WEBVTT

1
00:00:45.030 --> 00:00:45.870
GC-GlobalClassroom@suny.edu: Interesting

2
00:00:47.460 --> 00:00:48.960
GC-GlobalClassroom@suny.edu: testing. 1, 2

3
00:10:51.980 --> 00:10:53.040
GC-GlobalClassroom@suny.edu: start like.

4
00:10:54.260 --> 00:10:56.320
GC-GlobalClassroom@suny.edu: got it? Okay?

5
00:10:56.940 --> 00:10:58.110
GC-GlobalClassroom@suny.edu: Ready to go.

6
00:10:58.520 --> 00:10:59.665
GC-GlobalClassroom@suny.edu: Excellent.

7
00:11:00.840 --> 00:11:01.595
GC-GlobalClassroom@suny.edu: Okay.

8
00:11:03.420 --> 00:11:10.562
GC-GlobalClassroom@suny.edu: Morning. Everyone my name is Joe Bellic, and I'm the chair of the New York State Campus Advisory Board.

9
00:11:11.010 --> 00:11:22.150
GC-GlobalClassroom@suny.edu: I believe we have a majority of the Board present, so I'm going to call the meeting to order, welcome everybody who is participating in person, and via our live stream.

10
00:11:22.905 --> 00:11:48.050
GC-GlobalClassroom@suny.edu: I'd also just like to note that some voting board members are joining us via the live stream from private locations due to extraordinary circumstances, and would like to remind everybody that this meeting is being live streamed and also being recorded, and that a transcript will be available to the public on the office of campus management website, cannabis Nygov.

11
00:11:48.190 --> 00:11:51.760
GC-GlobalClassroom@suny.edu: You can also go to that website for additional information about

12
00:11:51.850 --> 00:11:58.309
GC-GlobalClassroom@suny.edu: campus Advisory board and our meetings. Today. We're gonna be

13
00:11:59.086 --> 00:12:02.670
GC-GlobalClassroom@suny.edu: getting some updates from Ocm

14
00:12:03.518 --> 00:12:08.480
GC-GlobalClassroom@suny.edu: and having some conversations about the plma.

15
00:12:10.120 --> 00:12:12.640
GC-GlobalClassroom@suny.edu: regs, and the

16
00:12:13.210 --> 00:12:28.199
GC-GlobalClassroom@suny.edu: what? I refer to public convenience and advantage regulations. And we're also going to be getting an update on the community reinvestment program. So we have a lot to cover today.

17
00:12:30.390 --> 00:12:31.762
GC-GlobalClassroom@suny.edu: I wanted to

18
00:12:33.396 --> 00:12:34.353
GC-GlobalClassroom@suny.edu: start

19
00:12:35.870 --> 00:12:39.709
GC-GlobalClassroom@suny.edu: just by saying that as a as a group.

20
00:12:40.502 --> 00:12:42.979
GC-GlobalClassroom@suny.edu: The cab has been fighting hard

21
00:12:43.030 --> 00:12:45.729
GC-GlobalClassroom@suny.edu: to achieve the role

22

00:12:45.870 --> 00:12:49.959
GC-GlobalClassroom@suny.edu: that is required by the Mrta.

23
00:12:50.376 --> 00:12:53.540
GC-GlobalClassroom@suny.edu: And it has been an effort that's been going on

24
00:12:53.660 --> 00:13:01.746
GC-GlobalClassroom@suny.edu: for almost a year. To get the Ccb and

25
00:13:02.640 --> 00:13:05.640
GC-GlobalClassroom@suny.edu: the Ocm to recognize that role.

26
00:13:06.269 --> 00:13:10.309
GC-GlobalClassroom@suny.edu: And we still have much work to do, particularly

27
00:13:10.350 --> 00:13:12.840
GC-GlobalClassroom@suny.edu: with respect to the Ccb.

28
00:13:13.856 --> 00:13:14.763
GC-GlobalClassroom@suny.edu: Who

29
00:13:17.780 --> 00:13:20.879
GC-GlobalClassroom@suny.edu: I would say it's the consensus of the cab still

30
00:13:21.730 --> 00:13:24.250
GC-GlobalClassroom@suny.edu: doesn't acknowledge our role

31
00:13:24.520 --> 00:13:26.480
GC-GlobalClassroom@suny.edu: in the way that they should

32
00:13:26.930 --> 00:13:30.439
GC-GlobalClassroom@suny.edu: and is missing out on a lot of expertise

33
00:13:30.460 --> 00:13:39.535
GC-GlobalClassroom@suny.edu: that is not present on the Ccb. But is present among the cab members. But

34
00:13:40.660 --> 00:13:50.779
GC-GlobalClassroom@suny.edu: There is some good news and I want to take a minute to acknowledge it and acknowledge ocm, and and particularly Pat.

35
00:13:51.230 --> 00:13:55.640
GC-GlobalClassroom@suny.edu: who is sitting here? Because for the 1st time

36
00:13:56.255 --> 00:14:00.280
GC-GlobalClassroom@suny.edu: in the cab's history, prior to

37
00:14:00.310 --> 00:14:10.939
GC-GlobalClassroom@suny.edu: voting on the public convenience and advantage regulations. They were formally sent to the cab for commentary. There was a non

38
00:14:13.170 --> 00:14:19.080
GC-GlobalClassroom@suny.edu: through the Mrta and it is a huge milestone, one that we

39
00:14:19.380 --> 00:14:25.099
GC-GlobalClassroom@suny.edu: appreciate more than I can say, and really welcome and

40
00:14:25.660 --> 00:14:26.770
GC-GlobalClassroom@suny.edu: I think

41
00:14:26.900 --> 00:14:29.990
GC-GlobalClassroom@suny.edu: there's gonna be some fine tuning of the process. But

42
00:14:30.890 --> 00:14:34.609
GC-GlobalClassroom@suny.edu: I didn't want the moment to pass without acknowledging it, and also.

43
00:14:35.434 --> 00:14:38.880
GC-GlobalClassroom@suny.edu: extending our sincere thanks to Pat and his team and

44
00:14:38.930 --> 00:14:42.070
GC-GlobalClassroom@suny.edu: the Council's office, and Linda and everybody who

45
00:14:42.110 --> 00:14:50.439
GC-GlobalClassroom@suny.edu: worked hard to get us to that moment. And I'm optimistic and hopeful that it will lead to only better

46
00:14:50.520 --> 00:14:53.040
GC-GlobalClassroom@suny.edu: results in the regulations and

47
00:14:53.693 --> 00:14:56.940
GC-GlobalClassroom@suny.edu: and the other aspects of the Mrta.

48
00:14:57.464 --> 00:15:02.920
GC-GlobalClassroom@suny.edu: So with that I would like to take a moment to

49
00:15:03.696 --> 00:15:07.330
GC-GlobalClassroom@suny.edu: welcome our acting executive director.

50
00:15:07.340 --> 00:15:12.769
GC-GlobalClassroom@suny.edu: Felicia Reid, who is joining us. Via the live stream. We

51
00:15:12.900 --> 00:15:14.800
GC-GlobalClassroom@suny.edu: are so appreciative and

52
00:15:15.542 --> 00:15:24.399
GC-GlobalClassroom@suny.edu: honored that you're here and I wanted to turn it over to you if you wanted to say any welcoming remarks.

53
00:15:25.800 --> 00:15:28.060
Felicia Reid, NY OCM: Great. Thank you. Can everyone hear me?

54
00:15:28.750 --> 00:15:29.640
GC-GlobalClassroom@suny.edu: Yes.

55
00:15:29.640 --> 00:15:50.010
Felicia Reid, NY OCM: All right. Great. So good morning chair, Bella and Ocm's colleagues and mission members of the Cannabis Advisory Board. Just pardon my not being with you today. I am actually today, later on, shadowing Ocm's licensing team to better understand their day to day experience and getting through our application queues, and that's really, you know, important for me and for Ocm.

56
00:15:50.256 --> 00:16:02.089
Felicia Reid, NY OCM: But before I tip off just a few things I wanted to raise. And and first, st I want to start with a thank you on behalf of everyone at Ocm. And if I might, New York's wider cannabis community, I want to say thank you to the cab.

57
00:16:02.090 --> 00:16:11.049
Felicia Reid, NY OCM: as Ocm. Designs, builds and works to best support an equitable cannabis market. I want to thank you for your partnership, your wisdom, and, more than anything, your energy in this work.

58
00:16:11.550 --> 00:16:26.949
Felicia Reid, NY OCM: Thinking also and and Chair Bella mentioned our mutual colleagues in the Cannabis Control board. Please keep challenging Ocm. To keep at the horizon of a successful and opportunity rich cannabis market just a couple of things on my experience of the last, you know. 70. Some odd days

59
00:16:26.950 --> 00:16:47.200
Felicia Reid, NY OCM: I spend much of the summer listening. That's not really a new trait for me growing up. My family moved from state to state, so my brother and I were always the new kids, so I learned to observe and to listen and to reflect deeply, maybe overly, cautiously, before acting at Ocm. I wanted to know about the agency, its partners, and our promise. That is

60
00:16:47.200 --> 00:16:49.290
Felicia Reid, NY OCM: the promise we have as an agency.

61
00:16:49.290 --> 00:17:01.690
Felicia Reid, NY OCM: and the promises we've made to New Yorkers if I could sum up the last several weeks. In one word, it's actually the word trust. I've heard that word. I can't tell you how many times in the last couple of weeks, in very many different contexts.

62
00:17:01.690 --> 00:17:02.330
GC-GlobalClassroom@suny.edu: That's.

63
00:17:02.330 --> 00:17:09.920
Felicia Reid, NY OCM: That it's worth really remarking on? Whose trust is ours to lose? Whose trust have we lost? Whose trust must we work to repair.

64
00:17:09.920 --> 00:17:10.609
GC-GlobalClassroom@suny.edu: Newscaster. We.

65
00:17:10.619 --> 00:17:24.969
Felicia Reid, NY OCM: Fighting to earn, and actually, most significantly of all whose trust will never be ours. And for what reason is that I think a lot about these things, because in some ways, in this state and in this industry, trust might be the most important and precious thing.

66
00:17:25.179 --> 00:17:36.329
Felicia Reid, NY OCM: But back to why we're gathered here today, and why you guys are gathered here today. Today's meeting was many, many weeks in the making chair. Bella referenced that and I'm thrilled that it's real and that you're all there

67
00:17:36.329 --> 00:17:56.799
Felicia Reid, NY OCM: big. Thank you to the Ocm leadership and programmatic teams for your hard work and putting this together, though not so much your 1119 Pm. Emails on the subject. But as most things Ocm related, I know today's agenda is very action, packed and hopefully, with more thrills than chills. I'm looking forward to the discussion and to sharing all of the work that Ocm

68
00:17:56.809 --> 00:18:11.689
Felicia Reid, NY OCM: keeps going. I hope to see you all sooner than later. In fact, I'll actually be at the State Fair next week, gawking at butter sculpture, so you know. Find me there. But, believe me, Ocm's agency swag will be very hard to miss. Thank you all again. Thank you. Chair, Bella.

69
00:18:11.690 --> 00:18:12.910
GC-GlobalClassroom@suny.edu: I'm talking there.

70
00:18:14.722 --> 00:18:28.699
GC-GlobalClassroom@suny.edu: Thank you so much. Executive Director Reid. I'd like to move to approving the minutes of the June 26th Canvas Advisory Board. So I have a motion to consider and approve

71
00:18:29.040 --> 00:18:30.409
GC-GlobalClassroom@suny.edu: those minutes

72
00:18:31.340 --> 00:18:32.130
GC-GlobalClassroom@suny.edu: promotion.

73
00:18:33.260 --> 00:18:34.850
GC-GlobalClassroom@suny.edu: Do I have a second

74
00:18:34.980 --> 00:18:37.910
GC-GlobalClassroom@suny.edu: second second, anybody opposed?

75
00:18:40.465 --> 00:18:43.724
GC-GlobalClassroom@suny.edu: The minutes are approved. I'm now

76
00:18:44.390 --> 00:18:50.589
GC-GlobalClassroom@suny.edu: going to turn it over to John who is gonna provide us

77
00:18:51.110 --> 00:18:55.250
GC-GlobalClassroom@suny.edu: with a number of updates and lead us through the next portion of the meeting.

78
00:18:58.050 --> 00:19:06.850
GC-GlobalClassroom@suny.edu: Thank you very much. Chair Bellic. Thank you. Cab Board members, and thank you all for who are attending this meeting in in person and virtually

79
00:19:07.649 --> 00:19:15.890
GC-GlobalClassroom@suny.edu: it's been several weeks since we last convened, and the markets momentum continues apace.

80
00:19:16.534 --> 00:19:37.289

GC-GlobalClassroom@suny.edu: We've obviously, as an agency gone through some significant changes since we last met. But critically, the commitment to continuing to try to grow this market as quickly and as sustainably as possible remains sacrosanct, and the team is working tirelessly to continue to support this market at this critical phase of its growth.

81
00:19:37.880 --> 00:19:59.279
GC-GlobalClassroom@suny.edu: So over the next few minutes I'd like to do several things. One provide an update just on the growth trends that we're seeing in the market. Talk a little bit specifically about our sustainability related initiatives that we're just kicking off. Look at our sea numbers, our social economic equity numbers which I think continue to be a benchmark for the country.

82
00:19:59.986 --> 00:20:08.100
GC-GlobalClassroom@suny.edu: And then proceed through to some of the regulatory issues that we want to address in this meeting.

83
00:20:08.970 --> 00:20:09.780
GC-GlobalClassroom@suny.edu: So

84
00:20:09.930 --> 00:20:11.670
GC-GlobalClassroom@suny.edu: 1st

85
00:20:11.830 --> 00:20:15.549
GC-GlobalClassroom@suny.edu: I'm excited to announce that next slide

86
00:20:15.580 --> 00:20:21.998
GC-GlobalClassroom@suny.edu: that we have just crossed the half 1 billion dollar mark for sales since the market launch.

87
00:20:23.090 --> 00:20:24.220
GC-GlobalClassroom@suny.edu: and

88
00:20:24.833 --> 00:20:46.976
GC-GlobalClassroom@suny.edu: the last 2 months June and July alone brought us to nearly 140 million dollars in revenue and so the the pace at which our monthly sales are growing has been, really exciting to see just through the 1st 2 weeks of August, we saw, you know, 37 million dollars in sales

89
00:20:47.698 --> 00:21:03.019
GC-GlobalClassroom@suny.edu: and the the fact that each month we've seen kind of these sales continue to grow by leaps and bounds. Have been a heartening sign of the continued transition we see of consumers into the legal market, and as we continue to see

90
00:21:03.740 --> 00:21:06.729
GC-GlobalClassroom@suny.edu: fistication in the consumer within the legal market

91
00:21:07.920 --> 00:21:08.740
GC-GlobalClassroom@suny.edu: slide.

92
00:21:11.390 --> 00:21:32.570
GC-GlobalClassroom@suny.edu: August saw our 1st 2 18 million dollar weeks, and by the second week of August we're already over 18.5 million dollars. So the week of a week change in August at only 2% might not seem significant. But if you consider that it was barely 3 months ago that we were very excited to be crossing 14 million dollars in sales.

93
00:21:32.570 --> 00:21:43.109
GC-GlobalClassroom@suny.edu: The velocity is there, and this is the combination of several kind of market growth factors. One is just more stores opening, and the the velocity which new stores are opening.

94
00:21:43.457 --> 00:21:52.659
GC-GlobalClassroom@suny.edu: We have a combination of our originally licensed cards, who are now kind of finally getting their doors open. But we're also starting to see the 1st cohort of adult use licensed

95
00:21:53.403 --> 00:21:59.150
GC-GlobalClassroom@suny.edu: retailers. So folks who applied in the November queue also getting their doors open.

96
00:21:59.870 --> 00:22:07.130
GC-GlobalClassroom@suny.edu: So having more stores open and having more consumers, become aware of those stores and go in, has been a catalyst for growth.

97
00:22:07.250 --> 00:22:16.149

GC-GlobalClassroom@suny.edu: But 2, and critically, is our enforcement actions across the State have had a really important impact on retail sales growth.

98
00:22:16.736 --> 00:22:25.699
GC-GlobalClassroom@suny.edu: So we've been continuing to monitor the growth of retail sales in jurisdictions where our enforcement activity has been most active

99
00:22:26.667 --> 00:22:32.702
GC-GlobalClassroom@suny.edu: and in the 14 weeks since the Enforcement actions began at the beginning of May.

100
00:22:33.440 --> 00:22:44.379
GC-GlobalClassroom@suny.edu: in retailers downstate that have been open for more than 12 weeks. We've seen 100% increase in in sales growth since the beginning of the enforcement action. So over 14 weeks

101
00:22:44.937 --> 00:22:48.279
GC-GlobalClassroom@suny.edu: we have roughly 2 dozen retailers who

102
00:22:48.774 --> 00:23:12.020
GC-GlobalClassroom@suny.edu: actually more than that, who have seen 100% increase in their sales over that period. A really powerful Testament to the outcomes that we have been able to see based on the State's commitment to to finally padlocking these unlicensed dispensaries. That commitment will be strong and ongoing. And we we have been heartened to see that

103
00:23:12.020 --> 00:23:18.560
GC-GlobalClassroom@suny.edu: one of the key outcomes here has been that consumers are walking to legal stores, saying the place I used to get my

104
00:23:18.560 --> 00:23:22.989
GC-GlobalClassroom@suny.edu: legal cannabis has been shut down, so I need a new place and coming to the legal shops

105
00:23:23.040 --> 00:23:29.550
GC-GlobalClassroom@suny.edu: so very positive momentum there. And a trend that we are excited to continue to see growing

106
00:23:30.450 --> 00:23:38.840
GC-GlobalClassroom@suny.edu: the next slide. Just a quick year over year comparison. Last year full year sales we did 160 million dollars in sales.

107
00:23:39.149 --> 00:24:02.390
GC-GlobalClassroom@suny.edu: This year. We're already close to 370 million so really, cooking with gas here. And these data are through the second week of August. So I'm quite comfortable in in thinking that we should be done with. We should clear close to 400 million dollars by the time we get to the end of August, and that puts us in a really strong position as we get into

108
00:24:02.676 --> 00:24:05.539
GC-GlobalClassroom@suny.edu: the second or the latter half of 2024.

109
00:24:07.210 --> 00:24:29.360
GC-GlobalClassroom@suny.edu: The next slide. We have a a quick overview of the distribution of our retailers. Across the State, and just a couple of points here. To to kind of think about one. We, without any kind of influence from the office we've been able to maintain pretty good parity between downstate and upstate in terms of the pace at which retail stores are open.

