

Cannabis Advisory Board Meeting Transcript
September 24, 2024

0

00:00:11.115 --> 00:00:12.295
All right, let's get started.

1

00:00:13.195 --> 00:00:16.775
Um, good morning everyone. Uh, my name is Joe Beek.

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00:00:16.795 --> 00:00:19.535
I'm chair of the Cannabis Advisory Board.

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00:00:20.115 --> 00:00:23.295
Um, we have a majority of the board members present,

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00:00:23.795 --> 00:00:26.415
so we are going to call the meeting to order

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00:00:26.875 --> 00:00:28.175
and welcome all of you

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00:00:28.175 --> 00:00:31.775
who are particip participating in person, uh,

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00:00:31.995 --> 00:00:33.695
or on our live stream.

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00:00:34.515 --> 00:00:36.015
Um, I would also like to note

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00:00:36.015 --> 00:00:38.855
that some voting members are joining us, uh,

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00:00:39.005 --> 00:00:42.015
only on the live stream from private locations due

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00:00:42.015 --> 00:00:44.255
to extraordinary circumstances.

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00:00:44.875 --> 00:00:48.775

Um, as always, the meeting is being live streamed, uh,

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00:00:48.835 --> 00:00:50.975

and live caption in both English

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00:00:51.035 --> 00:00:54.335

and Spanish to individuals who are watching online.

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00:00:55.035 --> 00:00:56.695

The meeting is also being recorded,

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00:00:56.915 --> 00:00:59.495

and the transcript, uh, will be available

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00:00:59.555 --> 00:01:04.135

to the public on our website, cannabis.ny.gov.

18

00:01:04.875 --> 00:01:09.735

Um, we have a, uh, full agenda today,

19

00:01:10.355 --> 00:01:14.095

uh, where we're gonna get some, uh, updates, uh,

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00:01:14.395 --> 00:01:16.415

on the cannabis market, um,

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00:01:17.195 --> 00:01:21.495

an update on our community reinvestment program, uh,

22

00:01:21.755 --> 00:01:24.015

and the seed to sale update.

23

00:01:24.275 --> 00:01:27.935

Um, and, uh, we're also gonna get an overview

24

00:01:27.935 --> 00:01:32.895
and demonstration of our very cool new local map, uh,

25
00:01:32.945 --> 00:01:35.415
which some of us were fortunate to get a preview

26
00:01:35.515 --> 00:01:36.615
of earlier this week.

27
00:01:36.845 --> 00:01:38.775
It's a really cool tool,

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00:01:38.915 --> 00:01:41.855
and I'm excited for people, uh, to see it.

29
00:01:42.275 --> 00:01:44.615
Um, I, uh,

30
00:01:47.025 --> 00:01:51.455
wanna say that, uh, as I do at every meeting, um,

31
00:01:51.885 --> 00:01:55.975
that, uh, the cab serves an important role in, uh,

32
00:01:55.975 --> 00:02:00.895
the regulatory process, uh, of cannabis in New York, of

33
00:02:01.825 --> 00:02:06.655
we've, uh, been very pleased to being given the opportunity

34
00:02:06.835 --> 00:02:08.895
to weigh in on the marketing

35
00:02:08.995 --> 00:02:13.055
and, uh, proximity, uh,

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00:02:13.205 --> 00:02:14.615
regulations in advance,

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00:02:14.795 --> 00:02:19.735

and provide some feedback, uh, on those to the CCB.

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00:02:19.875 --> 00:02:23.495

And, um, we did that both at our last meeting

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00:02:23.595 --> 00:02:27.535

and then, uh, later on, um, in writing.

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00:02:28.355 --> 00:02:31.895

And, um, you're gonna hear, uh,

41

00:02:32.585 --> 00:02:34.735

later today an update on our community

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00:02:35.305 --> 00:02:38.415

grant reinvestment fund, which is, uh, very exciting

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00:02:38.475 --> 00:02:40.895

and moving ahead quickly.

