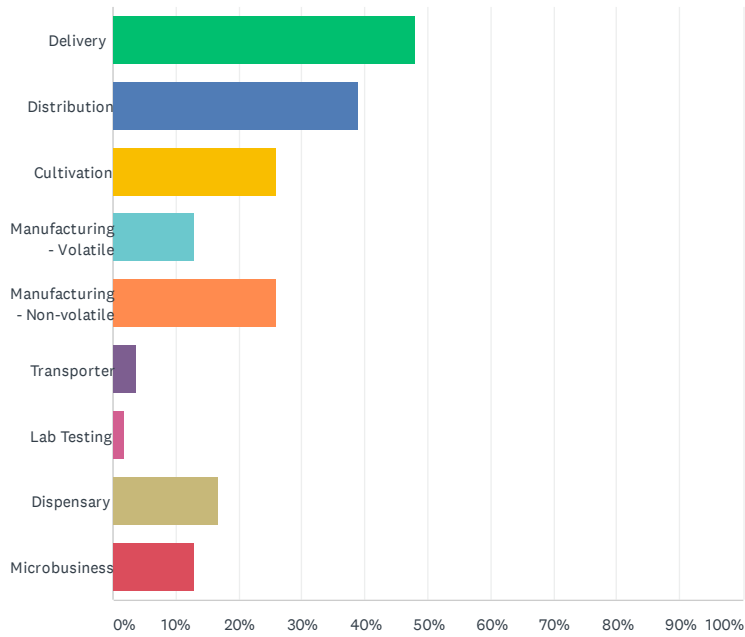


Q1 Please indicate all permits you have applied for.

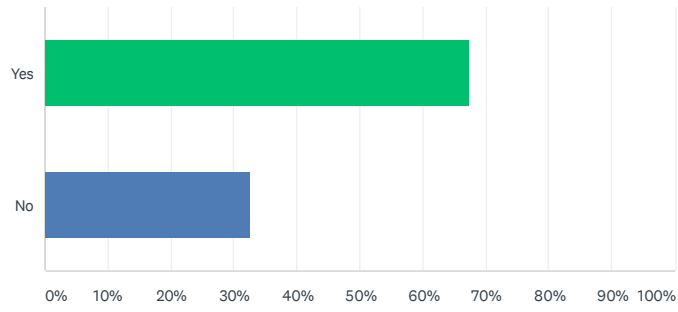
Answered: 54 Skipped: 1



ANSWER CHOICES	RESPONSES	
Delivery	48.15%	26
Distribution	38.89%	21
Cultivation	25.93%	14
Manufacturing - Volatile	12.96%	7
Manufacturing - Non-volatile	25.93%	14
Transporter	3.70%	2
Lab Testing	1.85%	1
Dispensary	16.67%	9
Microbusiness	12.96%	7
Total Respondents: 54		

Q2 Are you currently operating?

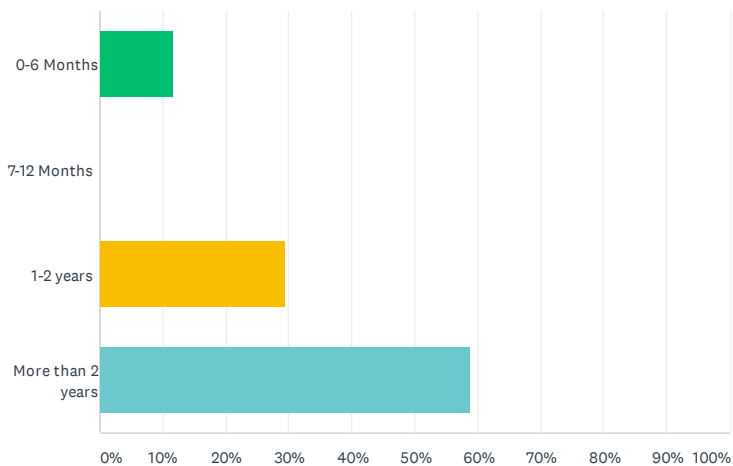
Answered: 55 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	67.27%	37
No	32.73%	18
TOTAL		55

Q3 How long have you been operating?

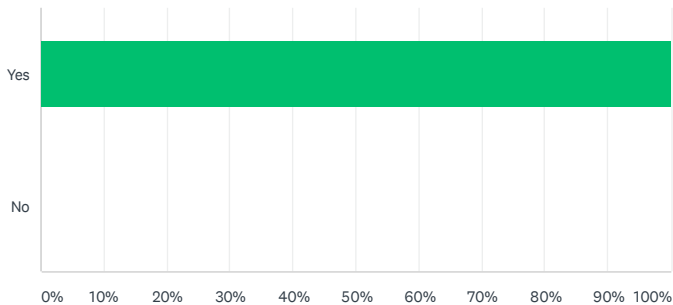
Answered: 34 Skipped: 21



ANSWER CHOICES	RESPONSES	
0-6 Months	11.76%	4
7-12 Months	0.00%	0
1-2 years	29.41%	10
More than 2 years	58.82%	20
TOTAL		34

