox and Ross | 0.00% | 0 |
| Other (please specify) | 22.22% | 6 |
| TOTAL | | 27 |

Q22 How would you describe Knox and Ross' services?

Answered: 20 Skipped: 48



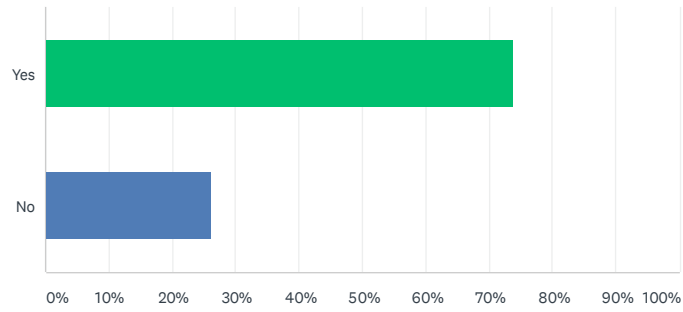
| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|-----------|
| Very helpful | 45.00% | 9 |
| Helpful | 40.00% | 8 |
| Neutral | 10.00% | 2 |
| Unhelpful | 0.00% | 0 |
| Very unhelpful | 5.00% | 1 |
| TOTAL | | 20 |

Q23 What suggestions do you have for the legal assistance program?

Answered: 39 Skipped: 29

Q24 Have you applied for a City loan or grant through Elevate Impact Oakland?

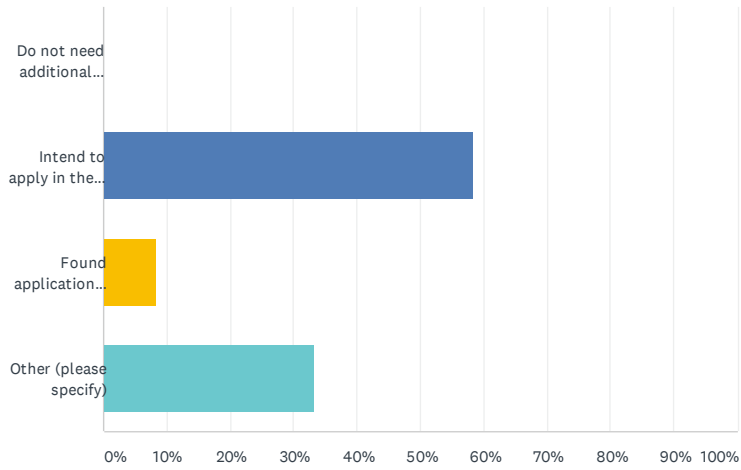
Answered: 46 Skipped: 22



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|----|
| Yes | 73.91% | 34 |
| No | 26.09% | 12 |
| TOTAL | | 46 |

Q25 Which of the following best describes why you have not applied for a City loan or grant?

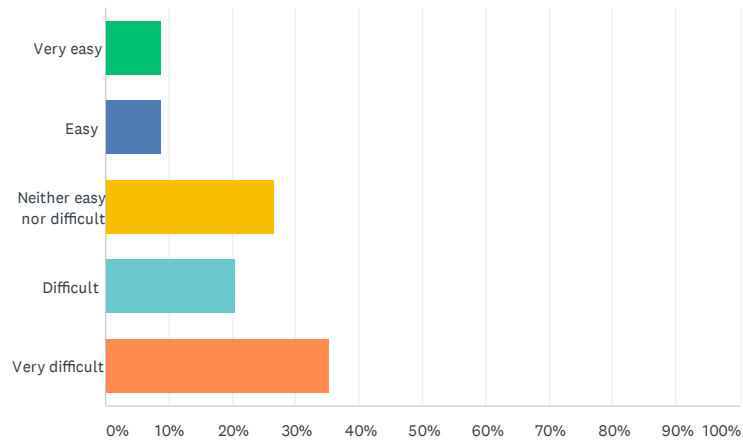
Answered: 12 Skipped: 56



| ANSWER CHOICES | RESPONSES |
|---|-----------|
| Do not need additional funding | 0.00% 0 |
| Intend to apply in the future | 58.33% 7 |
| Found application process too difficult | 8.33% 1 |
| Other (please specify) | 33.33% 4 |
| TOTAL | 12 |

Q26 How did you find the City loan or grant process?