110
00:24:29.725 --> 00:24:53.089
GC-GlobalClassroom@suny.edu: So 79, upstate 86 downstate. certainly not enough. And we are working really to try and unlock the issues that might be delaying or protracting the timeline between licensure and retail store opening and some of those are issues we're going to be addressing today. But you know, this is this puts us at

111
00:24:53.180 --> 00:25:10.680
GC-GlobalClassroom@suny.edu: are roughly 140 doors open since the year, began. And we're we're very keen to see now. The second wave of November, Q. Licenses start to launch so a good pace, but much much more still to come.

112
00:25:14.280 --> 00:25:30.389
GC-GlobalClassroom@suny.edu: And so for the market update component. I'll close with an announcement about the launch of a new sustainability related initiative that's going to primarily implicate our our producers.

113
00:25:30.610 --> 00:25:51.669
GC-GlobalClassroom@suny.edu: So sustainability has been central to the work that the office is doing in trying to establish the legal regulated cannabis market. And one of the reasons why sustainability as a macro issue is such a key consideration. In this, in this ecosystem is as

114
00:25:51.670 --> 00:26:01.259
GC-GlobalClassroom@suny.edu: a state, as an economy. You very rarely get a chance to build an industry from the ground up, and influence the use of resources in that industry from the ground up.

115
00:26:01.500 --> 00:26:13.219
GC-GlobalClassroom@suny.edu: We know from research that has been done over the last decade specifically around cannabis, that cannabis is arguably the most energy intensive crop in our agricultural economy.

116
00:26:13.552 --> 00:26:28.790
GC-GlobalClassroom@suny.edu: A good, a a driving reason for that is because so much of cannabis that has been grown was being grown indoors. Using low efficiency lighting, and part of the reason so much of it was being grown indoors is because it was illegal, and people didn't want to be seen growing it

117
00:26:29.537 --> 00:26:39.369
GC-GlobalClassroom@suny.edu: as we transition from illegal to legal regulated markets, people brought the cultivation practices from controlled environments into into

118
00:26:40.163 --> 00:26:47.379
GC-GlobalClassroom@suny.edu: the legal markets which was entirely understandable. Those were the a lot of master growers perfected their techniques growing under lights.

119
00:26:47.902 --> 00:26:57.159
GC-GlobalClassroom@suny.edu: And so it has taken with the investment that has happened with legalization. we. We have begun to see real significant

120
00:26:57.791 --> 00:27:25.259
GC-GlobalClassroom@suny.edu: transformation in the way cannabis is grown. Just the change from low efficiency lighting to Leds alone over

the last decade. We've seen Leds which are hyper efficient lighting. Really change the way. Cannabis can be grown at scale indoors while dramatically lowering the energy related. Footprint. We're see, we've seen a huge amount of innovation around things like water reclamation. So that you're not just ensuring that water that is being used to grow. The plants isn't being wasted, but you're also

121
00:27:25.300 --> 00:27:32.539
GC-GlobalClassroom@suny.edu: capturing and reclaiming. You know, the condensate from your dehumidifiers

122
00:27:34.620 --> 00:27:45.759
GC-GlobalClassroom@suny.edu: amount of opportunity for innovation that not only reduces the environmental footprint of our our producers, but also allows for greater efficiency, allows cost savings.

123
00:27:46.725 --> 00:27:58.360
GC-GlobalClassroom@suny.edu: And we view this as really critical to do. Now, before we have thousands of licenses, hundreds of growers, all producing across the state.

124
00:27:59.220 --> 00:28:21.519
GC-GlobalClassroom@suny.edu: So one of the key components of helping us better understand, manage and track resource use in in our production environments is a tool that we are about to launch called Powerscore we've worked very closely with our partners at a resource innovation, institute a environmental and resource use

125
00:28:21.520 --> 00:28:49.769
GC-GlobalClassroom@suny.edu: organization based out of Oregon that really specializes in understanding the the use of resources, energy, water, and waste management and controlled environments to build a tool that our producers will be able to use to track, how much electricity they're using, how much water they're using, based on the type of facility they're in and create benchmarks, establish benchmarks to see how they're doing against their peers, both domestically and across the country.

126
00:28:50.290 --> 00:29:02.669
GC-GlobalClassroom@suny.edu: You know you can't improve what you don't measure, and you can't track what you don't measure. And so the launch of this power score tool will provide critical intelligence or critical insights into

127
00:29:02.890 --> 00:29:21.810
GC-GlobalClassroom@suny.edu: how much resources we're using to grow the to grow the State cannabis that we're consuming in the State and help us identify ways in which we, as regulators can incentivize folks to be more efficient, but also provide our operators ways for them to identify their opportunities, to be more efficient.

128
00:29:22.560 --> 00:29:27.839
GC-GlobalClassroom@suny.edu: This is going to be a drawn out process because, you know, it takes a long

129
00:29:28.670 --> 00:29:56.140
GC-GlobalClassroom@suny.edu: It takes collecting the data over a long period in order in order to be able to see the performance. So we're going to start this process in September. Look out for an email. If you're a producer to be coming from the Ocm with instructions to sign up for for Ocm. We'll connect some demographic information about your facility. And then you'll start submitting your things like your utility bills, or how much energy you're using. Over the next

130
00:29:56.190 --> 00:30:15.020
GC-GlobalClassroom@suny.edu: 12 months. The 1st reports will be due on August 31, st 2025. So this is not going to be a switch flip there will be time to get on. There will be time to get oriented. And the data can be done. We're not encouraged. We're not suggesting you should do this all at the last minute, but if you choose to do that, just

131
00:30:15.060 --> 00:30:18.020
GC-GlobalClassroom@suny.edu: keep your records. And

132
00:30:18.708 --> 00:30:45.440
GC-GlobalClassroom@suny.edu: in August of next year we'll begin the reporting process to show how folks are doing to see what we are learning, and really use this as a as a way to to align the broader growth of the industry with the State's very aggressive sustainability initiatives. So much more on this to come over the next couple of weeks. We're we're this is just one of several important sustainability initiatives that we're kicking off

133
00:30:45.753 --> 00:30:59.859
GC-GlobalClassroom@suny.edu: but wanted to to make sure that our, our cab was aware that this was coming down the pike and before we pivot

to the C numbers I'm happy to take any questions about the market update and power score.

134
00:31:03.380 --> 00:31:06.180
GC-GlobalClassroom@suny.edu: I just have a couple of questions on our score. John.

135
00:31:10.030 --> 00:31:11.430
GC-GlobalClassroom@suny.edu: right now.

136
00:31:13.040 --> 00:31:26.210
GC-GlobalClassroom@suny.edu: there was a thing right about our sustainability program and sustainability plans is that related to our store is part of submitting the sustainability plan. Because then you can do a loyalty program.

137
00:31:26.260 --> 00:31:28.850
GC-GlobalClassroom@suny.edu: I'm curious if those 2 things are tied together.

138
00:31:29.450 --> 00:31:30.540
GC-GlobalClassroom@suny.edu: So

139
00:31:31.250 --> 00:31:38.440
GC-GlobalClassroom@suny.edu: they are related in that they're part of just the broad umbrella of ways in which we're trying to incentivize more sustainable practices

140
00:31:38.849 --> 00:32:04.880
GC-GlobalClassroom@suny.edu: but the sustainability plan is really distinct from power score power score is just a kind of regulated requirement or it. It is a requirement that we are having our licensees submit. Partly because we want to be able to track this information. We want to be able to do this benchmarking and understand how we're performing against other sectors in the economy. but I would I would view this as distinct from

141
00:32:05.680 --> 00:32:10.159
GC-GlobalClassroom@suny.edu: the the sustainability initiatives. However.

142

00:32:10.170 --> 00:32:22.879
GC-GlobalClassroom@suny.edu: if the dates from this, the power score helps you kind of refine or adjust your sustainability plan, and I think that would be great.

143
00:32:24.397 --> 00:32:28.319
GC-GlobalClassroom@suny.edu: This is better.

144
00:32:29.010 --> 00:32:48.589
GC-GlobalClassroom@suny.edu: That'll help. Okay, there we go. Alright. Then the next question, John, on the power score program, you know, in other industries like organic vegetables. For example, you have to prove your organic similar to this, and then you could use the seal on your packaging. Are you envisioning that if people get a certain

145
00:32:48.590 --> 00:33:10.210
GC-GlobalClassroom@suny.edu: score minimum score, let's say on this power score thing that there's going to be some kind of label claim to be made on packaging like this is power scored 100 or cause we have a similar carve out for craft right now that we're still working on the definition, for so I'm just curious like is the is the goal here to do the similar for a sustainable product.

146
00:33:10.390 --> 00:33:18.350
GC-GlobalClassroom@suny.edu: So I I love that question. And it's really reflective of kind of some of the options that I think lie ahead for this market as we grow.

147
00:33:18.880 --> 00:33:24.649
GC-GlobalClassroom@suny.edu: Including, how do you identify the best performance in the market within a range of areas.

148
00:33:25.011 --> 00:33:49.610
GC-GlobalClassroom@suny.edu: You know, the craft issue is one that has been an ongoing discussion. How do we find craft. And how will that be used potentially as a label in our packaging? Moving forward? We hadn't necessarily yet built a plan for delineating our most resource efficient producers versus those who might be still, have those who might still have opportunities for improvement. However, certainly I think that that's something that we can put on the

149
00:33:49.610 --> 00:34:13.849
GC-GlobalClassroom@suny.edu: table, and and I think would be quite of

interest. We don't necessarily want this to be punitive. The intent here is to provide feedback insights and opportunity for people to learn how to do better, how to be more resource efficient. But you know, if we can have the lead certified version of of our of our producers, particularly for our controlled environment producers.

150
00:34:14.136 --> 00:34:16.710
GC-GlobalClassroom@suny.edu: We would certainly be be open to exploring that

151
00:34:16.920 --> 00:34:18.130
GC-GlobalClassroom@suny.edu: cool thanks.

152
00:34:18.150 --> 00:34:19.725
GC-GlobalClassroom@suny.edu: Alejandro, did you?

153
00:34:20.460 --> 00:34:22.160
GC-GlobalClassroom@suny.edu: have a comment or question?

154
00:34:23.710 --> 00:34:24.460
GC-GlobalClassroom@suny.edu: You're.

155
00:34:24.460 --> 00:34:27.380
Alejandro Alvarez, CAB: Yes, yes, yes, I do. Hello! Can you hear me? Okay?

156
00:34:27.570 --> 00:34:29.670
GC-GlobalClassroom@suny.edu: Yes, we can hear you.

157
00:34:29.670 --> 00:34:36.140
Alejandro Alvarez, CAB: Excellent. So I heard great great information. Thank you for all this happening. This is wonderful.

158
00:34:36.630 --> 00:34:59.609
Alejandro Alvarez, CAB: so one of my questions it was mentioned. You mentioned benchmarking. You know, currently, in New York City we have local law 87 where it's it's a need for commercial buildings and buildings in general to to get benchmark. I bring this up just because again, I I think there is great incentives or motivation. Better yet for people to in essence compete to to lower their carbon footprint.

159
00:34:59.610 --> 00:35:22.559
Alejandro Alvarez, CAB: But is there gonna be like in in that? In the you know, New York City local law 87. Anything that's gonna copy, coupled with utility incentives to actually lower the cost to to actually get these things done and or also working with the New York State research, energy research Development Authority, Nycerta, to also couple that to do these energy audits and being able to actually

160
00:35:22.680 --> 00:35:35.385
Alejandro Alvarez, CAB: for create these reports. Is there going to be any type of, unless, I guess, collaboration to take the next step after you? You know they do this assessment, or, better yet, the energy audit through power score

161
00:35:35.820 --> 00:35:53.620
Alejandro Alvarez, CAB: to help these cultivators be able to again become more energy efficient. And again, you know, and obviously not have to carry that that initial burden of investment to do so right? So is there going to be anything in partnership with the utility companies and or again I started up.

162
00:35:55.280 --> 00:36:12.629
GC-GlobalClassroom@suny.edu: Thank you for the question, Alejandro. Great question and I'm actually thrilled to say that Nycerda have been unbelievable partners through the development of not just the Powerscore initiative, but more broadly, the work we've been doing across our sustainability considerations.

163
00:36:13.055 --> 00:36:39.379
GC-GlobalClassroom@suny.edu: They. They've really helped sharpen our thinking about how? How? We can do this in a way that minimizes the burden on our producers, but kind of steers everyone towards better outcomes, to specifically to a question around the working with utilities. Those are conversations that that are just beginning. And I think the power score data is actually going to be really valuable to inform those discussions.

164
00:36:39.380 --> 00:36:53.389
GC-GlobalClassroom@suny.edu: This is all happening in real time. And so for utilities who might be thinking about things like potential incentives, understanding the scale of footprint and scale of impact. Becomes a really meaningful way for them to now assess what's the best

165

00:36:53.999 --> 00:37:19.719
GC-GlobalClassroom@suny.edu: opportunities for incentives for collaboration for education might be so. The, the, we think the feedback from Powerscore is going to be a really important input to helping us identify the the ways in which we can, we can build these incentives and and advance these programs. But absolutely, nicerda in particular.

166
00:37:20.416 --> 00:37:27.340
GC-GlobalClassroom@suny.edu: has been an incredible partner so far. And we we very much look forward to continuing to work with them through this process.

167
00:37:28.690 --> 00:37:51.140
GC-GlobalClassroom@suny.edu: And I just wanted to jump into because, Alejandra, that's such a great point and kind of reiterate the statement John made earlier, which is, the the importance of this benchmark in the fact that we are coming from this previous market. That was, you know, underground, not tracked. You know, even early medical programs in a lot of other States were really just about access. It really wasn't about

168
00:37:51.437 --> 00:38:15.549
GC-GlobalClassroom@suny.edu: you know, applying some of this, these other regulations that we applied to other industries. And so John and I in the office, we're all part of a a cannabis, regulators. Association and energy and sustainability is a big topic there. And it's actually a topic where not a lot of states have made a ton of progress. Massachusetts has a great pilot program going on. Oregon and some of the Western States have have some started getting things going.

169
00:38:15.680 --> 00:38:28.839
GC-GlobalClassroom@suny.edu: But new York actually has an opportunity to be a leader here and and using using things like Powers for is a way to get there, because this data just hasn't been tracked before. You know it's it's a it's indoor agriculture. A lot of the time in a in a different

170
00:38:28.950 --> 00:38:38.179
GC-GlobalClassroom@suny.edu: kind of way than any other indoor app agriculture is, is is is done. So it's it's novel, but it's going to be super helpful as we as we

171

00:38:38.300 --> 00:38:39.940
GC-GlobalClassroom@suny.edu: plan our programming in the future.

172
00:38:41.420 --> 00:39:08.839
Alejandro Alvarez, CAB: One day. Thank you for that. Just one extra question I have, I guess. Has there also, then, been conversations with engineering firms such as Will Dan, for example, that have been doing this type of work with Niceerda. They're already approved contractors or program managers to to do this work and having conversations potentially with engineering. Again, this engineering firms to pick their brains, see what's hardships they might have, you know, had in other industries. And also.

173
00:39:08.840 --> 00:39:22.509
Alejandro Alvarez, CAB: you know, in a sense, seeing how they're also going to participate as we start rolling out these sustainability plans. Because I'm assuming, since they've been the the in. You know the firms that have been doing this for the last, you know, 10 to plus years.

174
00:39:22.860 --> 00:39:39.660
Alejandro Alvarez, CAB: how they're going to be incorporated into into the rollout of of these things, and also again, because they they already have the experience on filling out the applications and getting all these incentive dollars. For, you know for this the other current markets are available. I'm sure cultivators

175
00:39:39.660 --> 00:39:57.850
Alejandro Alvarez, CAB: are gonna also have a hard time not just meeting the sustainability goals. But if again, they want to get these energy conservation measures. Implemented, they're gonna have to do some application work and stuff like that. So usually again, working with engineering firms. They take that burden off their clients, and they do it themselves.

176
00:39:57.850 --> 00:40:09.200
Alejandro Alvarez, CAB: So is there any any conversations with with them to to actually, you know, get these. Once the rollout starts happening and these implementation projects are happening. Having them involved in the conversation.

177
00:40:10.751 --> 00:40:34.579
GC-GlobalClassroom@suny.edu: Absolutely. And and I'm so glad you asked that we've actually in addition to the kind of knowledge sharing that

we've done with partners like Naserra, DC, and and some of these deeply experienced consultants as well as engineering firms. Material equipment producers like there's a lot of diligence that has gone through to try and sharpen the offices. Kind of

178
00:40:34.580 --> 00:40:46.220
GC-GlobalClassroom@suny.edu: intelligence on how to do this in a way that improves outcomes while really being kind of minimally intrusive into the way our producers operate.

179
00:40:46.562 --> 00:41:10.559
GC-GlobalClassroom@suny.edu: So these conversations, you know, this is going to be a long term process. The industry is literally evolving before our eyes. And so I don't view these as being static conversations, but really, kind of a dialogue that will that will have a feedback loop. That is, new innovations are happening as people are developing new new practices. As as people are seeing results from

180
00:41:10.750 --> 00:41:19.289
GC-GlobalClassroom@suny.edu: kind of deploying A B tests, etc. That will be learning that and and disseminating it out. But those conversations have started and will be ongoing.

181
00:41:22.490 --> 00:41:24.509
GC-GlobalClassroom@suny.edu: 2. I think the the

182
00:41:25.754 --> 00:41:37.420
GC-GlobalClassroom@suny.edu: to your point about the role in which you know subject matter. Experts can play in helping folks get smart. There's a lot of information out there already. To help folks

183
00:41:39.480 --> 00:41:54.769
GC-GlobalClassroom@suny.edu: kind of get oriented to the issues related to improving the efficiency of your of your operations. Some great resources out there that that already exist. And while we are starting with power scores kind of our most

184
00:41:55.630 --> 00:42:07.544
GC-GlobalClassroom@suny.edu: visible 1st major initiative specifically related to sustainability. I will just say, as a broad statement to all of our licensees, as you see, opportunities to advance

185

00:42:08.180 --> 00:42:24.700
GC-GlobalClassroom@suny.edu: sustainability within your businesses to drive great outcomes, please, you know, get creative share that feedback with us. I think this is one of the real areas where there's there's a a real opportunity to drive meaningful.

186
00:42:24.910 --> 00:42:26.410
GC-GlobalClassroom@suny.edu: meaningful.

187
00:42:26.870 --> 00:42:33.379
GC-GlobalClassroom@suny.edu: not just impact to New York, but meaningful impact in cannabis nationally given the model that New York can set.

188
00:42:33.570 --> 00:43:01.574
GC-GlobalClassroom@suny.edu: So 2 quick points to learn more specifically about to learn more about the broad sustainability initiatives that we're undertaking here. You can go to a new website website that we've just launched. cannabis.ny.gov slash sustainability that houses a lot of insights into the broad mandate of of sustainability work that we're doing, and then specifically for power score for our licensees. There's no cost for this. The State is assuming the cost for this. So

189
00:43:02.330 --> 00:43:16.210
GC-GlobalClassroom@suny.edu: but to learn more about the Powerscore program. Specifically, cannabis powersport.org slash. New York will take you to a dedicated website that for a dedicated micro site that we've built in partnership with our I Resource Innovation Institute.

190
00:43:16.540 --> 00:43:19.014
GC-GlobalClassroom@suny.edu: Okay? Before.

191
00:43:20.323 --> 00:43:23.149
GC-GlobalClassroom@suny.edu: We turn it over to Tabitha

192
00:43:23.190 --> 00:43:31.240
GC-GlobalClassroom@suny.edu: Robinson for our social and economic equity update just following on Alejandro's

193
00:43:31.320 --> 00:43:37.820
GC-GlobalClassroom@suny.edu: Point. Ashley. Southall did a piece today

in the New York Times about the cost

194
00:43:38.050 --> 00:43:40.320
GC-GlobalClassroom@suny.edu: of products at

195
00:43:41.840 --> 00:43:44.783
GC-GlobalClassroom@suny.edu: the legal dispensaries. And

196
00:43:45.640 --> 00:43:48.760
GC-GlobalClassroom@suny.edu: I think it's it's a good reminder

197
00:43:48.980 --> 00:43:57.960
GC-GlobalClassroom@suny.edu: for all of us in these roles at cab and Ocm. And Ccb, about balancing

198
00:43:59.014 --> 00:44:23.440
GC-GlobalClassroom@suny.edu: requirements on licenses. Without driving up the cost too much. So obviously, we all want energy and environmental sustainability. We want our, you know, agricultural licenses to do whatever they can. But I just think we always also have to back. Keep in the back of our minds. There's a cost

199
00:44:23.640 --> 00:44:38.179
GC-GlobalClassroom@suny.edu: to all of these things, and it's ultimately passed on to the consumer and if we want the market to succeed, we have to be very sensitive to that as well as our. You know all of these other goals that we have

200
00:44:38.380 --> 00:44:39.330
GC-GlobalClassroom@suny.edu: so.

201
00:44:39.720 --> 00:44:48.059
GC-GlobalClassroom@suny.edu: and I know that you are. I'm just reiterating the point really important point. And and that's part of the reason why we're thinking about

202
00:44:48.400 --> 00:44:56.420
GC-GlobalClassroom@suny.edu: Power score and insights will gain from it as a way to create a tide that lifts all boats rather than that will create directives that people need to go and spend money to implement.

203
00:44:56.903 --> 00:45:24.049
GC-GlobalClassroom@suny.edu: We know we already have some producers who are really at the very bleeding edge of kind of high efficiency operations, and there's some who are still kind of figuring out their path. There. We're. We're literally. We're very intentional, very conscious about trying to keep the cost down, just because we know this is already a high cost stage to operate in and we certainly wouldn't want the the cost of this

204
00:45:24.280 --> 00:45:37.570
GC-GlobalClassroom@suny.edu: very important outcome to make the market less competitive against the very active, unregulated market that we know doesn't do any of these things. So this is definitely a balance. There, that will be very. We'll continue to pay very close attention to

205
00:45:38.880 --> 00:45:39.910
GC-GlobalClassroom@suny.edu: alright.

206
00:45:39.910 --> 00:45:45.870
Alejandro Alvarez, CAB: Can I ask just one last question? Sorry, and it just came up. Would it be possible for us to create a subcommittee for sustainability.

207
00:45:46.070 --> 00:46:07.780
Alejandro Alvarez, CAB: because I think this is a very, extremely important topic. And and I, it's a lot of moving pieces. And I, you know, as I heard everybody speak already about this. I think a lot of us do see this as a as something of importance, and I think it would be great if we could have a little bit of input as an advisory board members to to guide some of this and and hopefully even bring resources that may be needed.

208
00:46:08.130 --> 00:46:13.529
GC-GlobalClassroom@suny.edu: Okay, consider it created. And and you are now chair, Alejandro.

209
00:46:14.920 --> 00:46:16.310
Alejandro Alvarez, CAB: Yeah.

210
00:46:17.030 --> 00:46:17.520

Alejandro Alvarez, CAB: Pardon me.

211
00:46:17.520 --> 00:46:18.190
GC-GlobalClassroom@suny.edu: And I'm fine.

212
00:46:18.190 --> 00:46:19.770
Alejandro Alvarez, CAB: I see.

213
00:46:19.770 --> 00:46:30.539
GC-GlobalClassroom@suny.edu: I'm volunteering Alan and Pete Chaffer to be members great. Well, I I do have to just shout out Pete, and the packaging at the Nanticoke you know.

214
00:46:30.760 --> 00:46:40.000
GC-GlobalClassroom@suny.edu: composable packaging, really a model of the types of opportunities for sustainability and innovation in the space. So

215
00:46:40.311 --> 00:46:46.069
GC-GlobalClassroom@suny.edu: and I'm sure our sustainability team is going to be elated to hear that they have a cab subcommittee now. So yes.

216
00:46:46.370 --> 00:46:53.159
GC-GlobalClassroom@suny.edu: yeah. And and also I I wanna thank Suny so much for

217
00:46:53.840 --> 00:47:14.570
GC-GlobalClassroom@suny.edu: letting us continue to use their facilities as many. You know. I've been on the Suny board of Trustees for close to 15 years. Now I'm a Governor Patterson, appointee to the Suny Board and there is a lot of sustainability work going on at Suny that if Ocm. Is not

218
00:47:15.230 --> 00:47:33.679
GC-GlobalClassroom@suny.edu: connected to they probably should be, because literally, some of the leading work in the country. With respect to universities and and other government agencies is going on right now at at Suny there's a a significant working group.

219
00:47:34.431 --> 00:47:44.358

GC-GlobalClassroom@suny.edu: and and some high level people. So if I can help make that connection or introduction it probably might help.

220
00:47:44.890 --> 00:47:48.430
GC-GlobalClassroom@suny.edu: Ocm's knowledge base about it.

221
00:47:48.470 --> 00:47:49.929
GC-GlobalClassroom@suny.edu: that'd be great sure.

222
00:47:49.990 --> 00:48:14.909
GC-GlobalClassroom@suny.edu: Alright. So I am hoping Tabitha will join us. Oh, there she is! She's joining us. And I also want to just acknowledge cab Member Ibro Darden, who chairs our social and Economic Equity committee who's also joining us via live stream. And I'm gonna turn it over to to Tabitha for an Update.

223
00:48:15.950 --> 00:48:18.409
Tabatha Robinson, NY OCM: Good morning, everyone. Can you hear me? Okay.

224
00:48:21.100 --> 00:48:22.350
Tabatha Robinson, NY OCM: okay, great.

225
00:48:24.550 --> 00:48:26.749
Tabatha Robinson, NY OCM: Next slide, please.

226
00:48:26.760 --> 00:48:56.219
Tabatha Robinson, NY OCM: So today I'll be informing you of our numbers. As you know we collect this each time that we roll out the issuance of our au licenses. We're very proud to report that we remain ahead of the statutory goal in terms of our C licensing. Section 87 of the Mrta creates a statutory goal of 50%. 50% of the adult use licenses. We're at 53%.

227
00:48:56.250 --> 00:49:16.609
Tabatha Robinson, NY OCM: So 53% of those adult use licenses are C owned. And here we have the breakdown by the various c categories. So as you can see women owned businesses retain the highest of that C distribution at 41%. Minority owned businesses not too far behind with 37%.

228

00:49:16.620 --> 00:49:23.109
Tabatha Robinson, NY OCM: Those 2 categories are often neck and neck in terms of representation. Amongst this pool.

229
00:49:23.130 --> 00:49:32.639
Tabatha Robinson, NY OCM: Next, we have our service disabled. Veteran owned businesses at 9% distressed farmers, also at 9% and Cdis at 4%

230
00:49:32.940 --> 00:49:34.930
Tabatha Robinson, NY OCM: to date. The

231
00:49:35.360 --> 00:49:46.130
Tabatha Robinson, NY OCM: Cannabis Control board has issued over 700 adult use licenses and well, over 360 of those are social and economic equity.

232
00:49:51.950 --> 00:50:10.439
Tabatha Robinson, NY OCM: You know, we usually talk about who owns C who are the various categories? What's their representation like, but we also wanted to provide some context around the licenses that our C licenses hold. Where do they find themselves? Mostly? What part of the supply chain

233
00:50:11.000 --> 00:50:12.970
Tabatha Robinson, NY OCM: do we see them performing in?

234
00:50:13.180 --> 00:50:28.919
Tabatha Robinson, NY OCM: And there's overwhelming representation amongst our adult use retail dispensary license with 84%. Next, that's followed by the micro business at 54%. This means that 54% of our micro businesses

235
00:50:28.970 --> 00:50:31.669
Tabatha Robinson, NY OCM: are held by C. Licensees.

236
00:50:31.860 --> 00:50:58.650
Tabatha Robinson, NY OCM: Now, if you recall the micro business license does have a retail option. And that retail option accounts for about a 3rd of our micro business licenses. So it's really quite fascinating. The C representation is is gravitating more towards micro and retail. We also see similar trends in other states. So we recognize this may not be a uniquely New York experience

237
00:50:58.710 --> 00:51:06.469
Tabatha Robinson, NY OCM: that this is also a gravitational pull within other cannabis markets. Now, the cultivated number and the process of numbers

238
00:51:06.750 --> 00:51:30.820
Tabatha Robinson, NY OCM: 38% and 33% respectively, we expect those numbers to increase as we continue to transition our auccs and aucps over to the adult. Use side. A lot of our Auccs, for example, qualify as distress farmers. So as we continue with that. Rollover, we expect those numbers to increase.

239
00:51:35.690 --> 00:51:38.570
GC-GlobalClassroom@suny.edu: cultivator and processor numbers

240
00:51:38.630 --> 00:51:42.859
GC-GlobalClassroom@suny.edu: broken down by minorities and women.

241
00:51:48.580 --> 00:51:50.710
Tabatha Robinson, NY OCM: Sorry. I'm not sure I understand the question.

242
00:51:50.930 --> 00:51:54.790
GC-GlobalClassroom@suny.edu: So you, you're putting up a percentage for C

243
00:51:55.274 --> 00:52:05.270
GC-GlobalClassroom@suny.edu: for 38% cultivators and 33% processors. And my question is, do you have them broken down by category?

244
00:52:05.270 --> 00:52:09.479
Tabatha Robinson, NY OCM: Category. No, we at this time we don't, but we can pull that data for you.

245
00:52:09.740 --> 00:52:12.800
GC-GlobalClassroom@suny.edu: Okay, I think that would be useful, because

246
00:52:12.980 --> 00:52:26.869

GC-GlobalClassroom@suny.edu: one of the questions that I get a lot is about the diversity of the cultivators and the processors. And I think there's significant concern that it's not diverse enough, and we're not doing enough to

247
00:52:27.316 --> 00:52:34.250
GC-GlobalClassroom@suny.edu: try to create more opportunities there. So I think it would be helpful for us to see that broken down.

248
00:52:35.840 --> 00:52:36.910
Tabatha Robinson, NY OCM: Definitely.

249
00:52:37.640 --> 00:52:38.460
GC-GlobalClassroom@suny.edu: Thank you.

250
00:52:38.460 --> 00:52:39.740
Tabatha Robinson, NY OCM: Not a problem.

251
00:52:40.250 --> 00:52:45.586
Ebro Darden, CAB Member: Well, I I do think. Chairman Bella, I think we need to be direct to

252
00:52:46.200 --> 00:52:51.060
Ebro Darden, CAB Member: Now that we're entering this phase. Money's being made and licenses are out and

253
00:52:51.360 --> 00:52:55.260
Ebro Darden, CAB Member: taxes are being collected. I think we need to also be more specific.

254
00:52:55.350 --> 00:53:05.959
Ebro Darden, CAB Member: You know the the black and brown communities in the State of New York were the ones most criminalized by drug laws in the State. And so when we look at these numbers.

255
00:53:06.000 --> 00:53:13.330
Ebro Darden, CAB Member: and you know, I appreciate that we are pacing ahead, but how much of them are specifically black and brown.

256
00:53:15.940 --> 00:53:20.260

Ebro Darden, CAB Member: because that will be the talking point as we move forward into the future.

257
00:53:21.141 --> 00:53:30.479
Ebro Darden, CAB Member: For many communities, because when this whole thing rolled out the the, you know, and when we talk about grants and things like that we'll get more into that. But.

258
00:53:30.980 --> 00:53:34.890
Ebro Darden, CAB Member: the black and brown communities have been the most criminalized.

259
00:53:34.960 --> 00:53:42.219
Ebro Darden, CAB Member: And so I think we need to keep an eye on that number critique will come, as you're pointing out, Joe Bullock, how much

260
00:53:42.730 --> 00:53:46.699
Ebro Darden, CAB Member: are we doing to make sure those communities are being served.

261
00:53:50.020 --> 00:53:57.840
Tabatha Robinson, NY OCM: Those are all great points. Yeah, it's and it we can look into the data. It's just not something that I have access to right now, but we.

262
00:53:57.840 --> 00:54:02.840
Ebro Darden, CAB Member: Yeah. And and and Tabitha. Yes, for sure. I'm just suggesting we need to be proactive.

263
00:54:03.810 --> 00:54:06.060
Ebro Darden, CAB Member: even if the numbers aren't good.

264
00:54:07.080 --> 00:54:23.699
Ebro Darden, CAB Member: Because there could be other reasons that they're not good people, aren't. They don't know what's available to them. They're not familiar with this space? Can we create programs to help people get more familiar? Can we create long term goals and sustainable goals? As this business grows and these opportunities present themselves.

265

00:54:26.060 --> 00:54:26.950
Tabatha Robinson, NY OCM: Definitely.

266
00:54:30.730 --> 00:54:32.660
Tabatha Robinson, NY OCM: Next slide, please.

267
00:54:40.590 --> 00:54:59.600
Tabatha Robinson, NY OCM: Earlier this month we have continued with our accelerator program. If you recall in the spring of last year, we 1st launched our accelerator program in partnership with our Academy, which is a 501 c. 3, that specializes in cannabis education specifically amongst retail licensees.

268
00:55:00.306 --> 00:55:24.400
Tabatha Robinson, NY OCM: And we are continuing this program especially now, given the rollout of our adult use licenses. In order to be eligible. To participate in this program, you must be a licensee. You must be either card or social and economic equity, and specifically retail. Now, spots are not guaranteed so for those licenses who are interested they must fill out an enrollment form.

269
00:55:24.400 --> 00:55:42.770
Tabatha Robinson, NY OCM: That form was sent out earlier this month as well. But if anyone should have any questions or request the form. Again, you can email us any of the Ocm email addresses, but especially the C email, which is se@ocm.ny.gov.

270
00:55:43.160 --> 00:55:54.890
Tabatha Robinson, NY OCM: The program was launched on August 8, th and we had pretty good attendance from our licensees. Over 92% of survey respondents said that they were extremely lucky.

271
00:55:54.890 --> 00:55:55.500
GC-GlobalClassroom@suny.edu: Absolutely.

272
00:55:55.500 --> 00:56:13.009
Tabatha Robinson, NY OCM: Recommend this program and to share it with their fellow business partners. We're really lucky to provide this resource to our licensees because they're getting a number of resources within this program, including live weekly and recorded online courses every Tuesday

273

00:56:13.120 --> 00:56:29.550
Tabatha Robinson, NY OCM: at 5 pm. That those courses will go over various materials, including how to efficiently and compliantly operate dispensaries, best practices around fundraising, tax planning, New York State labor laws.

274
00:56:30.090 --> 00:56:51.119
Tabatha Robinson, NY OCM: licenses are also getting access to performance to create their performance, which we know is a huge resource. In order to provide our licensees with the materials they need to fundraise, to project their financial health, and to really use that as a marketing tool as they grow their business.

275
00:56:51.460 --> 00:57:19.080
Tabatha Robinson, NY OCM: their weekly office hours and technical assistance provided every Thursday. This is a really key component of this education program, because a lot of the learning will come from engagement with mentors. And these are mentors who have cannabis dispensaries around the country, as owners or as managers. So they really have that boots on the ground experience that we're hoping our licensees can gain from them.

276
00:57:19.210 --> 00:57:33.860
Tabatha Robinson, NY OCM: and then peer to peer support right. This is an opportunity also for licensees to engage with each other, to share their experiences. And learn best practices that have worked from one to the other.

277
00:57:34.620 --> 00:57:36.559
Tabatha Robinson, NY OCM: Any questions on this one.

278
00:57:37.470 --> 00:57:41.302
GC-GlobalClassroom@suny.edu: So I I have a related question.

279
00:57:41.880 --> 00:57:50.059
GC-GlobalClassroom@suny.edu: and Tabitha. I'm not sure it's appropriately directed to you, but it may be so if it isn't. Maybe Pat or John could

280
00:57:50.130 --> 00:57:56.409
GC-GlobalClassroom@suny.edu: address it. But one of the things that I'm hearing about a lot

281
00:57:56.510 --> 00:57:59.150
GC-GlobalClassroom@suny.edu: from people are in the incubators.

282
00:58:00.425 --> 00:58:03.845
GC-GlobalClassroom@suny.edu: And I think.

283
00:58:05.180 --> 00:58:10.589
GC-GlobalClassroom@suny.edu: if you look at the Mrta this is one of the shells, not

284
00:58:10.970 --> 00:58:15.799
GC-GlobalClassroom@suny.edu: a might or a may. It's 1 of the required ones that we're supposed to be doing.

285
00:58:16.620 --> 00:58:18.599
GC-GlobalClassroom@suny.edu: And there's a

286
00:58:18.810 --> 00:58:28.609
GC-GlobalClassroom@suny.edu: I guess strong feeling out there that some of our licenses are not getting to take advantage of the incubators because we haven't set them up yet.

287
00:58:29.330 --> 00:58:33.180
GC-GlobalClassroom@suny.edu: So is there any update on the incubators and

288
00:58:33.320 --> 00:58:35.340
GC-GlobalClassroom@suny.edu: what the status is, and.

289
00:58:36.530 --> 00:58:36.890
Tabatha Robinson, NY OCM: So.

290
00:58:36.890 --> 00:58:37.899
GC-GlobalClassroom@suny.edu: And for it.

291
00:58:37.900 --> 00:59:01.030
Tabatha Robinson, NY OCM: I can provide some information on that. And, John, if you had feel free to chime in as well as you know, the Mrta says that there shall be an incubator, and in general there's a

broader education. Component this accelerator is part of that broader education component which is how we think about incubation.

292
00:59:01.330 --> 00:59:05.152
Tabatha Robinson, NY OCM: Additionally, we do have a

293
00:59:06.483 --> 00:59:20.220
Tabatha Robinson, NY OCM: Rfa in the works to get these incubators up and running on a more localized level to really serve as a local regional hub that licensees and hopeful applicants

294
00:59:20.220 --> 00:59:45.439
Tabatha Robinson, NY OCM: can attend and get that sort of direct support. That is a process that requires a significant amount of red tape and approval from the various State agencies. So as we work to build out that larger program, we have developed the various educational programs, including this accelerator program, including our Excuse me, trip Academy.

295
00:59:45.600 --> 01:00:11.469
Tabatha Robinson, NY OCM: which ran for about 4 months earlier this year and just closed at the end of July, and that was available to all licensees the content from that programming is on our website very soon, and that was conducted in partnership with Cornell University and Suny Mooresville. So they have been a number of educational initiatives that we've been rolling out.

296
01:00:11.470 --> 01:00:17.015
Tabatha Robinson, NY OCM: And still we're working to provide that more direct services

297
01:00:17.940 --> 01:00:22.289
Tabatha Robinson, NY OCM: time permitting, with the various procedural obligations we have.

298
01:00:24.340 --> 01:00:27.869
GC-GlobalClassroom@suny.edu: So can I just ask a question. Then the Chip Academy

299
01:00:28.520 --> 01:00:30.610
GC-GlobalClassroom@suny.edu: is different than an incubator.

300
01:00:30.670 --> 01:00:31.710
GC-GlobalClassroom@suny.edu: Is that

301
01:00:31.730 --> 01:00:45.570
GC-GlobalClassroom@suny.edu: because the Chip Academy was pretty extensive, at least on the supply side like that was a lot of classes. A lot of work. Ton of topics is a fantastic resource. Is there supposed to be another program.

302
01:00:45.890 --> 01:00:46.720
GC-GlobalClassroom@suny.edu: Yeah.

303
01:00:47.270 --> 01:01:04.540
Tabatha Robinson, NY OCM: Sure that's a great question. The way we think about is that all of these educational initiatives are under incubation. Right? They're all education that we're providing to our licenses. The goal is to meet licensees where they are and given their needs. So we hope to have

304
01:01:04.883 --> 01:01:32.369
Tabatha Robinson, NY OCM: you know, various sort of fields met. So the Chip Academy was one that very much touch supply chain. We, our Academy, the one accelerator that I that's on the screen right now focuses specifically on retail. We'll have a broader one to cover applicants as well. So we think about it as sort of a broad mandate in the statute, and we we try to fill it as best as we can with various programs, filling various needs.

305
01:01:34.300 --> 01:01:35.400
GC-GlobalClassroom@suny.edu: I mean.

306
01:01:36.210 --> 01:01:43.789
GC-GlobalClassroom@suny.edu: I I don't mean to over Lawyer this, but I am a lawyer. Okay? And if the statute says there's supposed to be an incubator.

307
01:01:44.237 --> 01:01:51.392
GC-GlobalClassroom@suny.edu: And this is the incubator. We should call it an incubator and not an accelerator, because, you know.

308
01:01:52.650 --> 01:01:54.770

GC-GlobalClassroom@suny.edu: it's not a you know.

309
01:01:56.090 --> 01:02:07.259
GC-GlobalClassroom@suny.edu: if you have social and economic equity goals. It's not enough just to give people a license, you know. You have to give them the tools and resources to be successful. So

310
01:02:07.270 --> 01:02:10.447
GC-GlobalClassroom@suny.edu: there's a reason why that was in the statute.

311
01:02:11.000 --> 01:02:13.160
GC-GlobalClassroom@suny.edu: which you know. I I know.

312
01:02:13.690 --> 01:02:31.026
GC-GlobalClassroom@suny.edu: Pat, you're obviously very familiar with the language and the statute. And it it just, you know, if I'm getting more than one phone call from somebody saying, Why don't we have an incubator? Our licensees are suffering because there's not an incubator. We need to have an incubator.

313
01:02:31.510 --> 01:02:32.340
GC-GlobalClassroom@suny.edu: So.

314
01:02:32.340 --> 01:02:32.729
Tabatha Robinson, NY OCM: Sounds good.

315
01:02:32.730 --> 01:02:34.010
GC-GlobalClassroom@suny.edu: Like the point.

316
01:02:34.010 --> 01:02:35.309
Tabatha Robinson, NY OCM: Sorry. Go ahead. John.

317
01:02:35.630 --> 01:02:36.740
GC-GlobalClassroom@suny.edu: No, please, go to.

318
01:02:37.110 --> 01:02:45.250
Tabatha Robinson, NY OCM: It sounds like one of the points you're making. Chair is how the terminology we use to market our programming. As I've explained.

319
01:02:45.250 --> 01:02:45.580
GC-GlobalClassroom@suny.edu: In front.

320
01:02:45.580 --> 01:02:46.719
Tabatha Robinson, NY OCM: Farming exists.

321
01:02:47.287 --> 01:02:58.590
Tabatha Robinson, NY OCM: But if if there's a concern on how we market it, and what sort of terminology we use to communicate with licensees. So they understand, and the belts go off that this is the thing you've been doing.

322
01:02:58.590 --> 01:03:01.139
GC-GlobalClassroom@suny.edu: Waiting for that.

323
01:03:01.140 --> 01:03:05.610
Tabatha Robinson, NY OCM: Is a conversation we'd be more than likely to have with our Comms team and also with our.

324
01:03:05.610 --> 01:03:05.990
GC-GlobalClassroom@suny.edu: Yeah.

325
01:03:05.990 --> 01:03:17.030
Tabatha Robinson, NY OCM: Council right with our legal team, making sure that as we do this marketing as we do this messaging, we are communicating in a way that is adherent to the statute.

326
01:03:17.030 --> 01:03:29.329
GC-GlobalClassroom@suny.edu: Yeah, I mean, I just again, not to over Lawyer this. But if you look at what's happened, whether it's sheriff in New York city, or things that Ocm. Hasn't been involved in litigation.

327
01:03:29.330 --> 01:03:54.239
GC-GlobalClassroom@suny.edu: You know. It's all fine for us to sit around and say we're gonna do it this way or that way. But when you get in front of a judge, the judge is, gonna say, listen! Supposed to look like this supposed to follow this process, and if you don't, you're gonna have a problem, you know, and that's literally what just happened with the sheriff. Obviously, we don't control the sheriff.

But you know. I think the judge in that case was pretty clear, which is, you know, if you're gonna go around, shut down

328
01:03:54.270 --> 01:04:07.759
GC-GlobalClassroom@suny.edu: these businesses, you got to do it properly. There has to be a process, a procedure due process. And I think some of the judges in our cases have sort of reacted the same way. And it's not purposeful. But I do think this is

329
01:04:07.950 --> 01:04:13.950
GC-GlobalClassroom@suny.edu: incubator thing is a hot topic. I'm just saying, you know, again, if I'm getting multiple phone calls

330
01:04:14.290 --> 01:04:16.880
GC-GlobalClassroom@suny.edu: with people using the word incubator.

331
01:04:17.320 --> 01:04:23.202
GC-GlobalClassroom@suny.edu: People are focused on it. And we, you know, and for good reason, I think so.

332
01:04:24.340 --> 01:04:35.660
GC-GlobalClassroom@suny.edu: anyway, I just wanted to make that point. It's a really important point, and I don't want to belabor it. But I I would say, maybe a point to both applicants, other stakeholders and licensees specifically

333
01:04:35.944 --> 01:04:59.269
GC-GlobalClassroom@suny.edu: one, as as Tabitha mentioned, and I think a really important point to understand that as a young agency that's still quite resource constrained. Establishing an incubator in the sense that I think most people expect in terms of physical building, you know, have several of them across the state where you can go in and get your classes and training. That's a really resource, intensive process. And so all of that has been ongoing for a while. It's just

334
01:04:59.270 --> 01:05:06.179
GC-GlobalClassroom@suny.edu: takes a while to get through all of the administrative requirements to actually build that sort of facility. But that is ongoing.

335
01:05:06.518 --> 01:05:31.209
GC-GlobalClassroom@suny.edu: But I hope our stakeholders don't think

that just because we we are not at that point of having a space as beautiful as this one in which we can be be having classes daily that we don't yet have resources available that can help you start really thinking deeply and intentionally about how to optimize your business. There's an incredible amount of content that's been created through our Academy, through

336
01:05:31.822 --> 01:05:58.209
GC-GlobalClassroom@suny.edu: the chip program, through the sustainability webinars that we've done. And all of this is already on the website. All of this is readily available at your convenience. So the incubators are absolutely coming that and and we can remain deeply committed to that. But I I hope that doesn't kind of preclude the appreciation for how much is already available from subject matter experts that we've been able to marshal from across the space.

337
01:05:58.340 --> 01:06:19.199
GC-GlobalClassroom@suny.edu: Yeah. And I just wanted to say, I assume the Chip Academy was the incubator. That's what I always saw it as that. So just you're calling it something different, maybe. Just. But to Joe's point, that's not gonna hold up in the core.

338
01:06:19.220 --> 01:06:23.019
GC-GlobalClassroom@suny.edu: Anyone can talk to Brian farmer if they want, and they do

339
01:06:23.470 --> 01:06:24.350
GC-GlobalClassroom@suny.edu: alright.

340
01:06:24.350 --> 01:06:51.070
Tabatha Robinson, NY OCM: I want to. I also want to flag, Joe, you know, as you mentioned process and what the statute requires. If, as you look across these various programs that we're providing under the broader incubator umbrella. And if you see that there are any processes we might be missing, but not adequately covering. We definitely welcome that conversation from the members of cab to make sure that we are fulfilling any process. Requirements related to incubation.

341
01:06:55.440 --> 01:06:56.470
GC-GlobalClassroom@suny.edu: Okay.

342
01:06:59.450 --> 01:07:03.579

GC-GlobalClassroom@suny.edu: anything else in the social and economic equity update.

343
01:07:03.760 --> 01:07:05.080
Tabatha Robinson, NY OCM: Next slide, please.

344
01:07:08.390 --> 01:07:23.120
Tabatha Robinson, NY OCM: In this slide I'm previewing a survey that's coming out later this week. This is a survey collecting market research amongst our C. Licenses related to the sea level, as you all may remember, in the social network

345
01:07:23.770 --> 01:07:25.479
Tabatha Robinson, NY OCM: plan that was released

346
01:07:25.610 --> 01:07:41.950
Tabatha Robinson, NY OCM: in May of 2023. The plan called for a C. Logo. The logo is outlined here on the left of the screen, and it is envisioned as a marketing logo that will be made available to all of our C licenseses.

347
01:07:41.950 --> 01:07:57.519
Tabatha Robinson, NY OCM: We like to think of it in the vein of organic or fair trade. When you see these market symbols they mean something right. They often drive demand and consumer preferences in ways that we want to attach to our businesses.

348
01:07:57.850 --> 01:08:24.109
Tabatha Robinson, NY OCM: We have a survey that will be released shortly available to licensees. So please look out for that. And that survey seeks to gain more direct information from our licenses. You know, we really wanna make sure that we are not building this program around our own assumptions as regulators. But that is driven by data that we receive from our stakeholders. So we're asking questions to gauge the interest

349
01:08:24.370 --> 01:08:36.209
Tabatha Robinson, NY OCM: in the use of this logo to hear directly from licensees how they plan to display it, and where they plan to display it? Is this a logo that they envision only on product?

350
01:08:36.210 --> 01:08:56.340

Tabatha Robinson, NY OCM: Or is this a logo that they might, for example, put on a business card or on a storefront, or on the side of a truck, as it's conducting its distribution deliveries. And we want to know how this might fit into other marketing efforts that they have going on. So this survey is coming out in a couple of days.

351
01:08:56.660 --> 01:09:05.020
Tabatha Robinson, NY OCM: and it's just one step as we move further in the process of releasing the C Logo campaign.

352
01:09:15.750 --> 01:09:16.399
GC-GlobalClassroom@suny.edu: Right.

353
01:09:19.080 --> 01:09:23.939
Tabatha Robinson, NY OCM: Alright, if there are no further questions. Thank you all for your time, and I will pass it back to John.

354
01:09:26.152 --> 01:09:30.870
GC-GlobalClassroom@suny.edu: Ibra, did you have anything else you wanted to add or ask.

355
01:09:31.170 --> 01:09:32.350
Ebro Darden, CAB Member: Nope, all good.

356
01:09:32.359 --> 01:09:34.019
GC-GlobalClassroom@suny.edu: Okay. Thank you.

357
01:09:34.020 --> 01:09:34.666
Tabatha Robinson, NY OCM: Thank you.

358
01:09:36.069 --> 01:09:36.989
GC-GlobalClassroom@suny.edu: All right.

359
01:09:37.349 --> 01:09:40.459
GC-GlobalClassroom@suny.edu: Next, we are moving

360
01:09:41.559 --> 01:09:45.499
GC-GlobalClassroom@suny.edu: to our community reinvestment program

361

01:09:45.529 --> 01:10:08.639
GC-GlobalClassroom@suny.edu: update, which we're very excited about Catherine the 1st time, or it's been a while

362
01:10:08.899 --> 01:10:28.469
GC-GlobalClassroom@suny.edu: and to focus on priority areas such as workforce housing and mental health specifically for young people between the ages of 0 and 24. And since then our team's been working really diligently with the office of our its team and their contractor avid to develop an online meeting

363
01:10:28.789 --> 01:10:54.449
GC-GlobalClassroom@suny.edu: platform called Igx. Folks will be able to submit their grant applications, but will also be able to, you know, really quickly review, analyze full data reports from this platform. So it's been a really easy and higher Grant life cycle compared to what at the last.

364
01:10:54.639 --> 01:11:04.029
GC-GlobalClassroom@suny.edu: So we've been working really closely with the team there. And so that'll be one platform, and folks will still have to be pre-qualified on Sfs.

365
01:11:04.039 --> 01:11:06.459
GC-GlobalClassroom@suny.edu: And that is a process that any Federal

366
01:11:07.827 --> 01:11:10.429
GC-GlobalClassroom@suny.edu: repeat of anything.

367
01:11:11.759 --> 01:11:24.679
GC-GlobalClassroom@suny.edu: Alright, thank you. No, it's okay. I'll keep going. If anything I can just repeat back for folks on zoom so that's a process. So folks will be able to do this right on igx on our on the digital platform that we're building

368
01:11:25.769 --> 01:11:36.959
GC-GlobalClassroom@suny.edu: so still have to be pre registered or pre-qualified. Excuse me on Sfs, and that is a process that 501 C 3 orgs who are interested in the fund or applying for the fund can start today.

369
01:11:39.059 --> 01:11:41.639

GC-GlobalClassroom@suny.edu: So yeah, any questions.

370
01:11:43.449 --> 01:11:45.083
GC-GlobalClassroom@suny.edu: Nope, I

371
01:11:45.929 --> 01:11:56.879
GC-GlobalClassroom@suny.edu: just wanted to say, thank you to the Governor's office and under their leadership we've had tremendous help from

372
01:11:57.304 --> 01:12:11.539
GC-GlobalClassroom@suny.edu: the office of general services, the office of information technology and and also the Controller's office in helping us get this across the finish line. And it's not something we could do without their partnership. And

373
01:12:12.409 --> 01:12:24.289
GC-GlobalClassroom@suny.edu: just want to extend our thanks and everything I hear from Catherine and Lila and everyone else is that all of those agencies are working

374
01:12:24.369 --> 01:12:33.199
GC-GlobalClassroom@suny.edu: very generously and in partnership with us to help us with it, the technology and the granting and everything else. So thank you.

375
01:12:34.525 --> 01:12:38.939
GC-GlobalClassroom@suny.edu: Alright. Several questions Alejandro.

376
01:12:41.400 --> 01:12:52.959
Alejandro Alvarez, CAB: Yes. Hello. So yeah, I have a question around the the workforce development component. The the, I guess we're we're using a cookie cutter approach of what the you know, the

377
01:12:52.960 --> 01:13:16.050
Alejandro Alvarez, CAB: approach has always been in doing workforce that usually resources only available to 17 to 24 year olds, but being that this is such an an industry that's been around for such a long time. And I mean it again, obviously with the legacy applicants, right? But there's also people that are over 24 that are gonna are really eager and interested in getting into this space. Is there an opportunity to rediscuss

378
01:13:16.050 --> 01:13:45.709
Alejandro Alvarez, CAB: that limitation of the 17 to 24 mark. I I understand that that tends to be again. You know a lot of the Federal grants and and things of that of that sense usually just focus on those age ranges. But we're going to be missing a huge demographic of individuals that that again, might have been impacted by the war on drugs as well, and or been been in the space for a long time and and again there would be in essence eliminated from the opportunity of being trained up. And also.

379
01:13:46.210 --> 01:13:49.559
Alejandro Alvarez, CAB: I think you know, I was gonna ask, and I think I brought this up last time

380
01:13:49.570 --> 01:14:07.520
Alejandro Alvarez, CAB: of the of the hyper focus on just working with nonprofits. There's, I think, a lot of change now, recently, with social enterprises that are for profit that do a lot of community work. That, again would be limited. To have to work with nonprofits. Let's say that has happened in the past where.

381
01:14:07.520 --> 01:14:19.790
Alejandro Alvarez, CAB: you know, nonprofits have to apply, and they just get to in essence gain with attempt like the 10% to 20% admin fee. And they still sub it out to a for profit company that ends up pretty much, doing all the work

382
01:14:19.790 --> 01:14:33.400
Alejandro Alvarez, CAB: at a 80% discount because they have to. You know, the nonprofit has to take their admin fee in order for for these programs to to work. So is there going to be any potential flexibility around this or research done on

383
01:14:33.400 --> 01:14:51.269
Alejandro Alvarez, CAB: companies that are out there doing this type of work that may not necessarily be for profits as well. And then, again the limitation on the age range of the 17 to 24 year olds. Is there any flexibility on potentially, you know, increasing that that age range to be able to to capture a much larger demographic.

384
01:14:53.860 --> 01:14:56.449
GC-GlobalClassroom@suny.edu: Lila, did you want to comment on that?

Or.

385
01:14:56.930 --> 01:15:17.769
Lyla Hunt, NY OCM: Hi, everyone! I'm sorry to be joining remotely. I couldn't make it today. But Lila Hunt, deputy director of Public Health and campaigns, and thank you for both of those questions, Alejandra. I'll take them one at a time. Your 1st question was about the age, range and focus. So first, st just clarifying. It's a bit broader than what you had mentioned, which is 17 to 24. So per cab vote

386
01:15:17.770 --> 01:15:41.670
Lyla Hunt, NY OCM: the last Cannabis Advisory Board Community grants reinvestment fund subcommittee meeting members coalesced around 0 to 24 for this 1st Grant cycle. So it's broader. I think that will help drive not just for workforce development, for the other areas of focus as well. Sort of more broad programming that will involve and potentially engage more

387
01:15:41.670 --> 01:16:05.629
Lyla Hunt, NY OCM: based organizations. Who could then be eligible for this funding, especially as we're looking at mental health services for young people. I think the the broader evidence based range of 0 to 24. For this 1st cycle is great. The second point you mentioned around 501 c. 3 organizations at the last community Grants Reinvestment Fund subcommittee meeting. There was good engagement from the members.

388
01:16:06.137 --> 01:16:29.790
Lyla Hunt, NY OCM: both leading up to and at that subcommittee meeting, where there seem to be good coalition and support for 5 0. 1 c. 3. Organizations for this round. I think several of the members flagged that they wanted to further explore what organizations, what entities, would be eligible to receive funding for future rounds. And I think that is.

389
01:16:29.790 --> 01:16:41.780
Lyla Hunt, NY OCM: you know, an important area of focus. For this 1st year. I also wanted to flag. I heard you mentioned sort of community engagement to start to build coalition around some of the organizations that are eligible for this funding.

390
01:16:41.780 --> 01:17:06.619
Lyla Hunt, NY OCM: and to that end our external affairs group. And we've sent communications in this regard to the cab members. Have been

out in the community and engaging with potential organizations that might be eligible for this funding. So we've been building up a bit of a rolodex there. In order to help make sure that folks are aware. I think you know this is a new agency, a new award. And so there will be

391
01:17:06.620 --> 01:17:16.820
Lyla Hunt, NY OCM: be. You know, continued need to build coalition with the community based organizations that will be eligible. And actually, we received a question in the chat from.

392
01:17:16.820 --> 01:17:17.530
GC-GlobalClassroom@suny.edu: Yeah.

393
01:17:17.530 --> 01:17:21.180
Lyla Hunt, NY OCM: Another Cannabis Advisory Board member who chimed in and said, You know.

394
01:17:21.180 --> 01:17:22.030
GC-GlobalClassroom@suny.edu: Working.

395
01:17:22.030 --> 01:17:35.930
Lyla Hunt, NY OCM: We help amplify the opportunity for organizations, and so to all cab members. There will be a 1 pager coming soon. For you all. We're looking to

396
01:17:36.670 --> 01:18:01.449
Lyla Hunt, NY OCM: and have opportunities for amplifying this opportunity for community based organizations. We really want to make sure folks are aware of this grant funding opportunity. And we'll also be building out a website or web page on our website rather to help advertise and drive folks to to answer questions. As you know, as Kathy mentioned, we're building out this grants application system, and so we'll have some virtual resources there.

397
01:18:01.838 --> 01:18:15.769
Lyla Hunt, NY OCM: Some supports there, and also pointing to the many resources that are available to folks on the Sfs website to help support that pre-qualification component. Just to make sure that we have the technical assistance needed in that regard.

398
01:18:16.160 --> 01:18:42.519
GC-GlobalClassroom@suny.edu: Okay? And I think Gary Johnson has a

comment or question. I just I know that Dr. Chin wants to comment. And, Ibro, we see that you have a comment. So we'll get to everybody. And, Gary, why don't you start? And, Lila, I just wanted to ask, did we make that determination that it was only 5 0. 1 C. Threes. I know we had some discussion on 5 0. 1 c. Fours as well. We we did we? We made that determination that just for this round

399
01:18:42.520 --> 01:19:09.440
GC-GlobalClassroom@suny.edu: it would be limited to 5 0. 1 c. 3. And for the next future rounds we're gonna have a discussion about your suggestion on the 5 0. 1 C. Fours, and also Sarah's suggestion about government a entity. So we have not foreclosed those options, and it will be part of the conversation going forward. Alright. Thank you. Yeah. Dr. Chin, okay. Yeah. Bro.

400
01:19:11.910 --> 01:19:23.429
Ebro Darden, CAB Member: Yeah. 1st on on the 5 0, 1 c. 4. Think if if somebody can provide me with like insight on why, it would be useful to include 5 0. 1 c. Fours. I know that's we're going to discuss that

401
01:19:23.520 --> 01:19:26.360
Ebro Darden, CAB Member: in the future, but I haven't really found anything

402
01:19:26.841 --> 01:19:35.469
Ebro Darden, CAB Member: that seems beneficial, but anybody that can share anything would be great. My next question would be in our last meeting. We discussed the reality that

403
01:19:35.970 --> 01:19:38.899
Ebro Darden, CAB Member: receiving funds from New York State

404
01:19:39.257 --> 01:19:47.440
Ebro Darden, CAB Member: is usually done in a reimbursement fashion, and I know there was discussion about trying to figure out how we're going to get around those

405
01:19:47.810 --> 01:19:59.699
Ebro Darden, CAB Member: rules or figure out a new solution, because obviously many organizations will want to give grants to may not be able to even participate if it's on reimbursement. Is there any update there.

406
01:20:02.600 --> 01:20:27.010
Lyla Hunt, NY OCM: For your second question. First, st ibro so your second question was about the reimbursement model, and in New York State with procurement law, the maximum that we're allowed to give in advance is a 25% advance payment. So that per cab member feedback is currently in our Rfa we've been working with and supported by Sue Filburn, she introduced herself at the last cannabis advisory.

407
01:20:27.010 --> 01:20:49.559
Lyla Hunt, NY OCM: She's our new Chief Administration officer, and she's helping connect us to understand, with the office of State Comptroller and some of the other more procedural offices who do procurement on a regular basis. What are the rules and parameters. So we're operating. Now, what's in the draft, Ebro, to your point is the maximum that's allowable. According to New York State finance and procurement laws.

408
01:20:51.125 --> 01:20:55.220
GC-GlobalClassroom@suny.edu: Gary, did you want to say anything about the 5 0. 1 C. Fours now? Or

409
01:20:55.600 --> 01:20:59.040
GC-GlobalClassroom@suny.edu: should we do that in the future? Okay, alright.

410
01:21:00.300 --> 01:21:04.649
GC-GlobalClassroom@suny.edu: Alright anything else about the reinvestment fund.

411
01:21:08.130 --> 01:21:33.069
GC-GlobalClassroom@suny.edu: Okay, thank you. And Lila, thank you. And I do. Just want to acknowledge everything you've been doing for the cab, which goes well beyond this reinvestment fund, and you you have effectively been serving as our person at Ocm. And helping organize the meetings and communications, and it's very deeply appreciate, appreciated, and

412
01:21:33.390 --> 01:21:45.349
GC-GlobalClassroom@suny.edu: I'm sure I'll be fighting with Pat if you're ever going to get relieved. Excellent! Excellent! Alright. So now we are going to move to our

413

01:21:45.836 --> 01:22:00.119
GC-GlobalClassroom@suny.edu: exciting part of the meeting, which is our regulatory discussion related to plma and the public convenience regulations, and I'm going to turn it back to John to

414
01:22:00.592 --> 01:22:19.997
GC-GlobalClassroom@suny.edu: lay the groundwork, and then we'll invite any cab members who want to comment or provide feedback on these. And just so everybody is clear. Lila is going to be taking notes and using the transcript of this meeting to

415
01:22:20.660 --> 01:22:25.869
GC-GlobalClassroom@suny.edu: memorialize what you say about the plma and

416
01:22:26.432 --> 01:22:41.049
GC-GlobalClassroom@suny.edu: public convenience, and then transmit them after letting us review them to the Ccb. So that there will be an actual communication from the cab to the Ccb. So she's gonna be

417
01:22:41.390 --> 01:22:44.730
GC-GlobalClassroom@suny.edu: doing that now and then she'll circulate

418
01:22:44.750 --> 01:22:48.526
GC-GlobalClassroom@suny.edu: to us what she's gonna send before it's actually sent. So.

419
01:22:48.960 --> 01:23:00.060
GC-GlobalClassroom@suny.edu: Joe, I just want to. Maybe I reverse my statement just for the record. Since everything is being transcribed, I think I would like to enter for the record. What a 501 c. 4 is. Yeah, sure.

420
01:23:00.720 --> 01:23:07.900
GC-GlobalClassroom@suny.edu: So this is for Ibro and everyone else. a 5 0. 1 c. 4 is a nonprofit organization as well. The difference is the

421
01:23:08.230 --> 01:23:13.239
GC-GlobalClassroom@suny.edu: the status in terms of their receiving funds that are not tax deductible.

422

01:23:13.320 --> 01:23:31.410
GC-GlobalClassroom@suny.edu: so they receive grants, they receive donations. It's just not directly tax deductible, and oftentimes a 501 c. 4 is a local entity that is, under the umbrella of a national or a state. 501 c. 3. So they operate semi independently, but they are not tax deductible.

423
01:23:32.010 --> 01:23:34.240
GC-GlobalClassroom@suny.edu: That's the only difference. Okay.

424
01:23:34.510 --> 01:23:38.879
Ebro Darden, CAB Member: Well, I think we should add in there that they can also participate in political lobbying.

425
01:23:39.350 --> 01:23:41.369
Ebro Darden, CAB Member: which is why I have a problem with it.

426
01:23:41.370 --> 01:23:43.180
GC-GlobalClassroom@suny.edu: No, no, they can't.

427
01:23:43.180 --> 01:23:43.920
Ebro Darden, CAB Member: Sure about that.

428
01:23:43.920 --> 01:23:46.550
GC-GlobalClassroom@suny.edu: See, I'm absolutely positive about that.

429
01:23:46.550 --> 01:23:46.995
Ebro Darden, CAB Member: Okay.

430
01:23:48.860 --> 01:23:54.070
GC-GlobalClassroom@suny.edu: I think you're thinking of a 5 0, 1 c. 6 that can participate in public lobbying.

431
01:23:54.470 --> 01:23:55.380
Ebro Darden, CAB Member: Okay.

432
01:23:57.080 --> 01:23:58.580
GC-GlobalClassroom@suny.edu: Question from Sam Bear.

433

01:23:59.930 --> 01:24:03.189
GC-GlobalClassroom@suny.edu: All right, John. Question from Sam.

434
01:24:03.310 --> 01:24:05.085
GC-GlobalClassroom@suny.edu: 9 o'clock, yeah. Yeah.

435
01:24:07.970 --> 01:24:15.369
GC-GlobalClassroom@suny.edu: So we'll begin the regulatory discussion with public. Our packaging, labeling, marketing, and advertising regulations.

436
01:24:16.253 --> 01:24:34.020
GC-GlobalClassroom@suny.edu: By way of orienting context. On July 10th the Cannabis Advisory, the Cannabis Control Board approved amendments to packaging labeling marketing and advertising rules which were originally adopted in March 2,023. These amendments, and they are substantial

437
01:24:34.389 --> 01:24:53.620
GC-GlobalClassroom@suny.edu: aim to alleviate the burden on licensees, while maintaining rules that ensure our continued commitments to product safety quality of cannabis products, to informing consumers and to protect against packaging, labeling, marketing, and advertising of cannabis products in a way that would be attractive to individuals under the age of 21.

438
01:24:55.070 --> 01:24:55.660
GC-GlobalClassroom@suny.edu: And

439
01:24:55.860 --> 01:25:03.189
GC-GlobalClassroom@suny.edu: so next slide. Many of the changes that we've made to part 28 of the plma

440
01:25:03.240 --> 01:25:05.049
GC-GlobalClassroom@suny.edu: have been made to clarify the

441
01:25:05.450 --> 01:25:12.359
GC-GlobalClassroom@suny.edu: provisions, codify some of the changes that have been previously only implemented through guidance

442
01:25:12.832 --> 01:25:24.845

GC-GlobalClassroom@suny.edu: and to streamline kind of Ocm operations by reducing things that we've been finding that are common causes of our compliance unit issuing statements of findings

443
01:25:25.880 --> 01:25:36.110
GC-GlobalClassroom@suny.edu: against our licensees when the the things that we're finding as issues really aren't major threats to public health and and safety.

444
01:25:37.050 --> 01:25:43.870
GC-GlobalClassroom@suny.edu: So since the packaging and labeling regulations were 1st adopted. The medical cannabis programs now

445
01:25:44.380 --> 01:25:47.260
GC-GlobalClassroom@suny.edu: point to the new plma.

446
01:25:47.740 --> 01:26:01.809
GC-GlobalClassroom@suny.edu: the new part 128 and so what part of what we're trying to do here is harmonize our rules for pack packaging and labeling between the medical and adult use programs. We're not running to parallel types of regulations.

447
01:26:04.440 --> 01:26:30.200
GC-GlobalClassroom@suny.edu: our revisions also. Reflect changes to the definition of what attractive to individuals under the age of 21 actually means, and it incorporates best practices that we've learned from the tobacco control and the tobacco settlements. So part of what we've done here that I think, is quite meaningful is, we've removed our prohibitions on things like the bright colors. You remember, in our original plma

448
01:26:30.200 --> 01:26:49.490
GC-GlobalClassroom@suny.edu: we required. That the colors be more muted. We had prohibition against kind of neon colors that's gone away. We've also removed things like prohibitions on bubble fonts. We're getting a lot of questions around. Does this qualify as a bubble font versus not, I'm like, we don't need to adjudicate this. It's not improving public health.

449
01:26:49.969 --> 01:26:53.289
GC-GlobalClassroom@suny.edu: And so that's 1 of the proposed changes here.

450
01:26:54.738 --> 01:27:23.090
GC-GlobalClassroom@suny.edu: Another notable change including included in our proposed regulations, are the removals on prohibitions around promotion of price price reductions, discounts, or loyalty programs. This is certainly going to be an important part of the conversation that we have here today. You know part of what led to the consideration of this specific change to the to the plma is part of the feedback that we've been receiving literally since the program launched

451
01:27:23.090 --> 01:27:35.940
GC-GlobalClassroom@suny.edu: of retailers having a lot of trouble managing the inventory or having being challenged in the efficiency with which they can manage the inventory. The the kind of blanket prohibition on on

452
01:27:36.830 --> 01:27:49.700
GC-GlobalClassroom@suny.edu: deals discounts price promotions meant that if you had a slow moving product in your inventory you couldn't just discount that one specific product. So. You know, the amendment regulations

453
01:27:50.240 --> 01:28:04.319
GC-GlobalClassroom@suny.edu: propose a fairly broad latitude for our licensees on how they use deals, discounts and loyalty programs. Certainly a point that we're receiving quite a lot of feedback on. And we will be taking that into consideration

454
01:28:05.440 --> 01:28:26.879
GC-GlobalClassroom@suny.edu: finally and importantly, circling back to our sustainability initiatives. The proposed regulations also include some changes to the rules around the use of single use plastics and set minimum standards for having post consumer recycled material in our packaging.

455
01:28:27.240 --> 01:28:42.720
GC-GlobalClassroom@suny.edu: Why is this important? You know, we're trying to think about how to provide context on the urgency of us starting to get ahead of this. And I've talked about this in other contexts I'll just reiterate. I call it the cannabis equivalent of the keurig cake.

456
01:28:43.477 --> 01:28:54.879

GC-GlobalClassroom@suny.edu: A product that is very efficient, very convenient for consumers to use. Pop it into the brewing machine and then throw it in the trash can. But it's completely unrecycled.

457
01:28:55.334 --> 01:29:14.839
GC-GlobalClassroom@suny.edu: No one yet has found a way to take apart a K cup at least that I've seen recently a K cup separating the plastic from the boil lid from the fiber netting that holds the coffee grounds and dispose of them in a way that that can promote sustainability. So most of the K-cups that we use end up in a landfill.

458
01:29:15.532 --> 01:29:35.639
GC-GlobalClassroom@suny.edu: With cannabis. We're trying to get ahead of these issues. Try and prevent the cannabis equivalent of a cake up problem. And by way of context. I. I ran some numbers yesterday, looking at just how many single Gram single pre-roll tubes we have sold since this market launched.

459
01:29:35.890 --> 01:29:42.809
GC-GlobalClassroom@suny.edu: We've sold over 2 million pre-roll tunes since the market launched 2.5 million

460
01:29:42.900 --> 01:29:46.670
GC-GlobalClassroom@suny.edu: 3 and a half gram cannabis product packages.

461
01:29:47.730 --> 01:29:55.640
GC-GlobalClassroom@suny.edu: We really need to start thinking about how to make our products sustainable. Given that, we are only at 165 stores. So far.

462
01:29:56.500 --> 01:30:23.689
GC-GlobalClassroom@suny.edu: So this is the 1st step. This is not going to happen overnight. Including post recycled materials, is an important part of it. But this is going to be an ongoing effort for us to think about how we can continue to to ensure that consumers have convenient access to these products. But we don't create a post consumer waste stream that really has a very long term impact on on our environment.

463
01:30:24.680 --> 01:30:25.700
GC-GlobalClassroom@suny.edu: So

464
01:30:26.970 --> 01:30:45.360
GC-GlobalClassroom@suny.edu: the the post consumer waste requirement, 25% post consumer material in packaging will be phased in. You'll have 12 months, or up through your renewal period, depending on when you got licensed to. To comply. This Alan will fit into the sustainability plan as one of the elements.

465
01:30:46.228 --> 01:30:53.040
GC-GlobalClassroom@suny.edu: But a a timely moment to remind folks that we are thinking about sustainability very holistically in this market.

466
01:30:55.482 --> 01:30:56.930
GC-GlobalClassroom@suny.edu: Next slide, please.

467
01:30:58.820 --> 01:31:03.970
GC-GlobalClassroom@suny.edu: So the second part of plma specifically relates to marketing and advertising.

468
01:31:04.050 --> 01:31:13.199
GC-GlobalClassroom@suny.edu: and we've made here again some important proposed changes to our marketing and advertising rules.

469
01:31:13.880 --> 01:31:17.320
GC-GlobalClassroom@suny.edu: and part of what has informed our thinking is.

470
01:31:18.210 --> 01:31:32.650
GC-GlobalClassroom@suny.edu: we certainly want to ensure that we we enable our licensed operators to be able to compete against the illicit market, which remains very active, very vibrant in the State of New York, and so inhibiting that competition negatively impacts the growth of the legal market.

471
01:31:33.430 --> 01:31:43.180
GC-GlobalClassroom@suny.edu: So, included in these changes, is, we're proposing revisions to audience audience composition thresholds.

472
01:31:43.516 --> 01:31:55.529
GC-GlobalClassroom@suny.edu: So that digital ads, you can use digital

ads. But those digital ads have to be targeted to audiences that are 21 years or over and be sent on platforms that allow you to do that filter?

473
01:31:56.880 --> 01:32:02.759
GC-GlobalClassroom@suny.edu: We've also said that all other advertisements can be disseminated to audiences.

474
01:32:03.740 --> 01:32:28.560
GC-GlobalClassroom@suny.edu: based on the composition of the State. That is 21 or over. So currently, roughly, 75 and a half percent of the State's population is 21 or over. And so you would be able to advertise in environments where you have a fair degree of certainty that the audience meets that 75% threshold. This makes it much easier for folks to identify where you can advertise because it basically mirrors the general state.

475
01:32:28.560 --> 01:32:39.829
GC-GlobalClassroom@suny.edu: The previous threshold over 90% meant that there are far fewer places where you would be able to do this largely adult only environment. And so this, we think, is going to be really meaningful.

476
01:32:41.994 --> 01:32:43.399
GC-GlobalClassroom@suny.edu: change. Here

477
01:32:43.580 --> 01:33:03.330
GC-GlobalClassroom@suny.edu: we've removed the prohibition, as I've said, on advertising and advertisements that promote price reductions, discounts, customer loyalty programs or coupons. So again, just giving folks a little bit more clarity, a little more flexibility on, on! How you can advertise, and then for our retailers some really meaningful changes on outdoor signage.

478
01:33:03.920 --> 01:33:18.759
GC-GlobalClassroom@suny.edu: You know we've heard from our retailers, particularly folks who might be say on a street way or on an avenue that but that might be a little bit recessed, that if your signs have to be a fixed to your building, it can be quite difficult for folks to see you.

479
01:33:19.410 --> 01:33:38.224
GC-GlobalClassroom@suny.edu: So we proposed a couple of substantial

changes. One is that we've removed the limit on the number of signs you can have that are affixed to your property. 2. We've also given you the option of having up to 3 signs that are not affixed to your property, so you can have

480
01:33:38.580 --> 01:33:40.430
GC-GlobalClassroom@suny.edu: cheese, boards.

481
01:33:40.450 --> 01:34:02.850
GC-GlobalClassroom@suny.edu: sandwich sandwich boards. You can have sandwich boards outside. On your sidewalks. You can have signs, say, on entry rail driveway into into your location, just really trying to facilitate a visibility so that folks can see you as they're driving by.

482
01:34:04.790 --> 01:34:09.359
GC-GlobalClassroom@suny.edu: and I think a final important one is around billboards.

483
01:34:09.430 --> 01:34:16.540
GC-GlobalClassroom@suny.edu: So we know that particularly upstate. Folks have been having trouble being seen, or

484
01:34:16.880 --> 01:34:18.629
GC-GlobalClassroom@suny.edu: I'm having trouble

485
01:34:19.140 --> 01:34:19.860
GC-GlobalClassroom@suny.edu: being

486
01:34:21.330 --> 01:34:46.010
GC-GlobalClassroom@suny.edu: having consumers who are in the area know that these people are in these communities, and particularly given that we are still so early in this we have adjusted or amended our our regulations specifically around billboards that will enable our retailers to use billboards. These are not necessarily advertisements, but they're intended to be informational, allowing the licensees

487
01:34:46.378 --> 01:35:09.590
GC-GlobalClassroom@suny.edu: to have their name. Their logo address, contact, information and directions if needed. Just so that if you're driving down a highway you're going through Beacon. You have a sign there. You can have folks know where you are located. So really trying

to through these proposed regulations, provide an avenue for our our companies across our supply chain

488
01:35:10.000 --> 01:35:34.630
GC-GlobalClassroom@suny.edu: to more readily build brand awareness, engage consumers, build visibility and critically compete meaningfully against the illicit market while continuing to be singularly focused on where our our highest concerns are specifically related to public health and safety. You can't cite Beacon as an example unless you're going to help them get a dispensary. John. Okay, just just saying.

489
01:35:35.950 --> 01:35:45.686
GC-GlobalClassroom@suny.edu: John, we're working on that, too. 2 quick questions for you, one in terms of your signage, your signage, requirements or regulations.

490
01:35:46.220 --> 01:35:49.990
GC-GlobalClassroom@suny.edu: still have to comply with local codes and ordinances. Correct?

491
01:35:50.710 --> 01:35:55.149
GC-GlobalClassroom@suny.edu: Yes. So which takes precedence, local code and ordinance

492
01:35:56.950 --> 01:36:07.299
GC-GlobalClassroom@suny.edu: in terms of projection, lighting illumination, things of that nature. Your local code takes precedence over these regulations. Okay? Second, in terms of sustainability.

493
01:36:07.610 --> 01:36:17.680
GC-GlobalClassroom@suny.edu: Have you been also considering the effects of logistics in your sustainability plans. I mean, it's great to talk about post consumer waste. But what happens to the logistics?

494
01:36:20.570 --> 01:36:23.570
GC-GlobalClassroom@suny.edu: This industry is that part of the construct.

495
01:36:24.190 --> 01:36:26.440
GC-GlobalClassroom@suny.edu: So we haven't

496

01:36:27.160 --> 01:36:35.119
GC-GlobalClassroom@suny.edu: yet build kind of robust regulations specifically around or guidance around the logistics component of out the market.

497
01:36:36.462 --> 01:36:38.989
GC-GlobalClassroom@suny.edu: Certainly the logistics questions

498
01:36:39.110 --> 01:37:07.650
GC-GlobalClassroom@suny.edu: informed our thinking around. You know everything from distribution authorizations. How can we allow product to move most efficiently across the the State? It informed our thinking around things like micro businesses, and and how far apart the producers would be from the retailers. So there was some kind of consideration there around. How to to create structures that facilitate resource efficiency in the supply chain of the market. But we haven't yet kind of dealt

499
01:37:07.650 --> 01:37:22.430
GC-GlobalClassroom@suny.edu: that deeply, specifically into the the kind of provisioning costs, things like fuel rates, fuel costs, transportation costs of the materials being used to supply the industry as

500
01:37:22.470 --> 01:37:29.742
GC-GlobalClassroom@suny.edu: an offset against the saving environmental impact savings from the materials that are being procured. It's certainly

501
01:37:30.460 --> 01:37:54.300
GC-GlobalClassroom@suny.edu: I think we're still early in the process, so I don't want. Don't make it sound like we've kind of foreclosed on that being an avenue for us to look at. I think it's just something that as we see the industry grow and start to better understand. For example, where the new distributors that are being licensed, where in the state they're going to be, how product is moving around the state. Those are things that we want to take into account.

502
01:37:54.648 --> 01:38:02.319
GC-GlobalClassroom@suny.edu: I will give an example of how, though these issues of sustainability inform our thinking, even in the regulations we currently have.

503

01:38:03.260 --> 01:38:10.639
GC-GlobalClassroom@suny.edu: As we were setting up our our delivery regulations the question was, you know, do you require a delivery driver to leave

504
01:38:12.452 --> 01:38:36.629
GC-GlobalClassroom@suny.edu: or to come back to the distribution point or the source point. Every time a package has been delivered. Every time a product has been delivered. And part of the hesitation there was. If you think about in rural or semi rural areas, the amount of traveling that would have to be done to deliver an 8th of cannabis at a time. So we included in there the option for delivery

505
01:38:36.630 --> 01:38:48.700
GC-GlobalClassroom@suny.edu: be able to to leave the the point of origin with more product than has been ordered in the event that additional orders were coming through while you were out, so you wouldn't have to return to base

506
01:38:49.011 --> 01:39:10.219
GC-GlobalClassroom@suny.edu: you know, we are trying to think through things like that, even as we gather more information about how the supply chain in the market works. But it's still early days and and certainly look forward to. I can appreciate that. I I believe that because it is still early days. It's it's good that you're starting to think about these things because you don't want the industry to get too mature, too large to say, Hey.

507
01:39:10.280 --> 01:39:23.320
GC-GlobalClassroom@suny.edu: what kind of a carbon footprint have we created with this logistics animal? Right? So the earlier we start thinking about it and start making suggestions or considerations with with our providers. I think that's better for all of us.

508
01:39:25.050 --> 01:39:47.489
GC-GlobalClassroom@suny.edu: Just kind of a procedural statement as as we talk about these proposed regulations just for everyone's awareness. And I know this sometimes gets lost and everything but these, these are proposed regulations. And so what does that mean? That means that they are not effective. Yet they are not the the, you know, regulations that we will be enforcing right now. That means licensees

509
01:39:47.801 --> 01:40:01.809

GC-GlobalClassroom@suny.edu: cannot flip the switch and start following these regulations. They have to go through the Sapa process, which is the State Administrative and Procedure Act they will be posted to the register. These regulations specifically on on August 28, th which kicks off

510
01:40:01.810 --> 01:40:09.210
GC-GlobalClassroom@suny.edu: a 60 day public comment period after that comment period is done, there'll be a time for the office to assess the public comments.

511
01:40:09.210 --> 01:40:27.858
GC-GlobalClassroom@suny.edu: And then, finally, once those comments have been been weighed, there's the opportunity to make further revisions based on the comments that have been received or received today. And then that could have the Cannabis Control Board vote on the regulations again, which would then go out for another 45 day public comment period.

512
01:40:28.464 --> 01:40:49.199
GC-GlobalClassroom@suny.edu: at which point there'd be another assessment of of public comments, and eventually could or finally be voted on to be made effective. So that's kind of like the the long term trajectory of proposed regulations, and just wanted to to make that clear that you know they're not effective yet. Still gathering the comments, getting the feedback and then trying to trying to make you know the best regulations we can.

513
01:40:49.931 --> 01:41:01.540
GC-GlobalClassroom@suny.edu: Yeah, I are we, John? Are you done with the slides? Are we hopping into kind of the discussion section? Okay on the sustainability part, I guess back to my earlier question, has anyone

514
01:41:01.580 --> 01:41:10.759
GC-GlobalClassroom@suny.edu: sustainability plan been approved yet? Or has the office received plans that they're starting to read. Or we just in the beginning stages that

515
01:41:10.840 --> 01:41:20.309
GC-GlobalClassroom@suny.edu: still in the beginning stages. Okay? Cause, that's the basis of the loyalty program, right? Which a lot of people are kind of waiting for. Okay.

516
01:41:20.460 --> 01:41:27.040
GC-GlobalClassroom@suny.edu: is there like a timeline? Are we asking licenses to submit sustainability plans on their packaging or not? Yet

517
01:41:28.490 --> 01:41:42.849
GC-GlobalClassroom@suny.edu: not yet. So the the sustainability plans will be due at a minimum at the point of license renewal. Okay, so so that's when you've got to have it submitted. But you can submit prior to that.

518
01:41:44.060 --> 01:41:46.160
GC-GlobalClassroom@suny.edu: Okay, got it.

519
01:41:48.000 --> 01:41:51.580
GC-GlobalClassroom@suny.edu: sort of. So how does that relate to the world? So

520
01:41:53.470 --> 01:42:00.650
GC-GlobalClassroom@suny.edu: because that's the precursor? Right? Right? Yeah. The sustainability plan is the precursor to the loyalty program.

521
01:42:01.320 --> 01:42:03.279
GC-GlobalClassroom@suny.edu: the way it's currently read.

522
01:42:04.120 --> 01:42:09.080
GC-GlobalClassroom@suny.edu: Now, the proposed regs change that a little bit. Basically.

523
01:42:09.650 --> 01:42:37.460
GC-GlobalClassroom@suny.edu: So originally, the sustainability program was a precursor to the Loyalty program for the brands. So you were. You were rewarding the brands who use compostable packaging, for example by giving them access to a loyalty program with their customers. Maybe they're taking back the batteries to recycle, so on, so forth. But in these proposed Regs. The Loyalty program expands past the brands having a Loyalty program and into the stores having a loyalty program. So

524
01:42:38.910 --> 01:42:58.609
GC-GlobalClassroom@suny.edu: I guess to your point, Pete, yeah, as a

chicken and egg type situation. Do we now all wait until the loyalty programs begin for the retailers? Or do we accelerate the sustainability program that had originally been put in the Regs around packaging for the brands

525
01:42:59.420 --> 01:43:02.349
GC-GlobalClassroom@suny.edu: is that is that kind of what? Yup, yeah.

526
01:43:03.500 --> 01:43:28.059
GC-GlobalClassroom@suny.edu: Well, so I'll just speak administratively. So the the idea of kind of moving the sustainability plan to the renewal, which is it was a natural touch point when all the licenses are coming back to the office. So it just present presents us the opportunity to to kind of bake that into the renewal. And that way it just becomes a natural like. Did someone do this? Yes, no. Make it part of the the renewal. But I think you you made a great point here that

527
01:43:28.060 --> 01:43:45.479
GC-GlobalClassroom@suny.edu: there needs to be guidance in in something beforehand, tying in the loyalty program into the eventual sustainability program which will get reviewed during during renewal. Yeah, I I think that that's bang on. And this is part of the reason why we get the feedback on the proposed regulations as we're going through the through the process.

528
01:43:45.772 --> 01:44:03.017
GC-GlobalClassroom@suny.edu: Obviously, we we are. We've seen so much interest in the loyalty programs that we don't want to wait until the point of renewal before these programs are are active. And so the kind of the administrative piece is going to be for the office to figure out how to make sure that we are not

529
01:44:04.210 --> 01:44:06.760
GC-GlobalClassroom@suny.edu: kind of precluding people from being able to start

530
01:44:07.347 --> 01:44:24.522
GC-GlobalClassroom@suny.edu: capitalizing on these really valuable programs really as quickly as possible. Once these Regs go into effect. but we, we also don't want to create too much distance between the loyalty programs and the sustainability efforts because we think it helps focus the mind. So

531
01:44:25.820 --> 01:44:28.219
GC-GlobalClassroom@suny.edu: yeah, as Pat said, the the

532
01:44:29.110 --> 01:44:51.339
GC-GlobalClassroom@suny.edu: everyone is going to have to submit their loyalty, the sustainability programs at the time of renewal. So that's kind of the drop dead date, the administrative process by which we would be going from sustainability program, approval to loyalty program activation. That administrative process, I think, will be worked out as we're going through this kind of price consideration.

533
01:44:51.860 --> 01:44:52.650
GC-GlobalClassroom@suny.edu: Okay.

534
01:44:53.600 --> 01:44:54.470
GC-GlobalClassroom@suny.edu: sir.

535
01:44:57.150 --> 01:44:58.059
GC-GlobalClassroom@suny.edu: we'll come back to you.

536
01:44:58.610 --> 01:45:11.404
GC-GlobalClassroom@suny.edu: Oh, are you done. No, I mean, I got a bunch more. No, no, no, you you trust me. Okay. Okay. So the public health voice in the room is this on. I don't know.

537
01:45:11.860 --> 01:45:12.960
GC-GlobalClassroom@suny.edu: so

538
01:45:14.030 --> 01:45:20.530
GC-GlobalClassroom@suny.edu: I think a lot of good work has been done around enforcement and that's exciting. But

539
01:45:20.580 --> 01:45:26.370
GC-GlobalClassroom@suny.edu: we are literally with the proliferation of the illicit market in a public health crisis.

540
01:45:26.380 --> 01:45:48.959
GC-GlobalClassroom@suny.edu: This I you know, I'd be interested to know what's happening when we're shutting down or locking up some of these stores from an enforcement perspective. What is happening? What

are we seeing? Because what we see in our communities? And I hear this from local health departments all the time is that these businesses are just reopening under New Llcs.

541
01:45:49.379 --> 01:46:01.599
GC-GlobalClassroom@suny.edu: And I think there's a lot of overlap between the tobacco control piece, and the and the flavored bait piece of what my members are doing and charged with, and what's happening with the cannabis enforced

542
01:46:01.960 --> 01:46:25.449
GC-GlobalClassroom@suny.edu: there. These stores are all selling the same products right? So there's there's overlap there. And I I suspect that even though we're doing some good work in enforcement and congrats on that we need to take a closer look at at what's actually happening. And so, you know, I I respect very much supporting the the legal market and those that are doing this good work. But I'm getting just a little

543
01:46:25.450 --> 01:46:33.350
GC-GlobalClassroom@suny.edu: nervous to hear. We're trying to adapt to the fact that we have this illicit market, that is.

544
01:46:33.350 --> 01:46:47.789
GC-GlobalClassroom@suny.edu: you know, threatening public health. And so we're changing regulations based on that. So when I hear things like you know, price reduction instruments, coupon programs. And seeing that proposed in Regs

545
01:46:47.840 --> 01:47:15.590
GC-GlobalClassroom@suny.edu: are, are we implementing that to help? You know, the legal market thrive because of the illicit market. And can our focus more so be on shuttering and taking care of this illicit market? Because, you know, we've learned a lot of lessons from tobacco control and and public health law in terms of price reduction instruments, make these products more accessible to younger populations and more vulnerable populations.

546
01:47:16.160 --> 01:47:20.719
GC-GlobalClassroom@suny.edu: So it it's very concerning from my perspective

547
01:47:21.151 --> 01:47:25.970

GC-GlobalClassroom@suny.edu: to to hear proposals like that. But I also want to say

548
01:47:26.020 --> 01:47:50.150
GC-GlobalClassroom@suny.edu: Th, there are some good, you know, I review the Reds. There are some good suggestions here. So you know, I I just wanna caution. And I I know I heard you say public health several times that public health needs to be considered here. Now, I'm not seeing any you know, prevention programs or money going from the revenue of this going into public health programming, going to public health

549
01:47:50.190 --> 01:48:01.929
GC-GlobalClassroom@suny.edu: community workers that are employed to work with communities and make sure these communities are ready for these types of regulatory changes. So those are just my thoughts.

550
01:48:03.876 --> 01:48:26.863
GC-GlobalClassroom@suny.edu: Yes, if I might just respond quickly to that excellent points, and maybe I'd think about it in a couple of different ways, maybe 3 different points here. So first, st specifically on kind of what the animating reasons were for these proposed changes in regulations. Almost from day one. Our licensees have been asking for much of this.

551
01:48:27.543 --> 01:48:40.449
GC-GlobalClassroom@suny.edu: You know, we were hearing real challenges from people who I remember. In one case their storefront was a little bit recessed off of the main sidewalk, and the signs affix to the property just made them invisible. Couldn't couldn't be seen

552
01:48:41.799 --> 01:48:56.790
GC-GlobalClassroom@suny.edu: in in other cases, you know, in Albany we've got signs directing people to dispense billboards that are directing people to dispensaries in Massachusetts, but our folks aren't able to to leverage billboards. So

553
01:48:57.470 --> 01:49:22.389
GC-GlobalClassroom@suny.edu: the bulk of this was being driven by and animated by kind of feedback. We were getting from our licensees, based on the limitations that they were experienced, based on on our initial round of regulations. And with plma, specifically, we did what we tell consumers. We started low and go slow. You know, we we wanted how this was gonna play out, because, candidly, having traveled to a

lot of other regulated jurisdictions.

554
01:49:22.490 --> 01:49:30.129
GC-GlobalClassroom@suny.edu: I'm not sure anyone in the State had interest in having kind of bright neon cannabis infused vape billboards as you're driving down the highway.

555
01:49:30.410 --> 01:49:54.509
GC-GlobalClassroom@suny.edu: You know we we have seen what hyper progressive markets with their cannabis regulations look like, and I think there's real concern that we didn't want to end up there. So I think this is a kind of an an attempt at a more measured approach based on the feedback that we've been getting that was principally animated by the feedback we're getting from our licensees, but which had the attendant benefit of enabling our legal market to compete more efficiently against the unregulated market

556
01:49:54.990 --> 01:50:24.900
GC-GlobalClassroom@suny.edu: on the enforcement front. I will say, you know just a massive shout out to both the the State Task Force, which includes Ocm, the Department of Tax and Finance, and other partners, as well as to the Nypd. Our partners of the city who have collectively closed nearly a thousand dispensaries to date. You know, for folks who never thought this day was coming. It's been a massive, massive dent and particularly the prioritization of the illicit operators near our legal dispensaries.

557
01:50:25.199 --> 01:50:43.490
GC-GlobalClassroom@suny.edu: You know, we we've had while on average down State for operators who've been open for more than 12 weeks. We've seen a hundred percent increase. There's some stores I was looking at that have seen 3, 4, 500% increase in sales over the last 12 weeks. So really meaningful impact by by shuttering these stores.

558
01:50:44.820 --> 01:51:10.229
GC-GlobalClassroom@suny.edu: we certainly hear the the or what has been driving this for many of us is the real public health issues that we're seeing kids in school uniforms walking to these stores and walking up with products that they shouldn't. They shouldn't have significant mislabeling of what is in these stores with with from origins unknown with contents undeclared.

559
01:51:10.820 --> 01:51:38.690
GC-GlobalClassroom@suny.edu: So you know I I don't want to suggest

that these very substantial plma changes were motivated by us trying to make the legal market more competitive. I think that is a attendant benefit, but not an animating reason for it. But we do think that as we are seeing these types of rules go go into play or being proposed. The opportunity to raise consumer awareness about the legal alternative.

560
01:51:39.193 --> 01:51:42.969
GC-GlobalClassroom@suny.edu: And much of the cannabis research has shown that you know

561
01:51:43.170 --> 01:52:00.800
GC-GlobalClassroom@suny.edu: the price between the illicit market and the legal market doesn't need to be a parity. It just needs to be close enough that consumers will value the attendant benefits of being able to order online, going to a good store into well managed, well designed store with well trained buck tenders, large selection of products. And and so

562
01:52:03.230 --> 01:52:30.640
GC-GlobalClassroom@suny.edu: there's so much value being created by the legal market. That these tools will help the legal market be more visible. Help our brands be, give a little bit more flexibility in how they run their businesses, and enable us to compete more effectively. I I think there absolutely has to be a balance, and I respect and appreciate that I'm less concerned about billboards and colors than I am about

563
01:52:30.987 --> 01:52:44.549
GC-GlobalClassroom@suny.edu: coupons and price reduction instruments. And I suggest we take a closer look at that and see what the public health implications are. There? Well, that's and and that's exactly what I was gonna say before is the discount.

564
01:52:45.540 --> 01:53:14.209
GC-GlobalClassroom@suny.edu: The discount program here, as written, is very broad, and I think we I've been getting a lot of questions both from the supply chain side and a lot of retailers about whether there's gonna be boundaries on the program and who's responsible for paying for those discounts? I think it's not super clear whether these fall on the retailer or the supply chain. I think there's been some instances in other States where you do the buy one get one

565
01:53:14.210 --> 01:53:26.529

GC-GlobalClassroom@suny.edu: freeze. And what happens is the suppliers are using it as a form of marketing. And so they're just dumping a lot of product on the retailers, and they're saying, Give out a free vape for everyone that somebody else buys.

566
01:53:26.530 --> 01:53:43.579
GC-GlobalClassroom@suny.edu: And so you begin to put on significant downward pressure on these stores, that with 2 ade. And and not being able to deduct the cost of goods, their margins are already pretty slim. So once you do the downward price pressure, like we've been seeing in other States.

567
01:53:43.920 --> 01:53:59.079
GC-GlobalClassroom@suny.edu: you know, they're gonna have a hard time staying open. In reality, you know, even though the market's growing, but it's it's going to, you know, we want to prevent them from having really really small margins. And so I think that's part of

568
01:53:59.080 --> 01:54:02.270
GC-GlobalClassroom@suny.edu: the Regs as they are proposed, is the

569
01:54:02.500 --> 01:54:20.440
GC-GlobalClassroom@suny.edu: the broad language on the discounts. Whether there's a cap to discounts, whether and and who's responsible, and how that looks and I know we're still waiting on some track and trace stuff, and I know the office is still waiting on a lot of more staff or enforcement and compliance. So like hopefully, once that comes into play, this won't be such

570
01:54:20.660 --> 01:54:44.275
GC-GlobalClassroom@suny.edu: a potential issue. But I I think right now, yeah, we've I've also heard a lot of concern from both the supply chain and the retailers on the discount program. You know, outside of the public health thing. Yeah, I would just second that. I think in general licenses in the market is really good about adhering to language, that's clear. And

571
01:54:45.520 --> 01:54:52.419
GC-GlobalClassroom@suny.edu: there's it's it's just explicit, and you want to turn on your mic.

572
01:54:52.520 --> 01:55:21.689
GC-GlobalClassroom@suny.edu: It's just explicit. And and in a new

emerging market it's something that's needed. So I think the clarity among that language is important. So if the intent of the language is to help people move product that, you know, is within the last 3 months of expiration, or whatever whatever the issue might be at hand. I think we need to go back to the intent and then draft the language that makes it clear of of what the intent of the discount is.

573
01:55:21.690 --> 01:55:35.820
GC-GlobalClassroom@suny.edu: so that if it's again moving product, let's let's figure out that mechanism and make it clear. So both parties throughout the supply chain in the in the retail side know exactly what their limitations are.

574
01:55:36.100 --> 01:55:39.880
GC-GlobalClassroom@suny.edu: because right now it's it's seemingly a free for all the way it's worded.

575
01:55:40.030 --> 01:55:58.880
GC-GlobalClassroom@suny.edu: No look we've received feedback on a lot of things, I think. Discounts was probably one of the most animated things of feedback that we've we've received. And to a certain extent I actually really appreciate that. That's what this process is is designed for. So

576
01:55:58.910 --> 01:56:09.020
GC-GlobalClassroom@suny.edu: I'll begin by restressing for our licensees. These rules are not in effect yet. So if compliance shows up and you're doing this stuff, you will have a savings finding issued against you.

577
01:56:09.100 --> 01:56:22.339
GC-GlobalClassroom@suny.edu: 2. This is the reason why, you know, we have the public comment period that why we we rely on the expertise and insights of the subject matter. Experts on on the cab

578
01:56:22.850 --> 01:56:23.750
GC-GlobalClassroom@suny.edu: is

579
01:56:24.880 --> 01:56:48.339
GC-GlobalClassroom@suny.edu: We've been hearing table pounding. We want discounts. We want discounts. We want discounts. We're like, okay, let's see what that looks like. And no, we don't want those kinds of discounts. Okay, perfect. Let's fine, too. I I hope that if

nothing else, what this exercise shows is the office is a learning organization. We're receptive to the feedback. We are watching very deeply what's happening in the market as it grows.

580
01:56:48.340 --> 01:57:01.220
GC-GlobalClassroom@suny.edu: and trying to iterate how we we refine our regulations to ensure that we can drive as optimal outcomes as as can be achieved under the circumstances. So

581
01:57:02.357 --> 01:57:08.051
GC-GlobalClassroom@suny.edu: We'll certainly be kind of taking in the feedback that we're getting on this and continue to to to work on this.

582
01:57:08.617 --> 01:57:31.999
GC-GlobalClassroom@suny.edu: Broadly. I think we've received. We've seen pretty strong support for most of the provisions in here. The discount seem to be the most animating one. And so I'm sure we'll be going through several a couple of rounds of revisions here as we as we fine tune this but we certainly welcome the feedback and have appreciated the the balance that the market is seeking to achieve. With these proposals

583
01:57:33.170 --> 01:57:42.735
GC-GlobalClassroom@suny.edu: just wanna say a couple of things, and then Alan may have more but as as the person who

584
01:57:43.830 --> 01:57:48.569
GC-GlobalClassroom@suny.edu: represented the State of New York and its litigation against the tobacco industry, and was

585
01:57:50.620 --> 01:58:15.530
GC-GlobalClassroom@suny.edu: took 6 months off from my private practice to actually remove the tobacco bill ports around the State. You know. I I think we have to be very careful with the with the billboards. I I think they have a role. And obviously, you know, we want retailers who can't be found to have some help. And also.

586
01:58:15.590 --> 01:58:19.259
GC-GlobalClassroom@suny.edu: you know, it's not right that you're driving on.

587

01:58:19.440 --> 01:58:31.554
GC-GlobalClassroom@suny.edu: I 90 in Massachusetts, seeing billboard after billboard, and you're driving into New York and still seeing some, maybe, and then our our dispensaries can't use them. But,

588
01:58:32.420 --> 01:58:50.990
GC-GlobalClassroom@suny.edu: You know, there's a long history of tobacco billboards being targeted in communities that. We're trying to help now. And I just think we have to be super careful about how many and how they're utilized and what's on them. And I do want to say that I think

589
01:58:51.396 --> 01:58:56.899
GC-GlobalClassroom@suny.edu: I've seen some some things, and I don't want to disparage any of our current

590
01:58:56.980 --> 01:59:11.750
GC-GlobalClassroom@suny.edu: licenses. But you know there, there are some of them that have been approved, whose names and Logos are scarily close to children's television and cartoons and other things. And

591
01:59:11.790 --> 01:59:31.139
GC-GlobalClassroom@suny.edu: you know there's 1 in particular that has a pretty high profile. I don't want to name them because I don't. I don't want to say anything disparaging. But you know, as soon as I saw it within 10 seconds, I said, this looks to me like a children's television program. And somehow it got approved.

592
01:59:31.474 --> 01:59:38.480
GC-GlobalClassroom@suny.edu: And I I don't know what the mechanism is to look at that. But I just think we have to be really careful.

593
01:59:38.969 --> 01:59:48.709
GC-GlobalClassroom@suny.edu: As we're making these changes, and to sort of under underline Sarah's point, you know, there's a balance here, but I'm hoping that some point.

594
01:59:48.780 --> 01:59:53.329
GC-GlobalClassroom@suny.edu: some of those decisions will be looked at, and maybe some changes can be made.

595

01:59:53.795 --> 02:00:04.760
GC-GlobalClassroom@suny.edu: So it can't be used as an example going forward. Or you know, I I know it's not ill intentioned. But I think we have to be really careful.

596
02:00:05.290 --> 02:00:24.350
GC-GlobalClassroom@suny.edu: Yeah, Alan, yeah. And and I was, gonna say, that kind of gets to my next question, probably a really brief one. I know as the subcommittee for industry and markets we've been talking about brand licensing for quite some time specifically to prevent what Chair Bellic is talking about, because

597
02:00:24.350 --> 02:00:39.733
GC-GlobalClassroom@suny.edu: if they're not licensed in the State, but they're being sold through another processor manufacturer is really hard to hold them accountable. And so one of the things that are in your proposed regs is this idea of a brand representative

598
02:00:40.730 --> 02:00:53.800
GC-GlobalClassroom@suny.edu: I was. I'm not clear on what that intends to be, but because there's some language that's saying that the office wants to capture activity from these individuals who have been operating in the market. So is that.

599
02:00:54.120 --> 02:01:12.080
GC-GlobalClassroom@suny.edu: are we talking about a similar thing where there might be a brand in a store who has a representative that is tabling or doing education that potentially might be out of compliance. And you're trying to figure out what that is or who that is, or am I reading this differently than it was written?

600
02:01:12.580 --> 02:01:18.242
GC-GlobalClassroom@suny.edu: Yeah, I think that I think that's exactly right, is is so you know the

601
02:01:20.170 --> 02:01:47.930
GC-GlobalClassroom@suny.edu: part of what we're trying to do is provide a framework for these activities to happen as long as we. But it happened in a compliant way. So the brand license is an important way for us to capture folks who may not necessarily be doing the manufacturing in state, but who are who have the products on the shelves. The brand representative is essentially that the the folks who are kind of the street teams for these, for these entities. That. Who's

602
02:01:47.930 --> 02:01:54.124
GC-GlobalClassroom@suny.edu: kind of behaviors and activities. We just want to make sure that that we've created some some guardrails around?

603
02:01:55.390 --> 02:02:20.159
GC-GlobalClassroom@suny.edu: so a little bit. But I mean, are you gonna like, have brand representatives like register like, how will you capture activity from them? Which is what's written in the Regs about what they're doing, because right now, like tabling is one of those things that it's not explicitly prohibited in Regs anywhere or in statute. But it's prohibited in like 2 or 3 different guidance documents, and it's

604
02:02:20.250 --> 02:02:37.429
GC-GlobalClassroom@suny.edu: prohibited, I know, in both the welcome packet on the retailers and the welcome packet on the processors and the manufacturers. But it is still occurring a lot in the stores. But it's non statute. It's not a Reg, so it's only in guidance. So I'm just curious, like. I guess, maybe Pat, from an operations.

605
02:02:37.600 --> 02:02:45.359
GC-GlobalClassroom@suny.edu: perspective or compliance perspective. Now that it's happening and we are acknowledging brand reps are in stores.

606
02:02:45.390 --> 02:02:48.680
GC-GlobalClassroom@suny.edu: What does that look like the way these Regs are written.

607
02:02:48.790 --> 02:03:08.810
GC-GlobalClassroom@suny.edu: Yeah. E, exactly. You kind of hit the nail on the head. And so when we 1st wrote Part 1, 28 and 1 29 it it talked about. You know, media print. So online, covering more of what you think of colloquially when you think of an advertisement. But, as we all know now, especially after 2 years of of having this market running.

608
02:03:08.810 --> 02:03:28.240
GC-GlobalClassroom@suny.edu: a a lot of this is coming through brand representatives who are showing up at dispensaries. Different events in, in, just in a lot of different areas in in the community. And so this was really an attempt to tie some of the provisions that went out

in the general regulations related to like retail advertising specialties

609
02:03:28.570 --> 02:03:55.879
GC-GlobalClassroom@suny.edu: and kind of stuff that retailers can accept from those brand licenses with our packaging and labeling and advertising regulations so they they kind of speak the same language. There might be some more detail that's needed to outline what? Just explicitly to your your point, Pete, what these band brand representatives can and can't do when you're crossing the line when you're not crossing the line. And I think think that's a perfect opportunity to address in comments.

610
02:03:55.920 --> 02:04:12.570
GC-GlobalClassroom@suny.edu: Okay? And then, so we can address those in comments as a cab, and as whoever as an industry or the public. But then you you'll be rewriting them, I guess, if they were to come out for another public comment period. And it's kind of what you were saying is the process. Okay, cool.

611
02:04:12.850 --> 02:04:23.900
GC-GlobalClassroom@suny.edu: So 60 day public comment period, we review. We incorporate the edits, and then we'll put it out for at least another round of 45 day. Public comment.

612
02:04:24.070 --> 02:04:25.699
GC-GlobalClassroom@suny.edu: Alright, that was my last one.

613
02:04:25.780 --> 02:04:26.980
GC-GlobalClassroom@suny.edu: Goodbye.

614
02:04:27.290 --> 02:04:31.210
GC-GlobalClassroom@suny.edu: Alright. Anybody else have any other

615
02:04:31.600 --> 02:04:40.990
GC-GlobalClassroom@suny.edu: comments any other cab members have any other comments about the plma regulations that they'd like to make at this time.

616
02:04:43.510 --> 02:04:46.876
GC-GlobalClassroom@suny.edu: Alright, we're gonna move

617
02:04:47.580 --> 02:04:49.373
GC-GlobalClassroom@suny.edu: to the

618
02:04:50.410 --> 02:04:51.959
GC-GlobalClassroom@suny.edu: public convenience.

619
02:04:52.725 --> 02:04:54.870
GC-GlobalClassroom@suny.edu: Regulations. I do

620
02:04:54.910 --> 02:05:04.014
GC-GlobalClassroom@suny.edu: just want to say, cause I never miss an opportunity. I hope that everybody listening to this discussion,

621
02:05:05.180 --> 02:05:29.089
GC-GlobalClassroom@suny.edu: got a good sense and an underscore of the role that the cab can play, and the and the deep level of knowledge that, you know, everybody on the cab brings from their own perspective in the industry, and we appreciate so much being given this opportunity. So with John. I'm going to turn it back to you for public convenience.

622
02:05:29.490 --> 02:05:30.843
GC-GlobalClassroom@suny.edu: Thank you.

623
02:05:31.960 --> 02:05:38.999
GC-GlobalClassroom@suny.edu: So the second big regulatory proposal we're going to be discussing today is public convenience and advantage.

624
02:05:39.640 --> 02:05:47.189
GC-GlobalClassroom@suny.edu: And so, by way of context. On August 6, th the Cannabis Control Board approved regulations for public convenience and advantage.

625
02:05:47.751 --> 02:05:58.978
GC-GlobalClassroom@suny.edu: These regulations were designed to provide a more comprehensive and flexible evaluation process for licensing decisions potentially align for more nuanced con consideration of

626

02:05:59.510 --> 02:06:08.379
GC-GlobalClassroom@suny.edu: factors beyond the strict distance requirements, as was previously the limitation. In the initial version of these regulations.

627
02:06:09.080 --> 02:06:19.400
GC-GlobalClassroom@suny.edu: changes to these regulations were needed to help clarify the public convenience and advantage process and to give the Board more flexibility to adapt the process in response to changing market conditions.

628
02:06:19.750 --> 02:06:39.630
GC-GlobalClassroom@suny.edu: So the previous regulations were problematic because they didn't specify who could request a public convenience and advantage waiver. Nor did they include and included criteria that were also already factored into the public interest, standard into whether or not to consider. Granting this waiver. In the 1st place.

629
02:06:40.490 --> 02:07:09.700
GC-GlobalClassroom@suny.edu: so ostensibly, we're using the term public interest in its definition, which legally and technically is problematic. So, including the same criteria, poses operational challenges for the office and the new amendments remove the redundant criteria from the regulations. Granting the Board more discretion to issue criteria, to determine what public convenience and advantage is, what the waiver process should look like, and adapt that to reflect prevailing market conditions.

630
02:07:09.750 --> 02:07:20.260
GC-GlobalClassroom@suny.edu: In essence the changes are designed to provide a more comprehensive and flexible evaluation process for licensing decisions potentially align for more nuanced consideration

631
02:07:20.620 --> 02:07:27.350
GC-GlobalClassroom@suny.edu: of factors beyond just the distance requirements, as was previously the limitation in these regulations.

632
02:07:27.860 --> 02:07:52.530
GC-GlobalClassroom@suny.edu: as New York's cannabis industry continues to grow and evolve, new licenses are issued, and further enforcement actions taken, the office will need to ensure that there that there are additional criteria that can be set in guidance to allow for evaluation of additional requests from our licensees from our

stakeholders for public means and advantage, based on the latest regulatory factors and the existing market dynamics.

633
02:07:54.070 --> 02:07:58.900
GC-GlobalClassroom@suny.edu: So one important point about public convenience and advantage is

634
02:07:59.220 --> 02:08:02.760
GC-GlobalClassroom@suny.edu: it? It does not apply to properties that do not

635
02:08:03.050 --> 02:08:20.550
GC-GlobalClassroom@suny.edu: meet the existing standards for distances from schools, houses of worship, or public youth facilities. So you still have to meet those minimum requirements. The consideration for public convenience and advantage would be critically just around distances from license established establishments.

636
02:08:21.580 --> 02:08:22.555
GC-GlobalClassroom@suny.edu: So

637
02:08:23.610 --> 02:08:25.140
GC-GlobalClassroom@suny.edu: so what does Pca mean?

638
02:08:25.300 --> 02:08:34.999
GC-GlobalClassroom@suny.edu: All adult use? Retail licenses and micro businesses with retail premises must adhere to the distances, distance requirements in the regulations.

639
02:08:35.280 --> 02:08:47.129
GC-GlobalClassroom@suny.edu: in a municipality where the population is over 20,000, there's a thousand foot minimum distance between proposed licensed premises

640
02:08:47.590 --> 02:08:54.190
GC-GlobalClassroom@suny.edu: in municipalities where you have a population of less than 20,000. There's a 2,000 foot radius requirement.

641
02:08:55.380 --> 02:09:19.849
GC-GlobalClassroom@suny.edu: so public convenience and advantage

requests will enable provisional licensees whose proposed locations have been rejected due to its proximity to another retailer the ability to grant to apply to the Board for a waiver that would enable that licensee to operate in that location based on this issue of public convenience and advantage.

642
02:09:21.040 --> 02:09:26.510
GC-GlobalClassroom@suny.edu: So on the next slide, we'll show some of the criteria that that we are considering

643
02:09:27.450 --> 02:09:33.250
GC-GlobalClassroom@suny.edu: as potential evaluation criteria for discussion.

644
02:09:33.290 --> 02:09:49.300
GC-GlobalClassroom@suny.edu: So we already have the radius distance, the 1,000 foot, 2,000 foot radius as a consideration, we could also potentially look at the distance between locations based on on pedestrian or hard travel?

645
02:09:50.966 --> 02:10:12.310
GC-GlobalClassroom@suny.edu: another potential issue to to look at would be, how many locations are you conflicting with? So are you trying to add a location in a jurisdiction or in a market that the new proposed location would overlap with 5 existing retailers? Or are you only competing with one retailer, one micro business?

646
02:10:13.610 --> 02:10:29.889
GC-GlobalClassroom@suny.edu: 3. You know, we could potentially look at municipal engagement as a criteria here. So at least at a minimum, notifying the municipality that you intend to locate a business in within the proposed

647
02:10:30.350 --> 02:10:35.160
GC-GlobalClassroom@suny.edu: or within the minimum distance requirements of the 1,000 foot or 2,000 foot view.

648
02:10:36.160 --> 02:10:49.319
GC-GlobalClassroom@suny.edu: Other considerations. Population of the jurisdiction in which this is being where the proposed business might operate, and specifically not just population density, but the retail density based on that population.

649
02:10:50.220 --> 02:11:07.839
GC-GlobalClassroom@suny.edu: How many illicit dispensaries are operating in that jurisdiction! What does that tell us about the level of demand in the market. And and how close are those unlicensed dispensaries, both that are operating and that have been padlocked? How close are, then, are they to the proposed location.

650
02:11:08.080 --> 02:11:13.142
GC-GlobalClassroom@suny.edu: and then another one, that what's the what's the import of that? To the consideration

651
02:11:13.790 --> 02:11:30.270
GC-GlobalClassroom@suny.edu: so given that we have been seeing such a significant lift in retail performance in locations where there's been a high illicit market saturation, and we shut those illicit stores down

652
02:11:31.248 --> 02:11:58.110
GC-GlobalClassroom@suny.edu: part of what? The the kind of understanding, the density, the saturation of illicit operators. I think it's a it could potentially serve as an indicator for level of demand in the market and based on the data that we've collected so far, how much lift we would expect to see once we're able to go in and padlock those locations. Okay, but not a reason not to put, not a reason not to and these again, just points for discussion, for deliberation, as we think about the Pca criteria.

653
02:11:58.880 --> 02:12:02.250
GC-GlobalClassroom@suny.edu: And then another important one. You know, we've

654
02:12:04.250 --> 02:12:08.470
GC-GlobalClassroom@suny.edu: approach in our current regulations. These radii is

655
02:12:09.235 --> 02:12:27.449
GC-GlobalClassroom@suny.edu: being strict standards. But this there wasn't consideration of, say things that might be physical barriers that actually create true separation between the proposed locations in a way that meaningfully means they're serving 2 different audiences. So do you have a major highway, or you across the river? Do you? Have you have to, you know.

656
02:12:27.650 --> 02:12:57.370
GC-GlobalClassroom@suny.edu: cross a bridge. That means you're driving 10 miles round distance to get between these 2 locations, which essentially most consumers wouldn't do. Are there other kind of physical barriers, geographic or or topographic structures that would create sufficient separation to to essentially have these businesses be serving 2 different audiences that could potentially be one of the criteria that we consider here. I I I would like to offer suggestion. Just because I always think it's

657
02:12:57.390 --> 02:13:13.240
GC-GlobalClassroom@suny.edu: so important that we be transparent. And this is not a criticism, because this, as we all know, we're trying to get this off the ground. And but you know there there have been a number of folks who've been told

658
02:13:13.260 --> 02:13:31.349
GC-GlobalClassroom@suny.edu: that they had proximity protection, and then told someone else was getting it instead of them. And I do think that should be part of the criteria for for evaluating, because, you know, some of these folks spent money after being told they had proximity, protection on rent

659
02:13:31.440 --> 02:13:45.960
GC-GlobalClassroom@suny.edu: and other things. And you know, I'm not saying that the ultimate decisions were right or wrong, but I do think reliance on what we're telling people is an important criteria to look at. So as

660
02:13:46.050 --> 02:13:51.870
GC-GlobalClassroom@suny.edu: as you're considering these, I think that might want to be one that we add to the list.

661
02:14:00.120 --> 02:14:14.409
GC-GlobalClassroom@suny.edu: I have some thoughts here. This is another one that we're really public health comes into play. You know, the density of retail establishments is directly correlated with a number of hospital

662
02:14:15.110 --> 02:14:34.169
GC-GlobalClassroom@suny.edu: maybe unintentional hospital admissions related to cannabis studies have shown that. We also see that in the tobacco industry, although 2 very different industries. It's something

that we need to think about. We want to make sure we're not creating unintended, disadvantaged communities by

663
02:14:34.530 --> 02:14:58.310
GC-GlobalClassroom@suny.edu: over over populating or over licensing in in a small area. We also need to think about the communities. Right? Are the communities prepared for that? Do we have the appropriate prevention programs put into place in communities. No, we don't. The illicit market is a real thing. And we have to realize that if we even if we're setting up legal market licenses

664
02:14:58.739 --> 02:15:21.120
GC-GlobalClassroom@suny.edu: within close proximity to in one another. The illicit market is still there, and so we're going to have even more. And and so does the community have prevention programs. Does the community have access to healthcare services? Does the community have a hospital? You know I'm I'm thinking about upstate rural communities. They may not be prepared for the influx of this.

665
02:15:21.120 --> 02:15:47.366
GC-GlobalClassroom@suny.edu: What are the socioeconomic, you know, factors contributing to the the community that we're looking at these waivers where I think you know, maybe even conducting some kind of health equity impact assessment for each of the waivers. Perhaps a heavy lift. But you know certainly something that I think from a public public health perspective is super important.

666
02:15:50.450 --> 02:15:51.560
GC-GlobalClassroom@suny.edu: and

667
02:15:52.251 --> 02:15:58.939
GC-GlobalClassroom@suny.edu: you know, maybe maybe including, you know, a look at you know the crime index of the community.

668
02:15:59.387 --> 02:16:13.569
GC-GlobalClassroom@suny.edu: But there's nothing, nothing up here on this checklist that's health related, and I just want to flag that as something that I think is super valuable and important. Here again, I I think the way having a waiver process makes sense.

669
02:16:14.361 --> 02:16:22.240
GC-GlobalClassroom@suny.edu: That's that's all good. But we want to make sure that we're also protecting the health of the community and

and the constituents living in in that community.

670
02:16:22.260 --> 02:16:36.625
GC-GlobalClassroom@suny.edu: I think you made a great comment, but I also think that can go into the expansion of the medical program and the the new medical organizations that are coming on board the new Ros that are invested in health, equity and

671
02:16:37.247 --> 02:16:42.659
GC-GlobalClassroom@suny.edu: and and social equity as well. So we can probably talk about that another time. But I think that was addressed

672
02:16:42.730 --> 02:16:50.319
GC-GlobalClassroom@suny.edu: with the new medical ro applications. Being in medically underserved areas supporting patients with medical cannabis

673
02:16:50.330 --> 02:16:54.759
GC-GlobalClassroom@suny.edu: education of the community from a public health perspective as well.

674
02:16:56.700 --> 02:17:22.991
GC-GlobalClassroom@suny.edu: maybe just kind of 2 broad points as as we think about this, this is obviously still very much in development. But I, I think, points very, very well made, and at a macro level. I would say that I don't think the intent here is to create green zones. I think we've you know, this is something we've been discussing for a very long time. And we've seen the impact that it has not just on communities, but on the businesses themselves. So so this is certainly something that we want to approach.

675
02:17:24.080 --> 02:17:28.539
GC-GlobalClassroom@suny.edu: in a very intentional and and careful way.

676
02:17:31.080 --> 02:17:35.815
GC-GlobalClassroom@suny.edu: And, too, I think the the concerns specifically around kind of the the

677
02:17:36.260 --> 02:17:40.179
GC-GlobalClassroom@suny.edu: potential public health implications. Obviously, we're going to be

678
02:17:40.750 --> 02:17:59.649
GC-GlobalClassroom@suny.edu: taking in and analyzing all of as much data as we can get from every vector, that we can to inform our evaluation process here, but certainly remains a robust set of requirements still to to flesh out and build out, as we try to get this thing on the ground.

679
02:18:00.462 --> 02:18:06.110
GC-GlobalClassroom@suny.edu: not drawing the parallels to the packaging and labeling Regs we just talked about. But it really is, you know.

680
02:18:06.110 --> 02:18:12.330
GC-GlobalClassroom@suny.edu: I think, that the start low, go slow. Model applies again in this situation, as it does in a lot of cannabis situations of

681
02:18:12.590 --> 02:18:36.459
GC-GlobalClassroom@suny.edu: you know, th. This concept was already contemplated in the Regs and in the law. The Board can consider this public convenience and advantage, but doing so in a very measured approach, that is, is, taking great care, especially in the beginning, as the market is growing. I, I think, just makes makes a lot of sense. I, you know, 10 years down the line. This might not even be a huge, huge conversation. And it's kind of more about the market kind of decides this type of thing.

682
02:18:36.459 --> 02:18:47.889
GC-GlobalClassroom@suny.edu: But right now we really are at at a interesting point of where all these people are out there starting up their new businesses. And taking a measured approach is is probably the the smart policy move starting out.

683
02:18:48.309 --> 02:19:00.329
GC-GlobalClassroom@suny.edu: And so I think a really important point that I'd like to build on. From what Pat made. Pat made a really important point that I want to build on. So in in the board

684
02:19:01.740 --> 02:19:03.250
GC-GlobalClassroom@suny.edu: voted

685

02:19:03.490 --> 02:19:20.600
GC-GlobalClassroom@suny.edu: 2 weeks ago, with the proposed kind of change to the Pca. And the removal of the requirements. I think it gave the incorrect impression that we're removing any criteria for public convenience and advantage. The intent was to come back with actually a much more robust.

686
02:19:20.600 --> 02:19:44.319
GC-GlobalClassroom@suny.edu: targeted, and market appropriate sets of considerations, because what we had in the existing regulations didn't work. And so I just want to really stress to allay the concern. We've certainly heard that we've thrown out any framework or or guidance around this. And now it's going to be a total free for all that is absolutely not our intent here. The intent is to come back with is to create

687
02:19:45.188 --> 02:19:52.139
GC-GlobalClassroom@suny.edu: very well defined kind of measurable or replicable

688
02:19:52.520 --> 02:20:00.170
GC-GlobalClassroom@suny.edu: criteria that enable this to be done in a kind of systematic and and sustained way. It's not that we're doing away with

689
02:20:00.630 --> 02:20:11.619
GC-GlobalClassroom@suny.edu: at all. So really wanted to stress that because I understand that there's some misunderstanding. Yeah. And I was just gonna say, I think there's been some confusion, John, because

690
02:20:11.650 --> 02:20:16.850
GC-GlobalClassroom@suny.edu: at some of the cannabis control board meetings there's been some members who have

691
02:20:16.940 --> 02:20:35.289
GC-GlobalClassroom@suny.edu: basically compared these dispensaries to coffee shops, and I think that might be where some of that's coming from. Oh, forget it! We're just gonna throw out these rags, forget about a thousand foot and treat them like coffee shops. I think the reality is, that's a very misinformed opinion, because

692
02:20:35.380 --> 02:20:45.640
GC-GlobalClassroom@suny.edu: of all of the issues we've discussed

here, and it goes to the chair's comment earlier is that you know, as a cab, we are

693
02:20:45.640 --> 02:21:06.300
GC-GlobalClassroom@suny.edu: in statute, we have to recommend licensing to the Ccb. And and changes around licensing. And I think this is probably one of the most important recommendations we'd be able to make. The Ccb members, I don't think have ever been to a cab meeting actually, maybe once one of them.

694
02:21:06.740 --> 02:21:32.009
GC-GlobalClassroom@suny.edu: And so I think this is a prime example of the you know, we do need to create a process and how to work together and make those recommendations to the Ccb, so that we can kind of stop the fears that we're just, gonna you know, throw everything out, and just it's a free for all, like a coffee shop which it's not, and then figure out how to kind of, you know. Put that conversation back on track to make some sensible guidelines for this, because

695
02:21:32.010 --> 02:21:47.480
GC-GlobalClassroom@suny.edu: I agree that there are instances where you do need a variance for dispensaries to be closer than a thousand feet. So you know, I think we're all on the same page here. Then the next question becomes like from a Ocm perspective. You've

696
02:21:47.840 --> 02:21:55.149
GC-GlobalClassroom@suny.edu: you've changed some right regulatory language to be allowed to make more regulations around this. Do you have a

697
02:21:55.520 --> 02:22:03.639
GC-GlobalClassroom@suny.edu: proposed or intended timeline of when to kind of finalize this list and then put them either back into regs or into guidance.

698
02:22:08.910 --> 02:22:20.457
GC-GlobalClassroom@suny.edu: I'll say this. I I don't think the timeline is fine, has been finalized. So this is something that we want to move quickly on, simply because we are. You know, we need a framework in place in by which to do this.

699
02:22:21.140 --> 02:22:42.430
GC-GlobalClassroom@suny.edu: so yeah, I was just going to say comments

like this, and other comments we received are always also great, and they all kind of go into that that, you know, formalized rule making. So we'll definitely be taking this back. I think it's cannot overstate enough how important it is to have a process where people who want to seek a waiver are able to

700
02:22:42.990 --> 02:22:56.160
GC-GlobalClassroom@suny.edu: cause again. You know, these folks are spending money on rent, and it's, you know, doesn't just impact the licensee. It's landlords. It's communities. It's the towns.

701
02:22:57.350 --> 02:22:58.180
GC-GlobalClassroom@suny.edu: So

702
02:22:58.720 --> 02:23:02.370
GC-GlobalClassroom@suny.edu: I know the large part of what you're trying to do is create a process

703
02:23:02.560 --> 02:23:05.389
GC-GlobalClassroom@suny.edu: for people who want to seek a waiver. And I

704
02:23:05.838 --> 02:23:10.429
GC-GlobalClassroom@suny.edu: just urge you to try to get that going as soon as possible. So

705
02:23:11.120 --> 02:23:14.360
GC-GlobalClassroom@suny.edu: it's 1 of the reasons we wanted to discuss this at this meeting. Yeah.

706
02:23:15.292 --> 02:23:21.679
GC-GlobalClassroom@suny.edu: alright. Anything else John, or any cab members on public convenience.

707
02:23:24.840 --> 02:23:50.149
GC-GlobalClassroom@suny.edu: much, as we said with plma, this process is not in effect yet, so we still have some work to do to to get to the stage where we're seeing public comment and affecting affecting these changes, and then I'll just revisit for plma to our licenses to our applicants, to folks who are about to get licensed. Those proposed changes are not yet in effect, either, so please don't do them yet. Use the current regulations that are in place. Excellent.

708
02:23:50.540 --> 02:23:51.330
GC-GlobalClassroom@suny.edu: Alright!

709
02:23:52.160 --> 02:23:55.950
GC-GlobalClassroom@suny.edu: I wanted to say one other quick thing, and then we will

710
02:23:56.230 --> 02:24:01.906
GC-GlobalClassroom@suny.edu: adjourned unless anybody has any other business, but we were

711
02:24:03.930 --> 02:24:06.530
GC-GlobalClassroom@suny.edu: A number of us were were

712
02:24:07.100 --> 02:24:17.709
GC-GlobalClassroom@suny.edu: fortunate to receive an update on the Ogs recommendations. And I am going to ask Pat to

713
02:24:18.110 --> 02:24:26.489
GC-GlobalClassroom@suny.edu: at a future cab meeting. Give us an update. So the full cab can benefit from the presentation.

714
02:24:27.630 --> 02:24:28.390
GC-GlobalClassroom@suny.edu: And

715
02:24:29.630 --> 02:24:32.789
GC-GlobalClassroom@suny.edu: it was it was an exciting update with

716
02:24:33.915 --> 02:24:42.469
GC-GlobalClassroom@suny.edu: A lot of progress started to be made and I want to thank all the members of the public, and all the members of the cab and

717
02:24:42.480 --> 02:24:45.100
GC-GlobalClassroom@suny.edu: the Ocm. Staff who

718
02:24:45.767 --> 02:24:48.762
GC-GlobalClassroom@suny.edu: are here today and helping us and

719
02:24:49.480 --> 02:24:53.100
GC-GlobalClassroom@suny.edu: go to our website. cannabis.ny.gov.

720
02:24:53.200 --> 02:24:55.330
GC-GlobalClassroom@suny.edu: Find out when our next meeting is

721
02:24:55.680 --> 02:24:57.559
GC-GlobalClassroom@suny.edu: go to our dispensaries.

722
02:24:57.580 --> 02:24:58.610
GC-GlobalClassroom@suny.edu: Of

723
02:24:59.100 --> 02:25:08.234
GC-GlobalClassroom@suny.edu: the more you go, the more money in the reinvestment fund and more revenue, and the safer you'll be so.

724
02:25:09.390 --> 02:25:17.275
GC-GlobalClassroom@suny.edu: With that. Can I have a motion to adjourn motion? Second, anyone opposed? Alright. Thank you all very much.

725
02:25:18.320 --> 02:25:19.180
GC-GlobalClassroom@suny.edu: Shit.