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

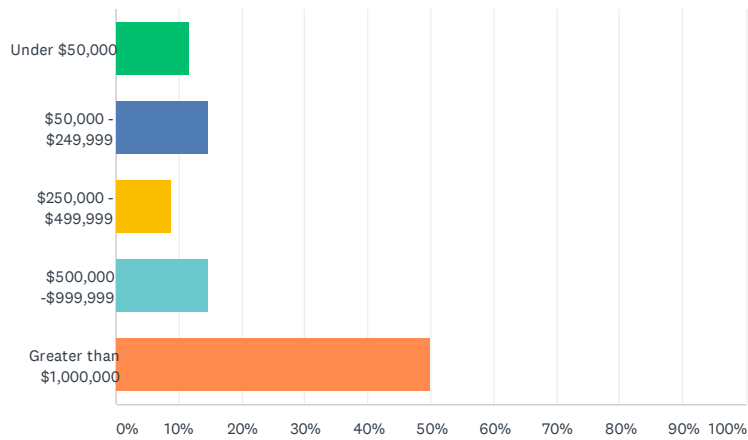
Answered: 32 Skipped: 23



ANSWER CHOICES	RESPONSES	
Yes	100.00%	32
No	0.00%	0
TOTAL		32

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

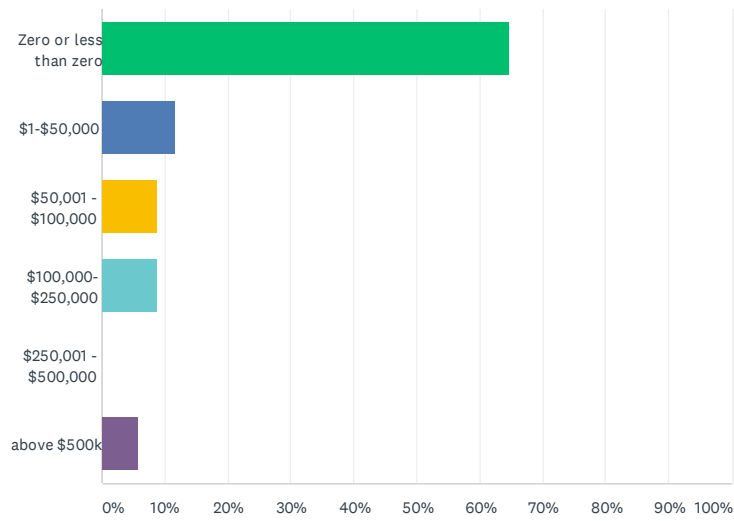
Answered: 34 Skipped: 21



ANSWER CHOICES	RESPONSES	
Under \$50,000	11.76%	4
\$50,000 - \$249,999	14.71%	5
\$250,000 - \$499,999	8.82%	3
\$500,000 - \$999,999	14.71%	5
Greater than \$1,000,000	50.00%	17
TOTAL		34

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

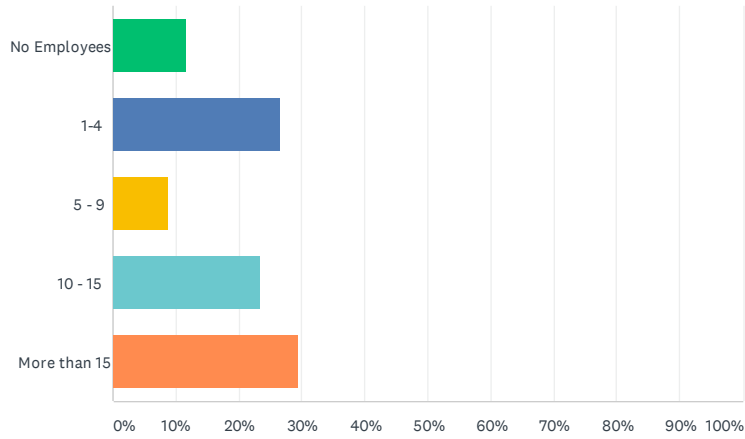
Answered: 34 Skipped: 21



ANSWER CHOICES	RESPONSES	
Zero or less than zero	64.71%	22
\$1-\$50,000	11.76%	4
\$50,001 - \$100,000	8.82%	3
\$100,000- \$250,000	8.82%	3
\$250,001 - \$500,000	0.00%	0
above \$500k	5.88%	2
TOTAL		34

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

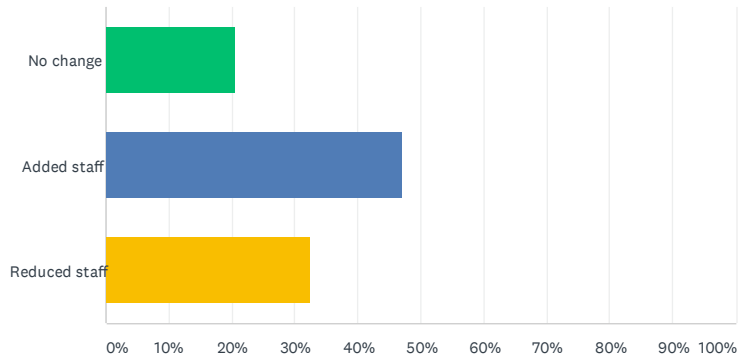
Answered: 34 Skipped: 21



ANSWER CHOICES	RESPONSES	
No Employees	11.76%	4
1-4	26.47%	9
5 - 9	8.82%	3
10 - 15	23.53%	8
More than 15	29.41%	10
TOTAL		34