Answered: 34 Skipped: 34



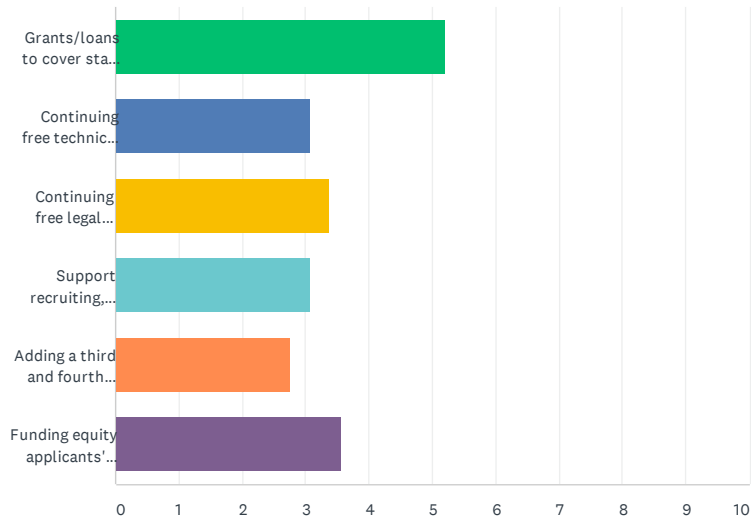
| ANSWER CHOICES | RESPONSES | |
|----------------------------|-----------|-----------|
| Very easy | 8.82% | 3 |
| Easy | 8.82% | 3 |
| Neither easy nor difficult | 26.47% | 9 |
| Difficult | 20.59% | 7 |
| Very difficult | 35.29% | 12 |
| TOTAL | | 34 |

Q27 What suggestions do you have for the loan or grant programs?

Answered: 39 Skipped: 29

Q28 Please rank the following potential uses of new state funding from most helpful (1) to least helpful (6)

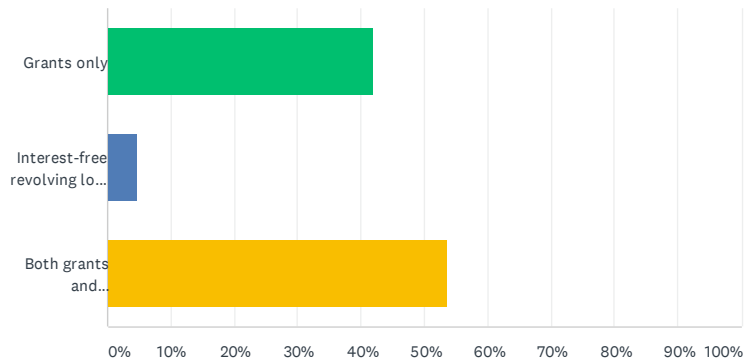
Answered: 41 Skipped: 27



| | 1 | 2 | 3 | 4 | 5 | 6 | TOTAL | SCORE |
|---|--------------|-------------|--------------|--------------|--------------|--------------|-------|-------|
| Grants/loans to cover start up and ongoing costs | 73.68% 28 | 7.89% 3 | 5.26% 2 | 2.63% 1 | 0.00% 0 | 10.53% 4 | 38 | 5.21 |
| Continuing free technical assistance program | 0.00% 0 | 21.05% 8 | 28.95% 11 | 13.16% 5 | 10.53% 4 | 26.32% 10 | 38 | 3.08 |
| Continuing free legal assistance program | 2.63% 1 | 15.79% 6 | 26.32% 10 | 28.95% 11 | 23.68% 9 | 2.63% 1 | 38 | 3.37 |
| Support recruiting, training, and retaining employees | 2.63% 1 | 21.05% 8 | 10.53% 4 | 26.32% 10 | 26.32% 10 | 13.16% 5 | 38 | 3.08 |
| Adding a third and fourth shared-use manufacturing facility | 7.69% 3 | 15.38% 6 | 7.69% 3 | 17.95% 7 | 17.95% 7 | 33.33% 13 | 39 | 2.77 |
| Funding equity applicants' purchase of property | 15.38% 6 | 20.51% 8 | 20.51% 8 | 7.69% 3 | 20.51% 8 | 15.38% 6 | 39 | 3.56 |

Q29 How should the City provide capital to operators: grants, interest-free revolving loans, or both? Please note that while loans must be repaid, loans are not taxable and loan repayments provide future funds for equity applicants. On the other hand, grants need not be repaid, but they are taxable and they provide no future funds to equity applicants.