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00:02:41.235 --> 00:02:46.175

And, um, working on getting engagement from communities

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00:02:46.175 --> 00:02:47.535

and groups across the state.

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00:02:47.755 --> 00:02:49.775

So we get a robust applicant pool.

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00:02:49.875 --> 00:02:54.375

And, um, we're very excited to move,

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00:02:54.635 --> 00:02:55.855

be moving this along and,

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00:02:56.235 --> 00:02:57.615
and be in the position to

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00:02:58.465 --> 00:03:01.725
start handing out the money from cannabis sales in New York.

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00:03:02.505 --> 00:03:04.765
So, uh, with that, um, we're gonna start

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00:03:04.995 --> 00:03:07.125
with approving the meeting minutes from

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00:03:07.745 --> 00:03:09.045
the August 20th meeting.

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00:03:09.305 --> 00:03:12.245
If I could have a motion to approve those minutes.

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00:03:12.585 --> 00:03:15.905
Motion second. Anyone opposed?

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00:03:19.295 --> 00:03:23.265
Okay. Um, I want to thank everybody for being here.

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00:03:24.045 --> 00:03:28.585
Uh, I am gonna turn, uh, this portion of the meeting, uh,

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00:03:28.935 --> 00:03:32.745
over to John, who's gonna give us a, uh, a market update,

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00:03:33.285 --> 00:03:36.505
uh, and take us through, uh, the next part of our agenda.

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00:03:39.705 --> 00:03:41.135
Thank you very much, chair beak.

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00:03:41.135 --> 00:03:42.135
Thank you all board members,

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00:03:42.195 --> 00:03:45.215

and thank you to everyone who is attending this meeting, uh,

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00:03:45.635 --> 00:03:46.895

in person and virtually.

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00:03:47.715 --> 00:03:51.835

Um, it's very exciting

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00:03:51.935 --> 00:03:55.275

to present an update on where we are in the size group

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00:03:55.375 --> 00:03:58.235

and emergence of New York's legal regulated market.

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00:03:59.095 --> 00:04:03.595

Um, we are at an inflection point, um, in the growth

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00:04:03.815 --> 00:04:06.675

of this market, and that's reflected in several

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00:04:07.195 --> 00:04:09.195

critical milestones that we are hitting or,

70

00:04:09.375 --> 00:04:11.635

or about to hit, uh, as we look out through the end

71

00:04:11.635 --> 00:04:13.675

of the third quarter going to the fourth quarter.

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00:04:15.215 --> 00:04:16.315

So, uh,

73

00:04:17.165 --> 00:04:19.915

first August was our first nearly a hundred million

74

00:04:19.915 --> 00:04:20.955
dollar revenue month.

75
00:04:21.535 --> 00:04:23.595
Now, that's partly reflected by the fact,

76
00:04:23.695 --> 00:04:25.355
or created by the fact that, um,

77
00:04:25.355 --> 00:04:27.515
August had a five week reporting cycle rather than

78
00:04:27.515 --> 00:04:28.715
four week re reporting cycle.

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00:04:28.735 --> 00:04:31.115
So a little bit, um, um, more revenue captured there

80
00:04:31.385 --> 00:04:33.995
that way, but really indicative

81
00:04:33.995 --> 00:04:35.435
of the momentum that we're building.

82
00:04:35.975 --> 00:04:39.875
Um, and you know, you may recall that starting in, uh,

83
00:04:40.125 --> 00:04:42.395
April, I believe we, we said we're very excited

84
00:04:42.395 --> 00:04:46.315
to have our first \$15 million month in May was 16, June 17,

85
00:04:46.615 --> 00:04:48.515
uh, uh, July, uh, 18.

86
00:04:49.425 --> 00:04:51.915
Well, in September, we've hit our first 21, uh,

87

00:04:51.915 --> 00:04:53.395
million dollars revenue month.