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

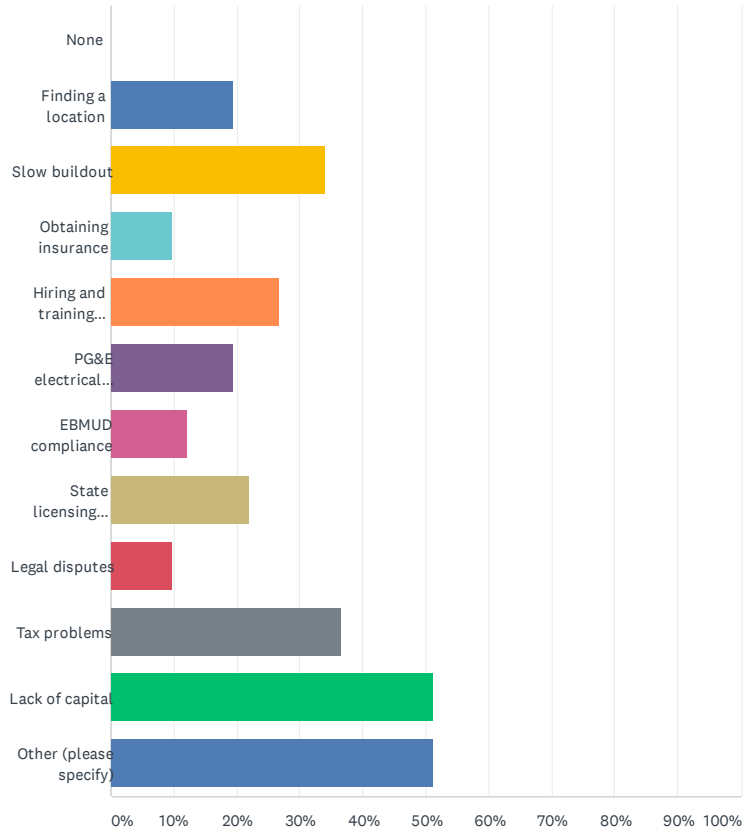
Answered: 34 Skipped: 21



ANSWER CHOICES	RESPONSES	
No change	20.59%	7
Added staff	47.06%	16
Reduced staff	32.35%	11
TOTAL		34

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

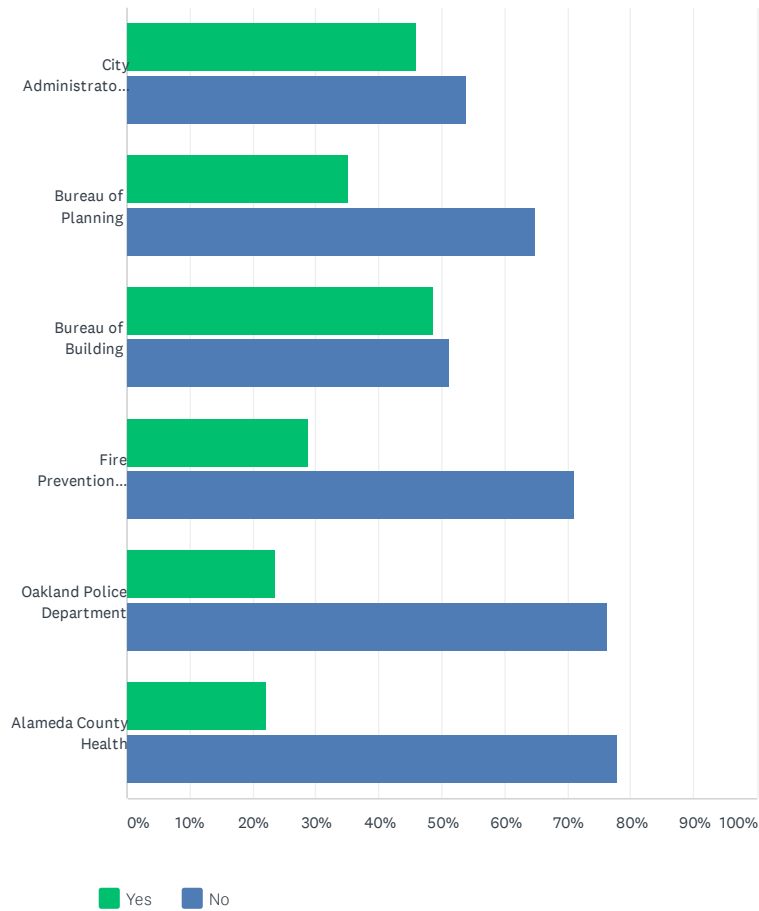
Answered: 41 Skipped: 14



ANSWER CHOICES	RESPONSES	
None	0.00%	0
Finding a location	19.51%	8
Slow buildout	34.15%	14
Obtaining insurance	9.76%	4
Hiring and training employees	26.83%	11
PG&E electrical upgrade	19.51%	8
EBMUD compliance	12.20%	5
State licensing issues	21.95%	9
Legal disputes	9.76%	4
Tax problems	36.59%	15
Lack of capital	51.22%	21
Other (please specify)	51.22%	21
Total Respondents: 41		

