

12/2/20 CORE 2.0 Workgroup Meeting

Workgroup Purpose: Develop recommendations to OCM for a permanent CORE program

Timeline: Completed and to City Council no later than February 2021.

- CORE pilot program set to expire April 2021
- CORE facilitator contracts expire April 2021

Discussion Topics/Outcomes for CORE 2.0:

- Incentivize ownership of commercial property for CORE members
 - Encourage lease to own/right of first refusal/outright sale
 - Financial support from city
- Expand CORE benefits to ancillary businesses
- Retain waiver of BOP fees
- Retain priority processing for BOP and CUP
 - Add for building permits
 - Include ability on application/separate form to indicate a CORE CUP app.
- CUP
 - Waive fees
 - Remove CUP requirement for premises that are not near sensitive uses/establish “green zones”
 - Changes in how Planning does concurrent review/minor mods of CUPs
 - Planner dedicated to CORE CUP apps
 - Require property owners to reduce/defer/offset rent for period of time to allow CORE member to recuperate some of the costs
 - If city waives CUP fees for property with CORE tenant, can we require that the tenant be CORE?
 - How to deal with predatory property owner?
 - CUPs for cannabis - only for CORE tenants/owners until 50% goal reached
 - How many buildings with cannabis CUPs are vacant – maintain list
 - How many cannabis CUPs? How many have been extended? (3-year sunsets for CUP city-wide, 1 year in D6, plus extensions)?
 - Prevent extensions to encourage renting to CORE members?
 - Don't want to dis-incentivize property owners from leasing to CORE
- BOP
 - Letter of intent for cannabis Bus/ Non-op permit issued prior to BOP
 - How many BOPs are still “active” and operating?
- Mentor/ombudsmen in place of current facilitator programs
 - Small, focused groups of 3-4 participants
 - Divided by preferred license type
 - Provide technical services
 - Provide cannabis-specific business services
 - “CORE University” curriculum
- Workforce Development

- “Marketplace” website for employment, real estate available to lease, making connections with other CORE participants
- **Publicize equity/shop local/support local equity/“brand”**
 - City-owned sticker/acknowledgement of CORE product?
 - List/map of local dispensaries offering CORE products
- Focus on by CORE, for CORE incubators
- Maintenance of program funding is key
- Seek industry-wide equity requirements for all cannabis business in Sac
 - Requirement for local social equity brands/products to be in local dispensaries – base percentage for shelf space (retailers/distro)
 - Discount for CORE product where dispensary takes that price hit, not maker (retailers)
 - CORE Hiring requirements/ancillary businesses
 - Larger brands should be contributing more/many would be willing to help if approached
 - Look at Incubator definition for ideas on equity requirements
- *Expungement services/resources?*
- *Tax Relief for CORE businesses until 50% CORE Ownership achieved city-wide*
- *Invite Council members/staff to meetings*
- Need more PR for CORE Program and how it benefits the City and other businesses