88

00:04:53.775 --> 00:04:57.115
And at the rate we are going at this, with this combination

89

00:04:57.375 --> 00:05:01.875
of the rate at which new stores are opening, the impact of,

90

00:05:02.215 --> 00:05:05.515
uh, enforcement on goofing sales in stores that are, are,

91

00:05:05.575 --> 00:05:06.835
are already open.

92

00:05:07.895 --> 00:05:10.035
And the cons, uh, continuing transition

93

00:05:10.035 --> 00:05:12.235
of consumers from our unregulated market

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00:05:12.295 --> 00:05:13.795
to the regulated market.

95

00:05:14.255 --> 00:05:17.115
Um, we're very bullish about our revenue outlook for the end

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00:05:17.115 --> 00:05:20.195
of the year, and I think it, it, it far exceeds what some

97

00:05:20.195 --> 00:05:21.995
of the conservative estimates had been at

98

00:05:21.995 --> 00:05:23.075
the beginning of the year.

99

00:05:23.615 --> 00:05:26.995

Um, uh, I was selling our team a couple of months ago.

100

00:05:27.015 --> 00:05:29.035

An economist sent me their model for New York's revenue

101

00:05:29.035 --> 00:05:30.075

through years' end,

102

00:05:30.615 --> 00:05:33.395

and they were estimating that we would do 450 million

103

00:05:33.585 --> 00:05:34.915

through the end of the year.

104

00:05:36.145 --> 00:05:39.635

Well, um, at the rate we are going, um, we will have done

105

00:05:39.635 --> 00:05:42.195

that comfortably, or we've actually just exceeded that.

106

00:05:42.535 --> 00:05:44.355

Um, and we are already in the third quarter.

107

00:05:44.455 --> 00:05:46.915

So as, as we look out through the end of the year, um,

108

00:05:47.125 --> 00:05:48.955

we're quite comfortable that we should be able to double

109

00:05:48.995 --> 00:05:51.275

that, get us closer to about 800 million through the, uh,

110

00:05:51.275 --> 00:05:52.355

through years end.

111

00:05:53.655 --> 00:05:58.045

So, so far, uh, the program has generated, uh, uh,

112

00:05:58.625 --> 00:06:00.405

um, over \$600 million in revenue.

113

00:06:00.905 --> 00:06:02.245

On the next slide, you'll see

114

00:06:02.245 --> 00:06:04.485

that the weekly revenue growth

115

00:06:04.485 --> 00:06:06.205

trajectory has been very strong.

116

00:06:06.205 --> 00:06:10.125

As I said, we've had our first \$21 million sales week, um,

117

00:06:10.545 --> 00:06:12.525

um, two weeks ago, so first week of September.

118

00:06:13.965 --> 00:06:16.865

Um, but a very, very aggressive growth curve, particularly

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00:06:16.865 --> 00:06:20.105

as we started to see more of our, um,

120

00:06:20.705 --> 00:06:23.705

November Q licensees awarded at the beginning

121

00:06:23.725 --> 00:06:25.345

of the year, now starting to open.

122

00:06:25.405 --> 00:06:27.265

And I think that's really going to be the story

123

00:06:27.525 --> 00:06:28.745

as we go into Q4

124

00:06:28.965 --> 00:06:31.225
and into early next year, um, is folks

125
00:06:31.225 --> 00:06:33.065
who got their licenses in the first, uh,

126
00:06:33.065 --> 00:06:35.825
or early part of 2024 are finally getting open

127
00:06:35.845 --> 00:06:38.425
and all getting open at a pretty good clip.

128
00:06:40.445 --> 00:06:41.905
So, uh, on the next slide,

129
00:06:43.355 --> 00:06:45.185
we'll see just a year to year comparison.

130
00:06:45.485 --> 00:06:48.345
We did, um, as a reminder, 160 million in total sales.

131
00:06:48.485 --> 00:06:52.265
Uh, last year. We had 470 so far this year,

132
00:06:52.365 --> 00:06:55.585
we will comfortably hit half a billion dollars, uh, by,

133
00:06:55.805 --> 00:06:57.585
by the time we get through September.