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

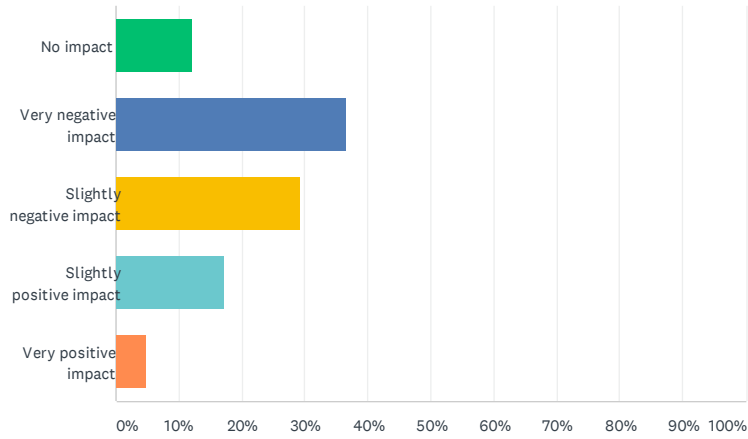
Answered: 39 Skipped: 16



	YES	NO	TOTAL
City Administrator's Office	45.95% 17	54.05% 20	37
Bureau of Planning	35.14% 13	64.86% 24	37
Bureau of Building	48.65% 18	51.35% 19	37
Fire Prevention Bureau	28.95% 11	71.05% 27	38
Oakland Police Department	23.68% 9	76.32% 29	38
Alameda County Health	22.22% 8	77.78% 28	36

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

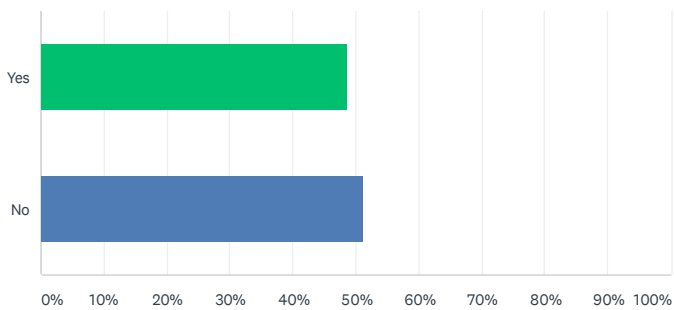
Answered: 41 Skipped: 14



ANSWER CHOICES	RESPONSES	
No impact	12.20%	5
Very negative impact	36.59%	15
Slightly negative impact	29.27%	12
Slightly positive impact	17.07%	7
Very positive impact	4.88%	2
TOTAL		41

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

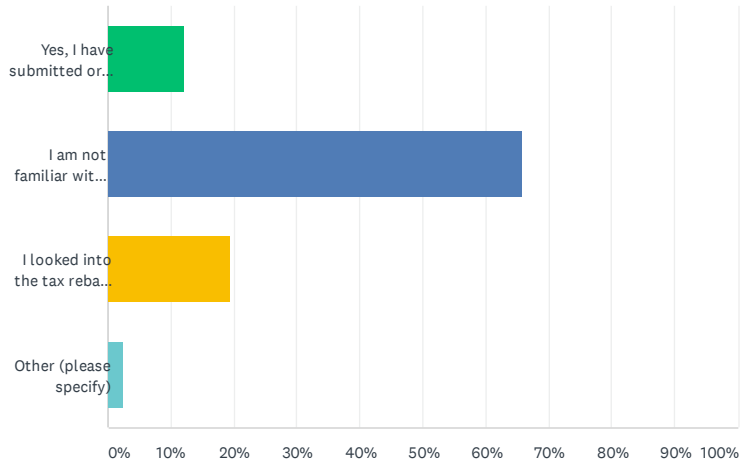
Answered: 41 Skipped: 14



ANSWER CHOICES	RESPONSES	
Yes	48.78%	20
No	51.22%	21
TOTAL		41

Q13 Have you applied for the tax rebate program or do you plan to apply this tax cycle? If not, how come?

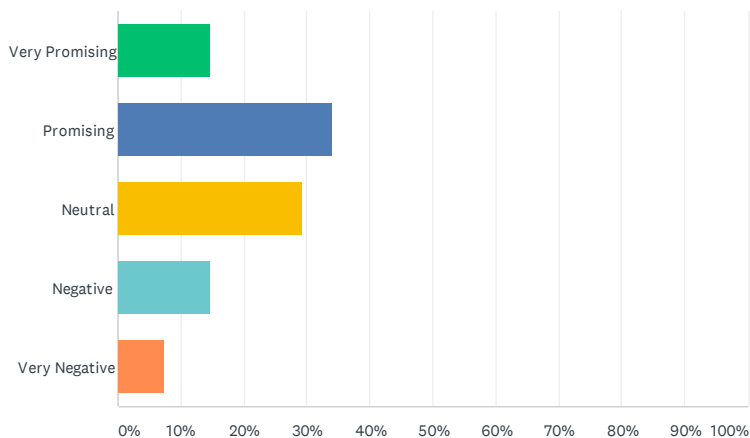
Answered: 41 Skipped: 14



ANSWER CHOICES	RESPONSES	
Yes, I have submitted or plan to submit a tax rebate application.	12.20%	5
I am not familiar with the tax rebate program.	65.85%	27
I looked into the tax rebate program and found it was not financially worthwhile for my business.	19.51%	8
Other (please specify)	2.44%	1
TOTAL		41

Q14 Please rate your business' future outlook.