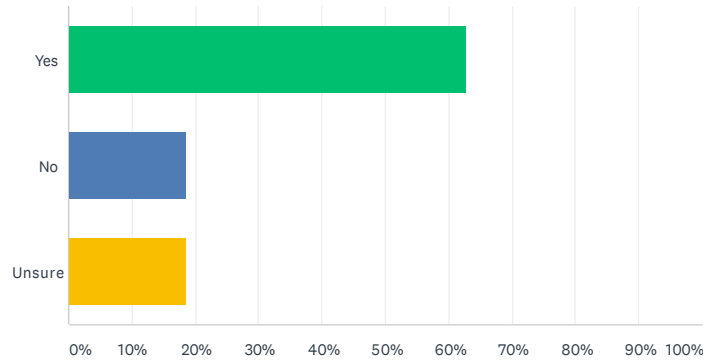
Answered: 43 Skipped: 25



| ANSWER CHOICES | RESPONSES | |
|---|-----------|-----------|
| Grants only | 41.86% | 18 |
| Interest-free revolving loans only | 4.65% | 2 |
| Both grants and interest-free revolving loans | 53.49% | 23 |
| TOTAL | | 43 |

Q30 Do you support lowering loan/grant requirements for equity manufacturers and cultivators given the higher costs of establishing a manufacturing or cultivation business?

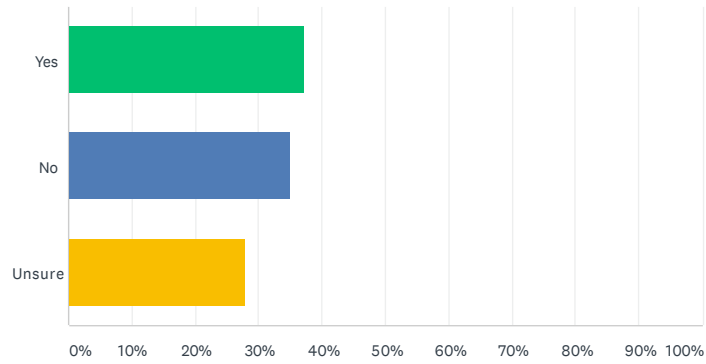
Answered: 43 Skipped: 25



| ANSWER CHOICES | RESPONSES |
|----------------|-----------|
| Yes | 62.79% 27 |
| No | 18.60% 8 |
| Unsure | 18.60% 8 |
| TOTAL | 43 |

Q31 Do you support prioritizing loans/grants for equity applicants who have not yet received loans/grants?

Answered: 43 Skipped: 25



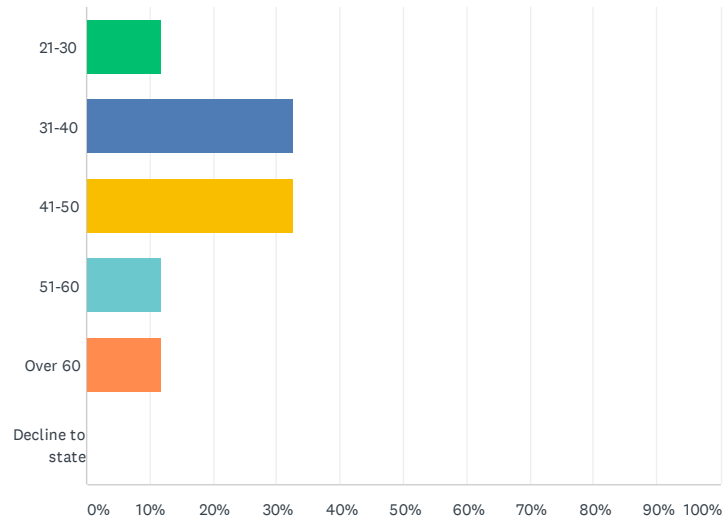
| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|----|
| Yes | 37.21% | 16 |
| No | 34.88% | 15 |
| Unsure | 27.91% | 12 |
| TOTAL | | 43 |

Q32 Do you have other suggestions on how to utilize new state funding?

Answered: 32 Skipped: 36

Q33 Age: Please select your age or the average age of your business' partners/owners/board members.