134
00:06:58.245 --> 00:07:00.025
Um, and, you know, I, I think

135
00:07:00.025 --> 00:07:02.105
that really starts a conversation about

136
00:07:02.415 --> 00:07:03.745
what is happening in New York

137

00:07:03.765 --> 00:07:06.425

and the scale of opportunity that's been catalyzed, uh,

138

00:07:06.425 --> 00:07:07.825

by the opening of these stores.

139

00:07:08.325 --> 00:07:13.065

Um, and, and, um, the, the consumer response, uh,

140

00:07:13.085 --> 00:07:14.865

to our legal market opportunity.

141

00:07:15.295 --> 00:07:18.145

Just worth noting that, you know, with, uh,

142

00:07:18.195 --> 00:07:21.105

three weeks still to go, at least based on the data

143

00:07:21.105 --> 00:07:24.225

that we had reported, um, we've already doubled the amount

144

00:07:24.225 --> 00:07:26.145

of revenue that we made in the first quarter of this year.

145

00:07:26.285 --> 00:07:30.185

So, very bullish outlook as we look out through, um,

146

00:07:31.215 --> 00:07:32.225

through years' end.

147

00:07:32.665 --> 00:07:35.185

I think, John, what's happening is New Yorkers are

148

00:07:35.185 --> 00:07:36.265

smoking legal cannabis.

149

00:07:38.325 --> 00:07:41.465

That's an excellent observation. I would totally agree.

150

00:07:42.045 --> 00:07:43.185

Um, and,

151

00:07:43.245 --> 00:07:46.945

and you know, I, I, a lot of credit goes both to our,

152

00:07:47.005 --> 00:07:49.425

our retailers who've done a great job of getting,

153

00:07:49.685 --> 00:07:51.105

uh, consumers into the door.

154

00:07:51.205 --> 00:07:53.385

And, and, um, every time, you know, we,

155

00:07:53.385 --> 00:07:54.465

we go into a dispensary

156

00:07:54.465 --> 00:07:57.385

and just kind of watch the con consumer journey, the level

157

00:07:57.385 --> 00:07:58.585

of care and attention being given

158

00:07:58.585 --> 00:08:00.185

to help consumers understand what's available,

159

00:08:00.415 --> 00:08:02.465

help them navigate their, their, their choices

160

00:08:02.565 --> 00:08:04.545

and pick the products that are best for them, um,

161

00:08:04.625 --> 00:08:06.865

I think does make for a very sticky experience.

162

00:08:07.405 --> 00:08:12.105

Um, so the combination of these quality tested, uh, uh, uh,

163

00:08:12.145 --> 00:08:13.305

products, um,

164

00:08:13.445 --> 00:08:15.785

and a generally very positive consumer experience,

165

00:08:15.825 --> 00:08:18.425

I think has, has really helped keep consumers coming back

166

00:08:18.445 --> 00:08:19.745

and sample the legal market.

167

00:08:21.045 --> 00:08:25.165

I, um, uh, try to visit as many of the locations

168

00:08:25.305 --> 00:08:26.805

as dispensaries as I can.

169

00:08:26.945 --> 00:08:30.005

And I happen to be at Big Gas at New Paltz.

170

00:08:30.025 --> 00:08:32.685

Mm-Hmm, uh, a few weeks ago. Mm-Hmm.

171

00:08:33.065 --> 00:08:36.965

Um, it was like five 30 on a weekday Mm-Hmm.

172

00:08:37.345 --> 00:08:40.365

And the volume of people going in and out

173

00:08:40.825 --> 00:08:42.525

and coming in

174

00:08:42.585 --> 00:08:46.165
and the bud tenders knew the customer's name.

175
00:08:46.425 --> 00:08:49.725
It was obvious they were a lot of repeat business.

176
00:08:50.185 --> 00:08:52.565
You know, everybody was in a good mood.