Answered: 41 Skipped: 14



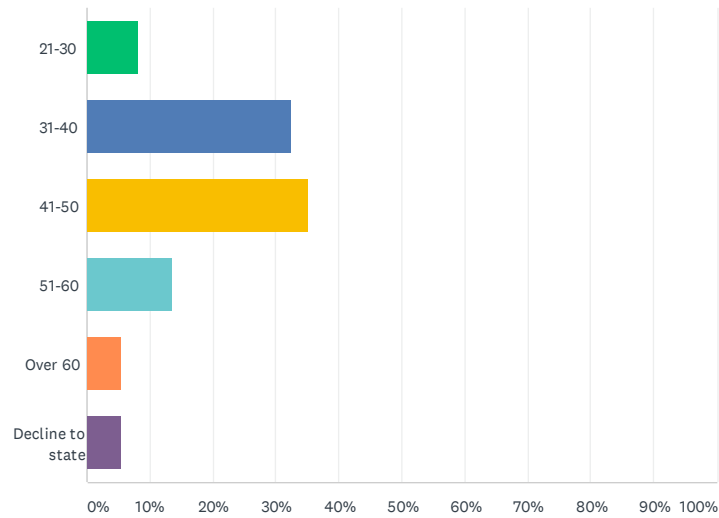
ANSWER CHOICES	RESPONSES	
Very Promising	14.63%	6
Promising	34.15%	14
Neutral	29.27%	12
Negative	14.63%	6
Very Negative	7.32%	3
TOTAL		41

Q15 Do you have any recommendations for how the City of Oakland can improve its Cannabis or Equity Programs?

Answered: 32 Skipped: 23

Q16 Age: Please select your age or the average age of your business' partners/owners/board members.

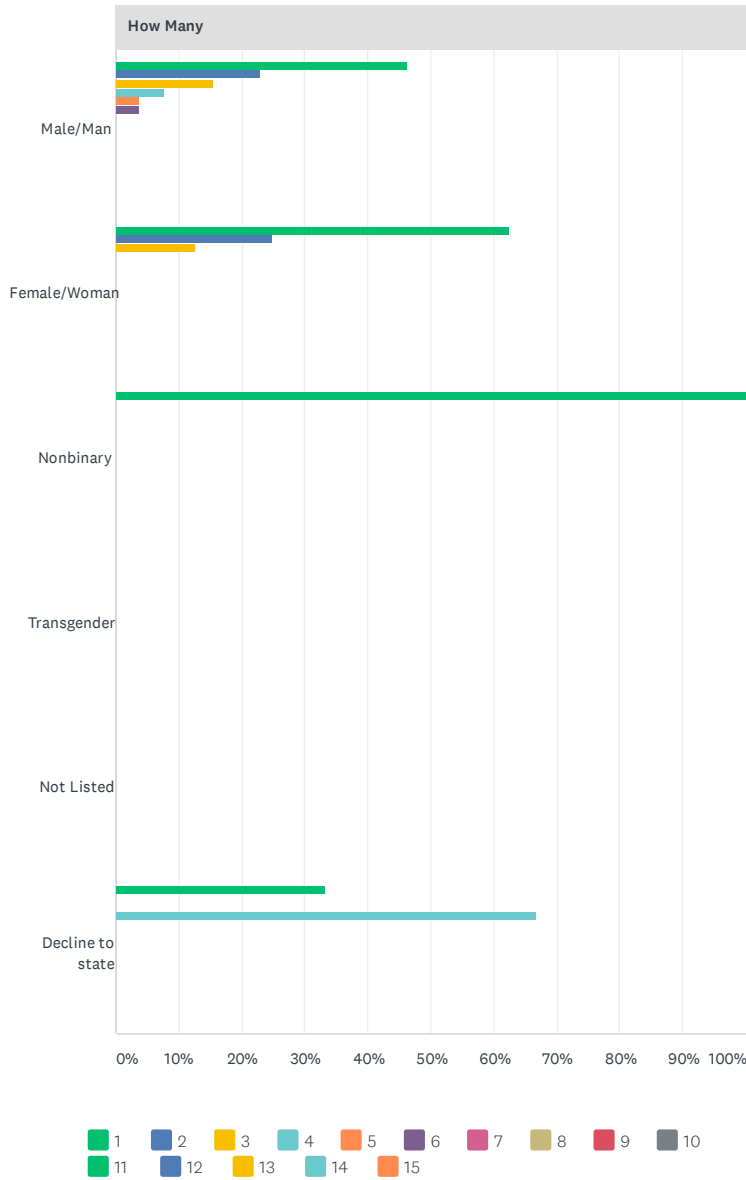
Answered: 37 Skipped: 18



ANSWER CHOICES	RESPONSES	
21-30	8.11%	3
31-40	32.43%	12
41-50	35.14%	13
51-60	13.51%	5
Over 60	5.41%	2
Decline to state	5.41%	2
TOTAL		37

Q17 Please select all gender options below that represent your business' owners/partners/board members.