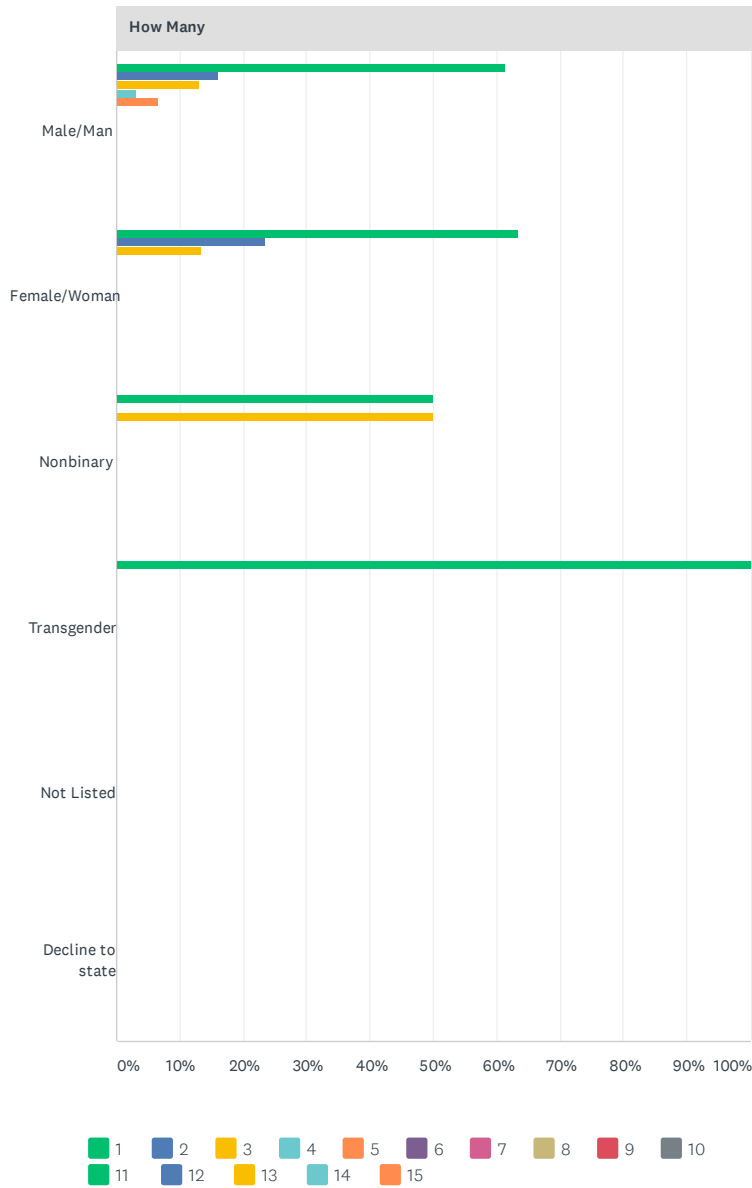
Answered: 43 Skipped: 25



| ANSWER CHOICES | RESPONSES | |
|------------------|-----------|-----------|
| 21-30 | 11.63% | 5 |
| 31-40 | 32.56% | 14 |
| 41-50 | 32.56% | 14 |
| 51-60 | 11.63% | 5 |
| Over 60 | 11.63% | 5 |
| Decline to state | 0.00% | 0 |
| TOTAL | | 43 |

Q34 Please select all gender options below that represent your business' owners/partners/board members.

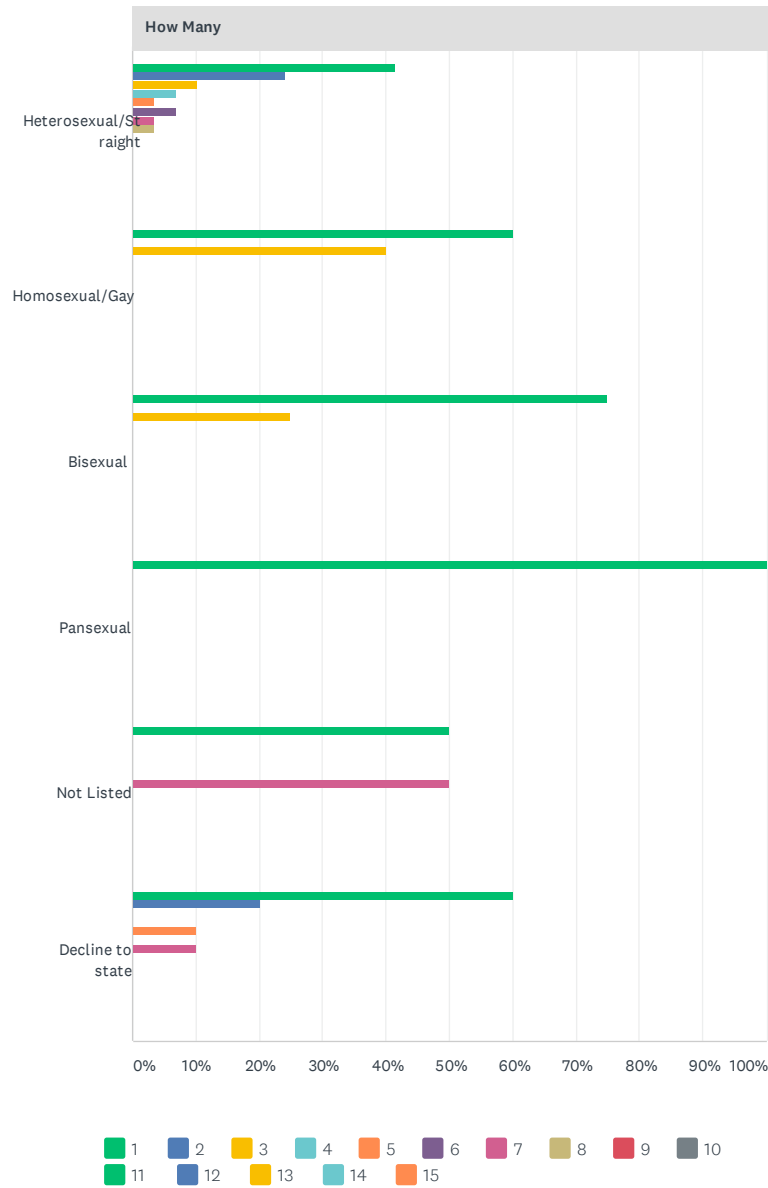
Answered: 41 Skipped: 27



| How Many | | | | | | | | | | | | | | | |
|------------------|--------------|-------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| Male/Man | 61.29% 19 | 16.13% 5 | 12.90% 4 | 3.23% 1 | 6.45% 2 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Female/Woman | 63.33% 19 | 23.33% 7 | 13.33% 4 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Nonbinary | 50.00% 1 | 0.00% 0 | 50.00% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Transgender | 100.00% 4 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Not Listed | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Decline to state | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |

Q35 Please select all sexual orientation options below that represent your business' owners/partners/board members.

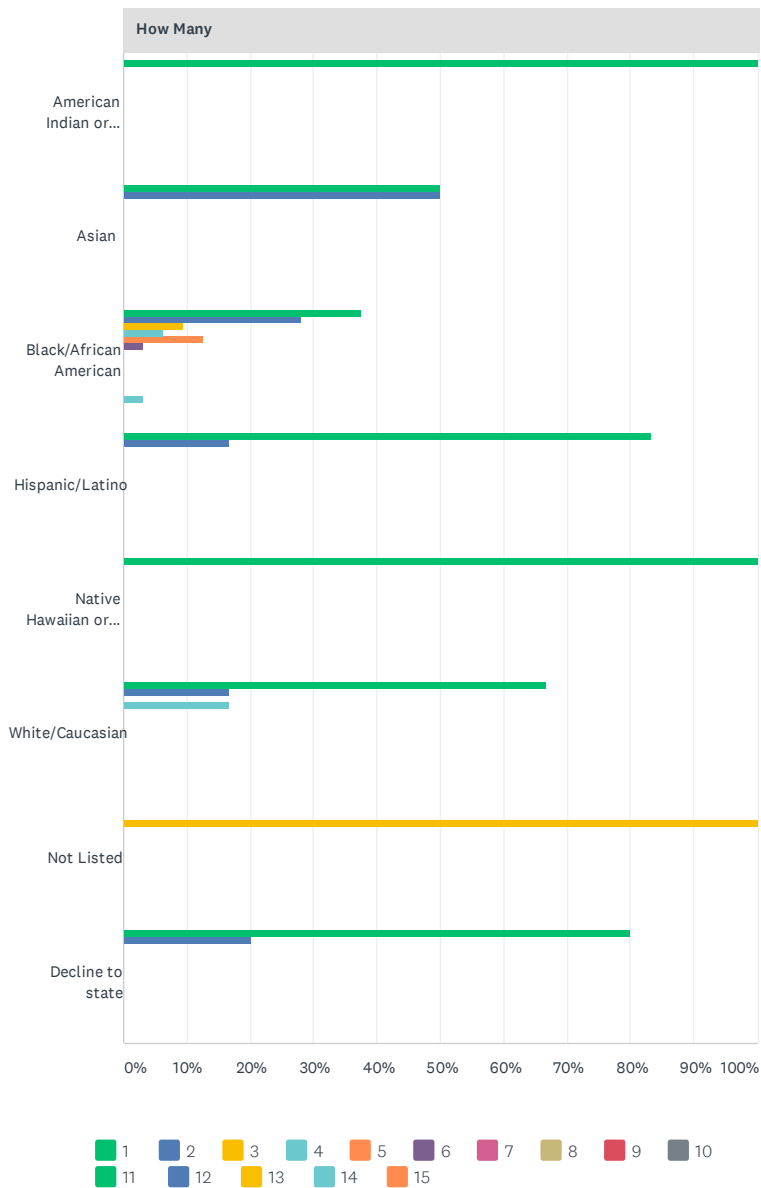
Answered: 39 Skipped: 29



| How Many | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 |
|-----------------------|--------------|-------------|-------------|------------|-------------|------------|-------------|------------|------------|------------|------------|------------|------------|------------|
| Heterosexual/Straight | 41.38% 12 | 24.14% 7 | 10.34% 3 | 6.90% 2 | 3.45% 1 | 6.90% 2 | 3.45% 1 | 3.45% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Homosexual/Gay | 60.00% 3 | 0.00% 0 | 40.00% 2 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Bisexual | 75.00% 3 | 0.00% 0 | 25.00% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Pansexual | 100.00% 2 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Not Listed | 50.00% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 50.00% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Decline to state | 60.00% 6 | 20.00% 2 | 0.00% 0 | 0.00% 0 | 10.00% 1 | 0.00% 0 | 10.00% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |

Q36 Please select all race and ethnicity options below that represent all of your business' owners/partners/board members.