177
00:08:53.625 --> 00:08:56.925
The place was being run, you know, checking IDs,

178
00:08:56.925 --> 00:08:58.365
doing everything they were supposed to.

179
00:08:58.585 --> 00:09:00.645
And, um, and many, many

180
00:09:00.645 --> 00:09:02.445
of the places I go to are just like that.

181
00:09:02.445 --> 00:09:06.405
Yeah. It's, uh, a really good customer service

182
00:09:06.925 --> 00:09:08.125
consumer experience.

183
00:09:08.585 --> 00:09:10.325
And just what you said, repeat. Yeah.

184
00:09:10.415 --> 00:09:12.845
Folks coming in, um,

185
00:09:13.705 --> 00:09:17.645
and, uh, you know, people know them like they're going

186
00:09:17.645 --> 00:09:19.525
to their diner every day for breakfast.

187

00:09:19.585 --> 00:09:20.585

You know,

188

00:09:21.825 --> 00:09:23.925

One, one of the things I've observed now at several

189

00:09:23.925 --> 00:09:26.765

dispensaries and, um, you know, including a,

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00:09:26.925 --> 00:09:28.725

a retailer we visited in Buffalo, uh,

191

00:09:29.145 --> 00:09:32.415

for our board meeting a couple of weeks ago, um, couple of

192

00:09:32.415 --> 00:09:35.495

that we've, uh, seen in, in, um, uh, Brooklyn

193

00:09:35.495 --> 00:09:37.415

and Manhattan is customers who come back

194

00:09:37.415 --> 00:09:38.535

and said, last time I was here,

195

00:09:38.575 --> 00:09:40.775

I tried X Do you have something kind of like that,

196

00:09:40.795 --> 00:09:43.135

but might be a slightly different, uh, uh, experience,

197

00:09:43.135 --> 00:09:44.615

taste profile, flavor profile.

198

00:09:45.115 --> 00:09:47.295

So, um, part of my takeaway from,

199

00:09:47.295 --> 00:09:49.255
from these observations is just how much

200
00:09:50.095 --> 00:09:51.775
consumers are still in the discovery period.

201
00:09:52.135 --> 00:09:53.175
'cause every time they walk in,

202
00:09:53.175 --> 00:09:54.575
there's a new complement of products.

203
00:09:54.795 --> 00:09:57.775
Uh, and I'll, I'll speak a little bit, uh, here about, um,

204
00:09:57.915 --> 00:10:00.495
the, the diversifying product options.

205
00:10:01.075 --> 00:10:03.335
Um, but that's really made been one of the things

206
00:10:03.335 --> 00:10:05.175
that has made, uh, this market sticky.

207
00:10:06.675 --> 00:10:08.855
So 470 million so far this year,

208
00:10:08.855 --> 00:10:11.255
and like I said, half a billion dollars, uh, uh,

209
00:10:11.315 --> 00:10:14.775
should be a, a comfortable kind of stretch goal for us, uh,

210
00:10:14.775 --> 00:10:17.055
through the end of the third, uh, quarter.

211
00:10:18.825 --> 00:10:20.365
Uh, on the next slide, uh,

212

00:10:22.685 --> 00:10:24.585

we can have a quick look at the distribution

213

00:10:24.585 --> 00:10:25.785

of our legal operators.

214

00:10:25.785 --> 00:10:28.425

We are a hairs breath away from 200 stores.

215

00:10:28.685 --> 00:10:31.865

We are actually expecting to be at 200 by the end

216

00:10:32.165 --> 00:10:33.505

of, uh, this week.

217

00:10:34.245 --> 00:10:37.585

Um, a couple of quick points about our store opening rate.

218

00:10:37.605 --> 00:10:40.985

We are currently at, um, the highest velocity

219

00:10:41.085 --> 00:10:42.425

of store openings that we've had,

220

00:10:42.425 --> 00:10:45.345

essentially since the injunction was lifted, um, um,

221

00:10:45.345 --> 00:10:48.265

roughly on face for 21 stores in 23 days.