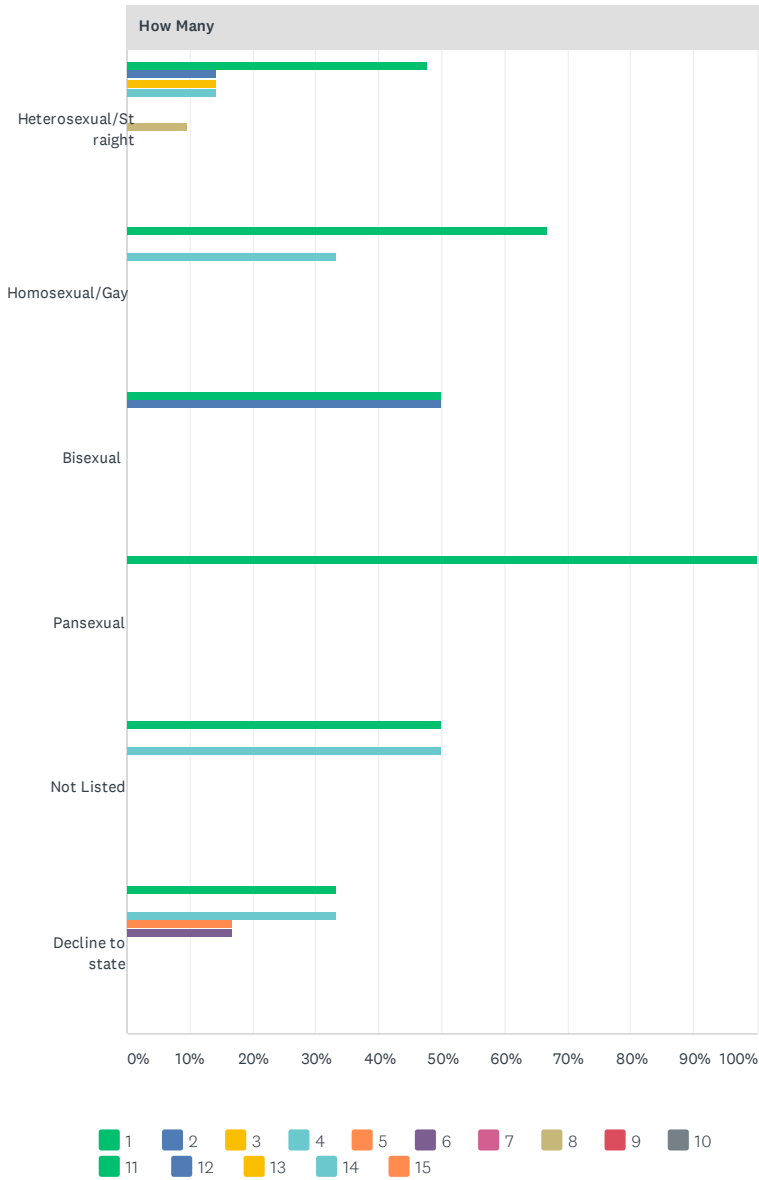
Answered: 32 Skipped: 23



How Many															
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Male/Man	46.15% 12	23.08% 6	15.38% 4	7.69% 2	3.85% 1	3.85% 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
Female/Woman	62.50% 10	25.00% 4	12.50% 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
Nonbinary	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	0.00% 0	0.00% 0	0.00% 0
Transgender	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
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	33.33% 1	0.00% 0	0.00% 0	66.67% 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

Q18 Please select all sexual orientation options below that represent your business' owners/partners/board members.

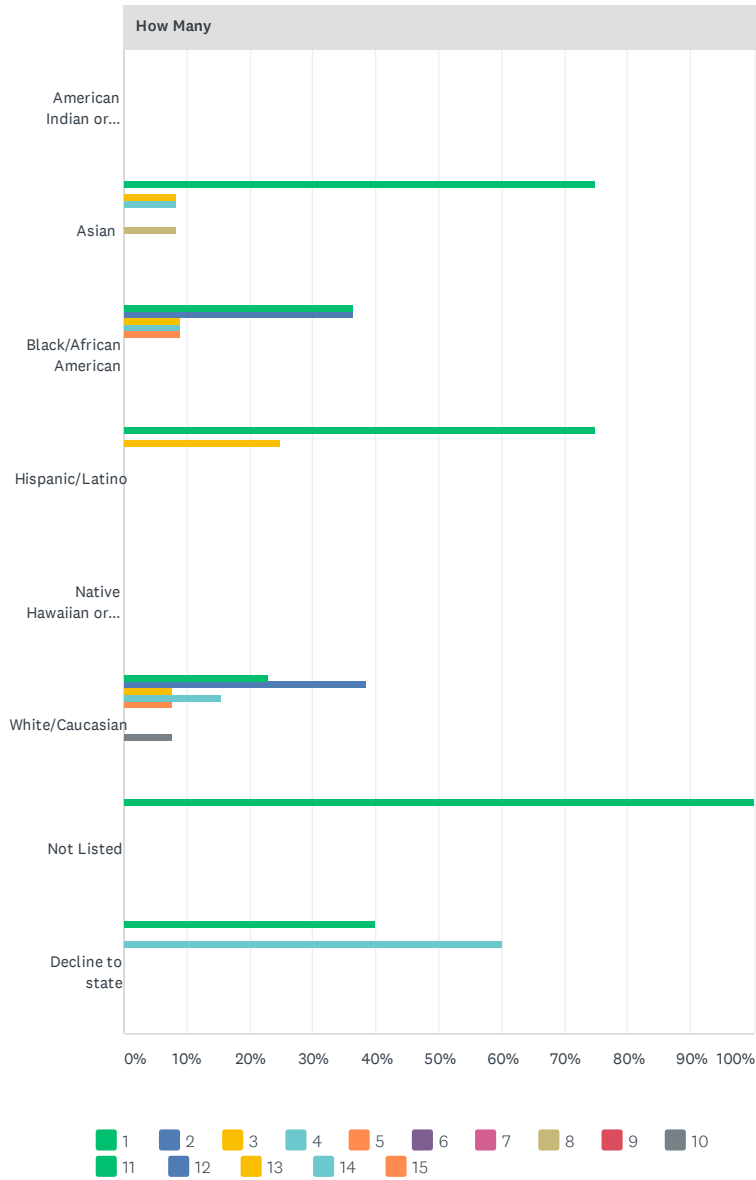
Answered: 28 Skipped: 27



How Many														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Heterosexual/Straight	47.62%	14.29%	14.29%	14.29%	0.00%	0.00%	0.00%	9.52%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	10	3	3	3	0	0	0	2	0	0	0	0	0	0
Homosexual/Gay	66.67%	0.00%	0.00%	33.33%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	2	0	0	1	0	0	0	0	0	0	0	0	0	0
Bisexual	50.00%	50.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	1	1	0	0	0	0	0	0	0	0	0	0	0	0
Pansexual	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	1	0	0	0	0	0	0	0	0	0	0	0	0	0
Not Listed	50.00%	0.00%	0.00%	50.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	1	0	0	1	0	0	0	0	0	0	0	0	0	0
Decline to state	33.33%	0.00%	0.00%	33.33%	16.67%	16.67%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	2	0	0	2	1	1	0	0	0	0	0	0	0	0

Q19 Please select all race and ethnicity options below that represent all of your business' owners/partners/board members.

Answered: 32 Skipped: 23

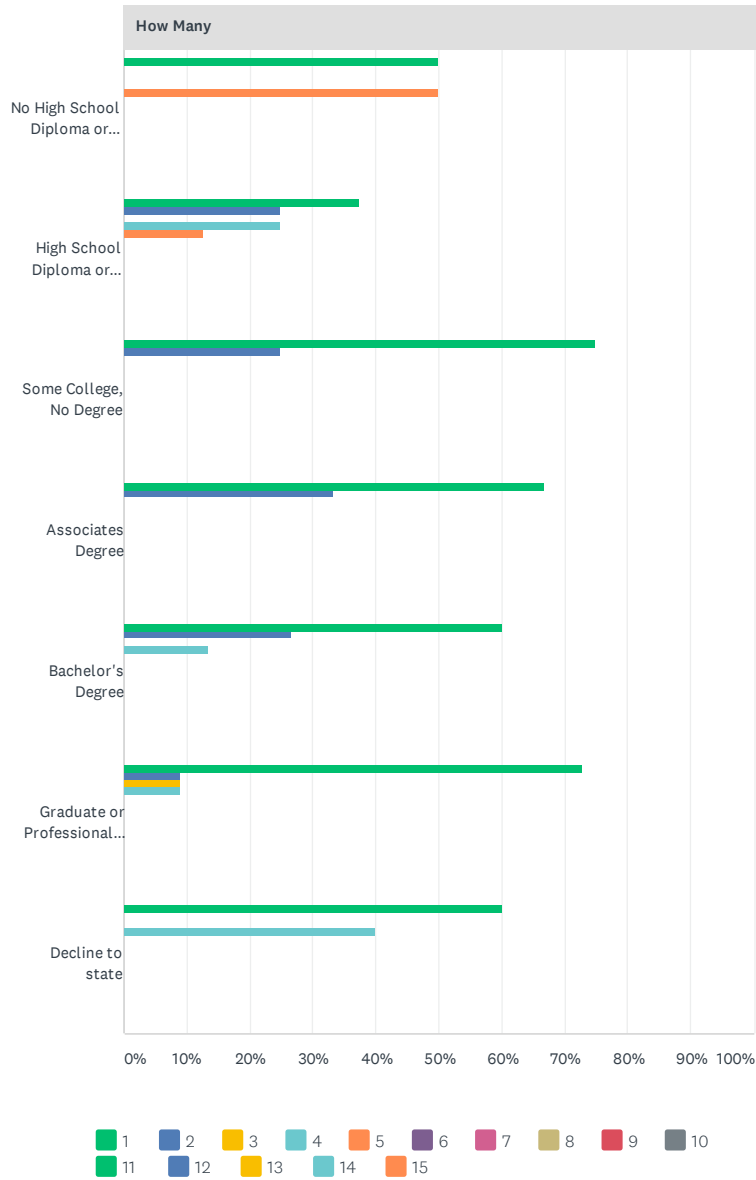


2021 Cannabis Program Assessment Survey for General Applicants

How Many														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14
American Indian or Alaska Native	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
Asian	75.00% 9	0.00% 0	8.33% 1	8.33% 1	0.00% 0	0.00% 0	0.00% 0	8.33% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Black/African American	36.36% 4	36.36% 4	9.09% 1	9.09% 1	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
Hispanic/Latino	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
Native Hawaiian or other Pacific Islander	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
White/Caucasian	23.08% 3	38.46% 5	7.69% 1	15.38% 2	7.69% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	7.69% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0
Not Listed	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
Decline to state	40.00% 2	0.00% 0	0.00% 0	60.00% 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

Q20 Please select the level(s) of education that represent(s) all of your business' owners/partners/board members.

Answered: 33 Skipped: 22

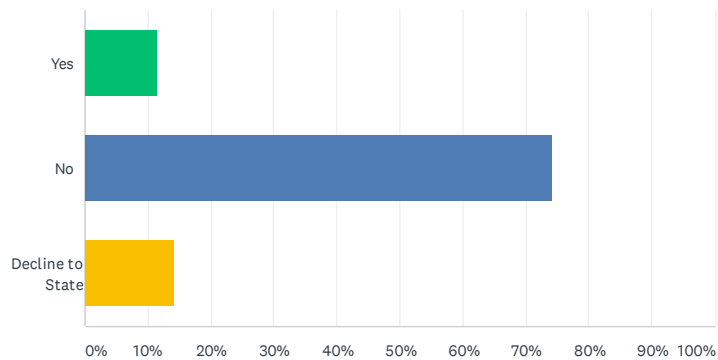


2021 Cannabis Program Assessment Survey for General Applicants

How Many															
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
No High School Diploma or Equivalency	50.00% 1	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	0.00% 0	0.00% 0	0.00%
High School Diploma or Equivalency	37.50% 3	25.00% 2	0.00% 0	25.00% 2	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%
Some College, No Degree	75.00% 6	25.00% 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%
Associates Degree	66.67% 2	33.33% 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%
Bachelor's Degree	60.00% 9	26.67% 4	0.00% 0	13.33% 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%
Graduate or Professional Degree	72.73% 8	9.09% 1	9.09% 1	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	0.00%
Decline to state	60.00% 3	0.00% 0	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%

Q21 Does one or more of your business' owners/partners/board members have a disability?

Answered: 35 Skipped: 20



ANSWER CHOICES	RESPONSES	
Yes	11.43%	4
No	74.29%	26
Decline to State	14.29%	5
TOTAL		35

Q22 Please select the personal income level(s) that represent(s) all of your business' owners/partners/board members.

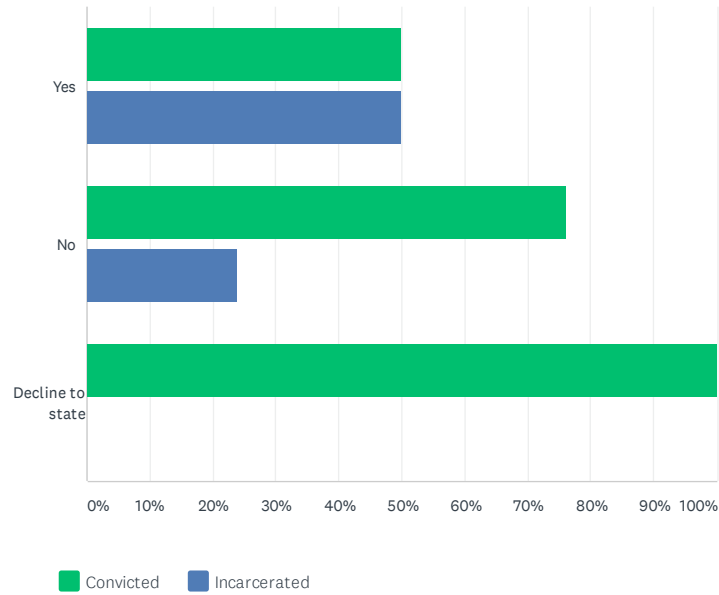
Answered: 32 Skipped: 23



How Many	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Less than \$20,000 Annually	40.00% 2	40.00% 2	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
\$20,000 - \$39,999 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
\$40,000 - \$59,999 Annually	50.00% 2	25.00% 1	0.00% 0	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
\$60,000 - \$79,999 Annually	60.00% 6	20.00% 2	10.00% 1	0.00% 0	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	0.00% 0
\$80,000-\$100,000 Annually	66.67% 2	33.33% 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
More than \$100,000 Annually	33.33% 3	11.11% 1	22.22% 2	22.22% 2	0.00% 0	11.11% 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
Decline to state	33.33% 2	16.67% 1	0.00% 0	50.00% 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

Q23 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?

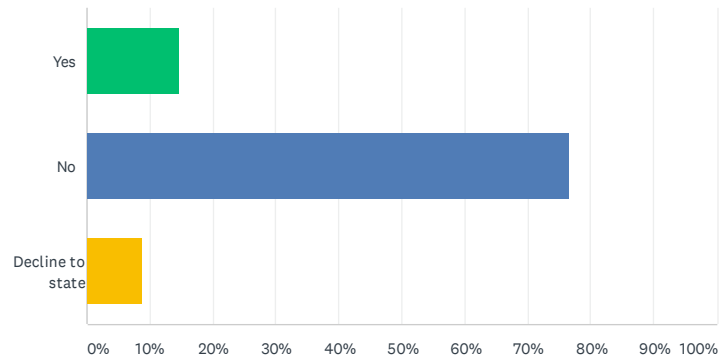
Answered: 29 Skipped: 26



	CONVICTED	INCARCERATED	TOTAL
Yes	50.00% 4	50.00% 4	8
No	76.19% 16	23.81% 5	21
Decline to state	100.00% 1	0.00% 0	1

Q24 Has any of your business owners/partners/board members served or are currently active in the military?

Answered: 34 Skipped: 21



ANSWER CHOICES	RESPONSES	
Yes	14.71%	5
No	76.47%	26
Decline to state	8.82%	3
TOTAL		34