Answered: 40 Skipped: 28

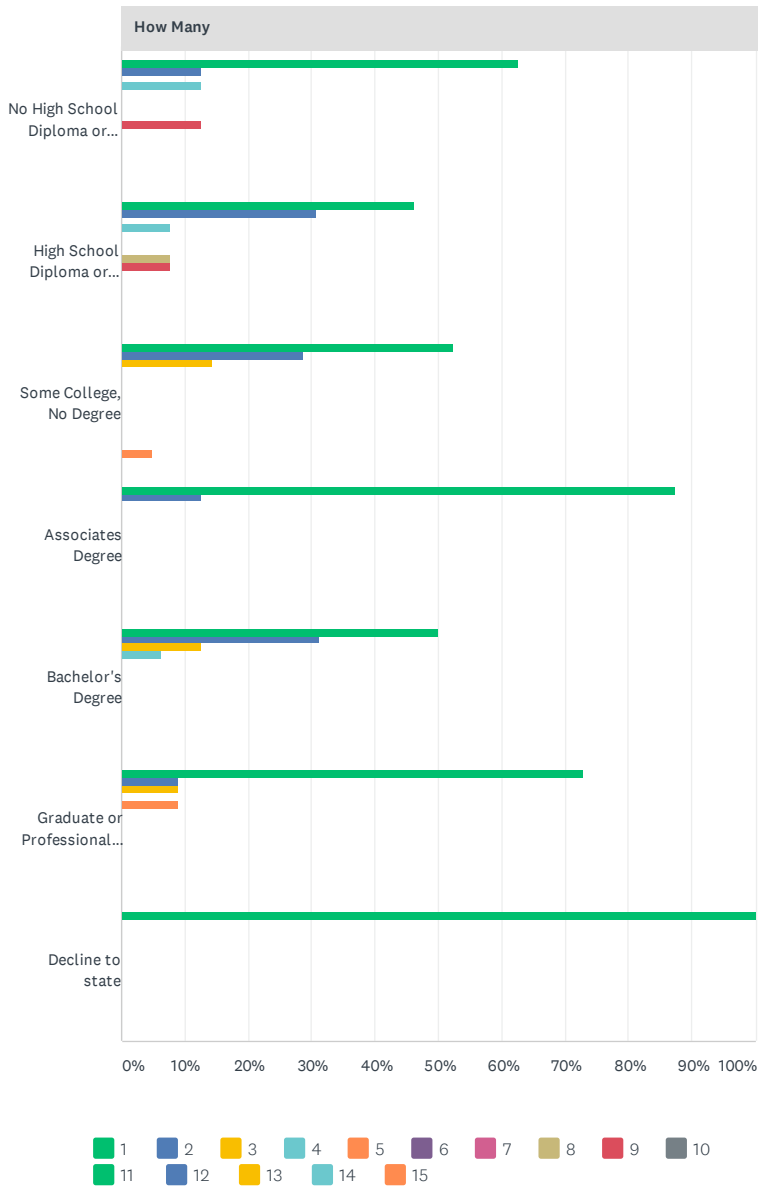


2021 Cannabis Program Assessment Survey for Equity Applicants

| How Many | | | | | | | | | | | | | | |
|---|--------------|-------------|--------------|-------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| American Indian or Alaska Native | 100.00% 3 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Asian | 50.00% 2 | 50.00% 2 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Black/African American | 37.50% 12 | 28.13% 9 | 9.38% 3 | 6.25% 2 | 12.50% 4 | 3.13% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 3.13% 1 |
| Hispanic/Latino | 83.33% 5 | 16.67% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Native Hawaiian or other Pacific Islander | 100.00% 2 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| White/Caucasian | 66.67% 4 | 16.67% 1 | 0.00% 0 | 16.67% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Not Listed | 0.00% 0 | 0.00% 0 | 100.00% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Decline to state | 80.00% 4 | 20.00% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |

Q37 Please select the level(s) of education that represent(s) all of your business' owners/partners/board members.

Answered: 43 Skipped: 25

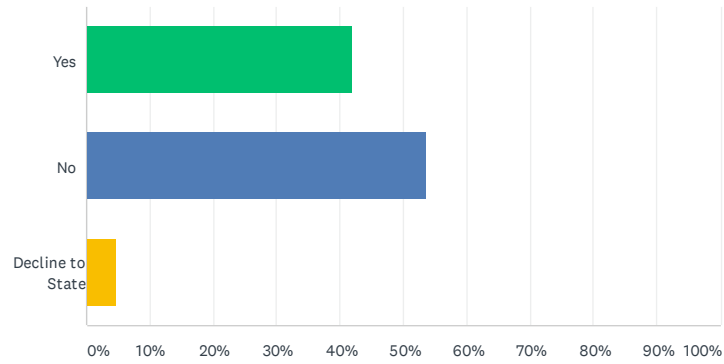


2021 Cannabis Program Assessment Survey for Equity Applicants

| How Many | | | | | | | | | | | | | | | |
|---------------------------------------|--------------|-------------|-------------|-------------|------------|------------|------------|------------|-------------|------------|------------|------------|------------|------------|------------|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| No High School Diploma or Equivalency | 62.50% 5 | 12.50% 1 | 0.00% 0 | 12.50% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 12.50% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| High School Diploma or Equivalency | 46.15% 6 | 30.77% 4 | 0.00% 0 | 7.69% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 7.69% 1 | 7.69% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Some College, No Degree | 52.38% 11 | 28.57% 6 | 14.29% 3 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 4.00% 0 |
| Associates Degree | 87.50% 7 | 12.50% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Bachelor's Degree | 50.00% 8 | 31.25% 5 | 12.50% 2 | 6.25% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Graduate or Professional Degree | 72.73% 8 | 9.09% 1 | 9.09% 1 | 0.00% 0 | 9.09% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Decline to state | 100.00% 2 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |

Q38 Does one or more of your business' owners/partners/board members have a disability?

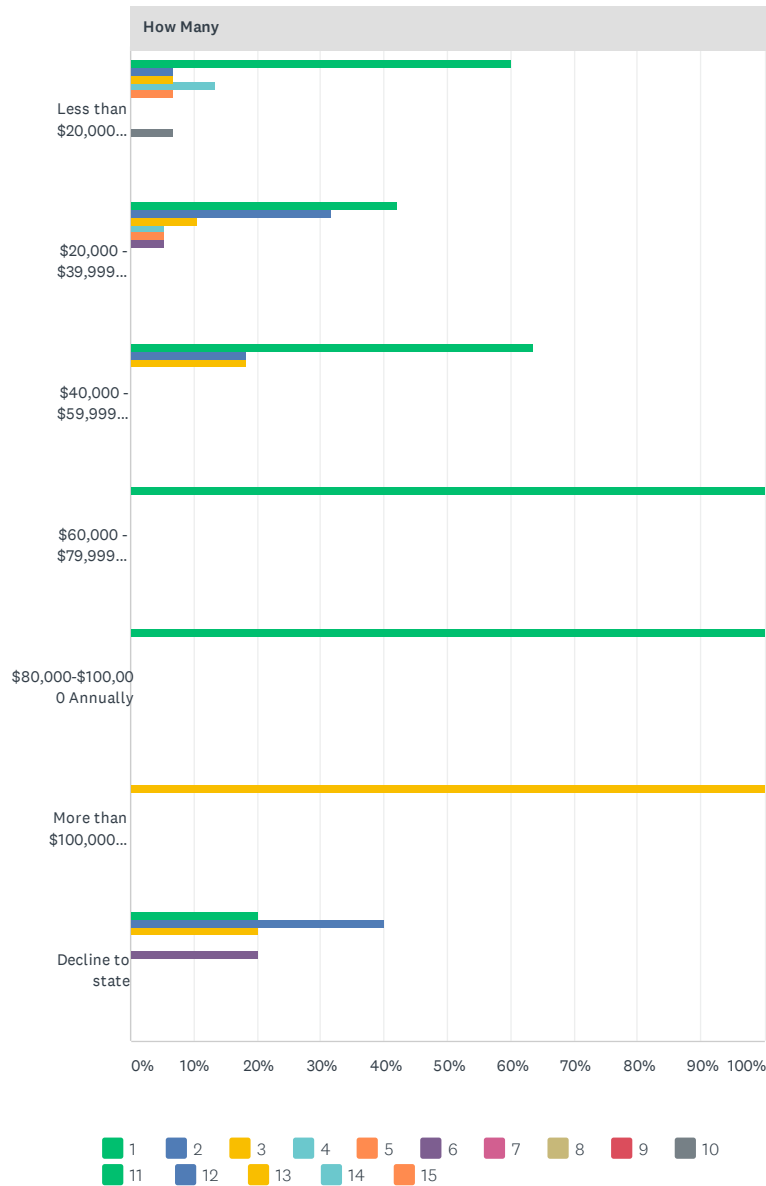
Answered: 43 Skipped: 25



| ANSWER CHOICES | RESPONSES | |
|------------------|-----------|-----------|
| Yes | 41.86% | 18 |
| No | 53.49% | 23 |
| Decline to State | 4.65% | 2 |
| TOTAL | | 43 |

Q39 Please select the personal income level(s) that represent(s) all of your business' owners/partners/board members.

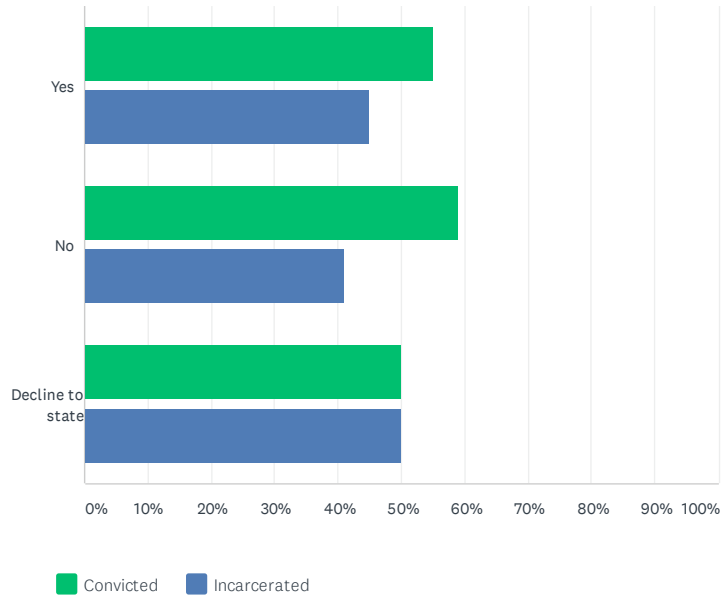
Answered: 42 Skipped: 26



| How Many | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 |
|------------------------------|--------------|-------------|--------------|-------------|------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Less than \$20,000 Annually | 60.00% 9 | 6.67% 1 | 6.67% 1 | 13.33% 2 | 6.67% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 6.67% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| \$20,000 - \$39,999 Annually | 42.11% 8 | 31.58% 6 | 10.53% 2 | 5.26% 1 | 5.26% 1 | 5.26% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| \$40,000 - \$59,999 Annually | 63.64% 7 | 18.18% 2 | 18.18% 2 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| \$60,000 - \$79,999 Annually | 100.00% 3 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| \$80,000-\$100,000 Annually | 100.00% 2 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| More than \$100,000 Annually | 0.00% 0 | 0.00% 0 | 100.00% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |
| Decline to state | 20.00% 1 | 40.00% 2 | 20.00% 1 | 0.00% 0 | 0.00% 0 | 20.00% 1 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 |

Q40 Has any owner/partner/board member of your business or any immediate family members (parent, sibling, spouse, child) been convicted of or incarcerated for any cannabis related charges?

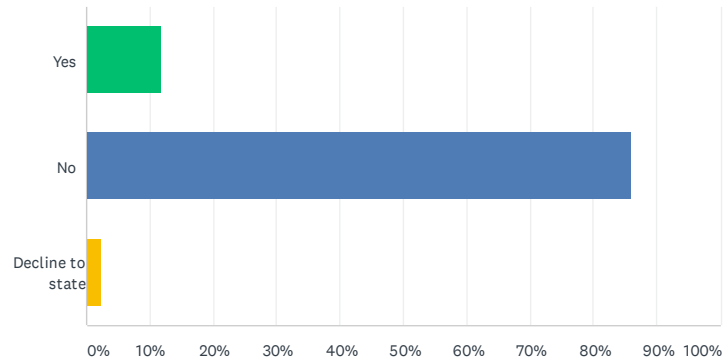
Answered: 39 Skipped: 29



| | CONVICTED | INCARCERATED | TOTAL |
|------------------|--------------|--------------|-------|
| Yes | 55.00% 11 | 45.00% 9 | 20 |
| No | 59.09% 13 | 40.91% 9 | 22 |
| Decline to state | 50.00% 3 | 50.00% 3 | 6 |

Q41 Has any of your business owners/partners/board members served or are currently active in the military?

Answered: 43 Skipped: 25



| ANSWER CHOICES | RESPONSES | |
|------------------|-----------|-----------|
| Yes | 11.63% | 5 |
| No | 86.05% | 37 |
| Decline to state | 2.33% | 1 |
| TOTAL | | 43 |