222

00:10:48.845 --> 00:10:51.545

Um, and if we maintain that sort of pace as we are going out

223

00:10:51.545 --> 00:10:53.265

through the end of the year, I think it's gonna be really,

224

00:10:53.265 --> 00:10:55.905
really, uh, meaningful for both the number

225
00:10:55.905 --> 00:10:57.865
of new doors we have open, as well as the revenue

226
00:10:57.865 --> 00:11:00.985
that we have coming in, uh, through, uh, the, the,

227
00:11:01.125 --> 00:11:02.345
the say poppers

228
00:11:02.885 --> 00:11:06.865
Is the Long Island issue, mainly the communities

229
00:11:06.895 --> 00:11:10.225
that have zoned, uh, dispensaries out.

230
00:11:11.805 --> 00:11:13.785
Yes. So, you know, I

231
00:11:13.785 --> 00:11:16.265
Should say, yeah, long Island is an interesting

232
00:11:16.305 --> 00:11:17.665
jurisdiction, um,

233
00:11:17.735 --> 00:11:19.825
because we are seeing, uh,

234
00:11:19.825 --> 00:11:22.025
incredible demand on the island for cannabis.

235
00:11:22.145 --> 00:11:24.585
I, I was, I spoke an event there a couple of days ago,

236
00:11:24.725 --> 00:11:27.425
and, uh, in, in preparation for that, they did an analysis

237

00:11:27.425 --> 00:11:30.065

of how much revenue has been generated from the three open

238

00:11:30.345 --> 00:11:34.185

retailers we have, uh, uh, in, in, on the island.

239

00:11:34.725 --> 00:11:38.345

And they've generated about a, um,

240

00:11:38.425 --> 00:11:40.145

a little less than a fifth of the total revenue

241

00:11:40.145 --> 00:11:42.865

that's been earned, uh, from this program.

242

00:11:43.285 --> 00:11:46.225

So there's a incredible amount of demand on Long Island,

243

00:11:46.605 --> 00:11:50.585

but we are seeing a combination of, of two municipal, uh,

244

00:11:50.955 --> 00:11:53.285

rulemaking decisions that have materially impacted it.

245

00:11:53.665 --> 00:11:56.405

One is the number of municipalities that just opted out of

246

00:11:56.505 --> 00:12:00.165

of cannabis, but two, even those that have opted in.

247

00:12:00.425 --> 00:12:02.925

Um, we've seen in some cases zoning rules

248

00:12:02.985 --> 00:12:05.285

for cannabis business that have made it more difficult for,

249

00:12:05.505 --> 00:12:07.405
uh, folks to be able to find locations that get their,

250
00:12:07.405 --> 00:12:08.405
their permits to proceed.

251
00:12:08.945 --> 00:12:12.365
Um, we're certainly kind of engaging very actively with, uh,

252
00:12:12.365 --> 00:12:14.405
stakeholders in the community to try and,

253
00:12:14.585 --> 00:12:17.565
and show, uh, equitable access to legal regulated cannabis,

254
00:12:17.565 --> 00:12:19.245
particularly given the strength of demand

255
00:12:19.245 --> 00:12:20.445
that we see on the island.

256
00:12:20.715 --> 00:12:21.925
It's going to be an ongoing process.

257
00:12:22.035 --> 00:12:24.125
It's gonna take some, some time to do, uh,

258
00:12:24.125 --> 00:12:25.365
but remain very bullish.

259
00:12:25.505 --> 00:12:29.045
Uh, and I think Long Island is a great, uh, illustration of,

260
00:12:29.465 --> 00:12:33.045
uh, the scale of demand that you see once you allow, um,

261
00:12:33.045 --> 00:12:35.725
legal cannabis to be available in places, even in places

262

00:12:35.795 --> 00:12:39.085

that have, uh, that may be generally kind of conservative,

263

00:12:39.425 --> 00:12:43.805

uh, that, uh, cannabis consumers cut across the entire kind

264

00:12:43.805 --> 00:12:45.765

of socioeconomic demographic, political spectrum.

265

00:12:46.225 --> 00:12:48.965

And so, uh, political leaning is generally not a good

266

00:12:48.965 --> 00:12:50.605

indication of consumer demand.

267

00:12:54.295 --> 00:12:57.795

Um, a couple of quick, uh, snapshots of vignettes on,

268

00:12:57.895 --> 00:12:59.275

on the product landscape.

269

00:12:59.575 --> 00:13:04.315

Um, so on the next slide we'll see, uh, a high level view

270

00:13:04.335 --> 00:13:05.755

of the product mix.

271

00:13:06.175 --> 00:13:09.475

And we're roughly now split between flour

272

00:13:09.475 --> 00:13:10.515

and non-flu products.

273

00:13:10.535 --> 00:13:12.075

So, uh, loose Flo

274

00:13:12.075 --> 00:13:14.675
and pre-rolls make up 48%, roughly half

275
00:13:14.675 --> 00:13:18.555
of the products non flower products, um, uh, are making up,

276
00:13:18.855 --> 00:13:20.675
uh, the, the, the rest of it.

277
00:13:21.895 --> 00:13:26.635
Uh, and this I think is, is, uh, about

278
00:13:27.205 --> 00:13:30.195
where we would like to keep, uh, uh, this market.

279
00:13:30.395 --> 00:13:32.635
I think, you know, it's, it's a positive sign, uh,

280
00:13:32.635 --> 00:13:34.075
because flower products tend to be

281
00:13:34.075 --> 00:13:35.955
what bring consumers into the market, and the,

282
00:13:36.015 --> 00:13:37.395
and then they tend to, to pick up

283
00:13:37.395 --> 00:13:38.755
and explore the value added products

284
00:13:38.755 --> 00:13:39.875
once they're in the legal market.

285
00:13:40.295 --> 00:13:42.395
Um, but this is a, this is, I think is a good representation

286
00:13:42.495 --> 00:13:45.475
of, of, uh, consumer demand in the state.

287

00:13:46.015 --> 00:13:48.355

Um, on the next slide, uh, I wanted

288

00:13:48.355 --> 00:13:51.995

to drill into two categories specifically, um, uh,

289

00:13:51.995 --> 00:13:54.715

which I thought were an interesting kind of take of how some

290

00:13:54.715 --> 00:13:57.755

of these subcategories are evolving in their popularity.

291

00:13:58.175 --> 00:14:01.395

So on the concentrate side, infused pre-rolls have come out

292

00:14:01.395 --> 00:14:05.715

of nowhere to be a very strong category, um, uh, for,

293

00:14:06.215 --> 00:14:07.755

for, uh, consumers.

294

00:14:08.135 --> 00:14:11.115

And an infused pre-roll is basically a pre-made joint

295

00:14:11.145 --> 00:14:13.195

that has some type of concentrate in it,

296

00:14:13.195 --> 00:14:15.355

whether it's an oil key, um, uh,

297

00:14:15.355 --> 00:14:17.275

or some other form of extract.

298

00:14:18.325 --> 00:14:22.985

So, um, these infused pre-rolls now account for two thirds

299

00:14:22.985 --> 00:14:25.425
of our, of our concentrated product sales.

300
00:14:26.005 --> 00:14:28.785
Um, uh, so a category that we're going to be watching

301
00:14:28.785 --> 00:14:30.705
and trying to better understand kind of what, what it is

302
00:14:30.705 --> 00:14:32.425
that's setting it about, uh, out there.

303
00:14:32.485 --> 00:14:35.585
But beyond that, it's a very kind of general mix

304
00:14:35.585 --> 00:14:37.065
of different types of cannabis extract.

305
00:14:37.445 --> 00:14:38.665
And then on the edible side,

306
00:14:39.015 --> 00:14:41.265
gummies are the big game in town.

307
00:14:41.885 --> 00:14:46.545
Um, very interesting to see the increasingly advanced

308
00:14:47.165 --> 00:14:49.465
and very sophisticated flavor profiles

309
00:14:49.465 --> 00:14:50.625
we're seeing with gummies.

310
00:14:51.145 --> 00:14:54.125
Um, uh, we're, we're seeing, you know,

311
00:14:55.415 --> 00:14:57.965
every manner and stripe of fruit

312

00:14:58.065 --> 00:15:01.325

and non fruit flavor, uh, that you can imagine.

313

00:15:01.825 --> 00:15:03.405

Um, uh, branding seems

314

00:15:03.405 --> 00:15:04.805

to be playing an important role here in,

315

00:15:04.805 --> 00:15:08.125

in consumer engagement, as does formulation with, uh,

316

00:15:08.125 --> 00:15:10.925

major cannabinoids plus minor cannabinoids, um,

317

00:15:10.925 --> 00:15:14.325

the positioning of sativa, so energetic versus relaxation.

318

00:15:14.825 --> 00:15:17.685

Um, so very, very strong, very competitive market,

319

00:15:17.745 --> 00:15:20.845

but consumers seem to be very, uh, strongly responding, uh,

320

00:15:20.845 --> 00:15:22.005

very positively responding

321

00:15:22.005 --> 00:15:23.565

to these products relative to other additives.

322

00:15:23.945 --> 00:15:26.805

Um, all of these categories as a whole are growing

323

00:15:26.805 --> 00:15:28.925

because our total sales are growing.

324

00:15:29.265 --> 00:15:31.645

Um, but, but I thought an interesting kind of snapshot

325

00:15:31.645 --> 00:15:33.805

to see some of, uh, the categories

326

00:15:33.805 --> 00:15:35.645

that have been outperformers, um,

327

00:15:35.795 --> 00:15:37.485

just over the last few months.

328

00:15:38.065 --> 00:15:41.165

Do you have any data that combines the flower,

329

00:15:43.165 --> 00:15:47.905

uh, and the flower pre-rolls with the infused pre-roll

330

00:15:47.905 --> 00:15:49.105

and the infused flower?

331

00:15:51.375 --> 00:15:52.995

Uh, I do, and I can have it for you

332

00:15:53.135 --> 00:15:54.755

as we get later into the conversation.

333

00:15:55.185 --> 00:15:57.835

Yeah. Um, so, um, because

334

00:15:57.965 --> 00:15:59.675

Those are still s smokeable products,

335

00:15:59.675 --> 00:16:00.955

even though they're infused.

336

00:16:02.175 --> 00:16:03.675

So I'll answer with a variant of that.

337

00:16:03.795 --> 00:16:05.395

'cause I, I was actually curious about this.

338

00:16:05.815 --> 00:16:08.075

So ready to smoke products.

339

00:16:08.075 --> 00:16:12.115

So the, the, um, pre-rolls infused, pre-rolls,

340

00:16:12.315 --> 00:16:14.995

chillums infused, chillums infused blunts, et cetera,

341

00:16:15.145 --> 00:16:16.995

make up about 20% of our products.

342

00:16:16.995 --> 00:16:20.635

So there's definitely a convenience factor here, um, uh,

343

00:16:20.745 --> 00:16:25.075

with, with consumers who are, um, uh,

344

00:16:25.075 --> 00:16:28.435

looking at not just inhalable, but convenient inhalable.

345

00:16:28.435 --> 00:16:31.515

Yeah. And that kind of accounts for more than just the 11%

346

00:16:31.515 --> 00:16:33.275

of pre-roll sales specifically.

347

00:16:33.735 --> 00:16:36.435

Um, but I'd have to get to vapes too, again, coming

348

00:16:36.435 --> 00:16:39.555

For babes too, In, in that s smokeable No,

349

00:16:40.065 --> 00:16:42.115
it's Mable like, yeah.

350
00:16:42.665 --> 00:16:45.515
Smokeable, yeah. