



CITY OF OAKLAND
Office of the City Administrator

RECOMMENDATIONS FOR EQUITY PURCHASING PROPERTY PROGRAM

Proposed Agenda

Thursday November 12, 2020 10:00-11:00am

I. Purpose of Meeting

Receive recommendations from equity operators on how to structure the purchasing property program for equity operators.

II. Draft Overview of Property Purchasing Program

1. Draft Goal

- a. Address one of the principal barriers of entry to the regulated cannabis marketplace, access to real estate, by supporting group(s) of equity applicants to purchase property(ies) that they strategically utilize together.

2. Draft Selection Criteria

- a. Prioritize Equity Operators that propose a plan for supporting as many viable equity businesses as possible.
 - i. Viability Factors:
 - 1. Plan: type of business(es), how they will work together.
 - 2. Operators: experience of operators, track-record of completing projects, managing loans/grants, can they leverage additional resources?

3. Property: building and fire compliance, how does property match business types and overall plan.

3. Draft Process

- a. First Phase: By end of 2020 select top three proposals/teams based on their vision for project and experience.
- b. Second Phase: Top three teams then identify property for project; Staff selects one or two properties based on funding available and project feasibility.
 - i. Feasibility Factors: building/fire compliance, is budget realistic, match between business types and property.

III. Recommendations from Equity Operators?

a. Goal

b. Criteria:

- i. Consider how long an equity applicant has been in the program; prioritize equity applicants with longer time period, incubation ending
- ii. Encourage a hybrid model (newer and older operators?)
- iii. Encourage a mix of business types
- iv. Encourage access to shared resources (packaging, labelling, dispensing equipment, accountants, HR, etc)
- v. Consider resources/relationships operators already have/can leverage

c. Process

d. Other/Questions

- i. Does group need to form new LLC?
- ii. Create workforce program

- iii. Need to Connect with other equity operators pre-RFP
- iv. Help create pipeline for new businesses/encourage mentoring/re-investment in the community

IV. Contact Information

- a. Greg Minor, gminor@oaklandca.gov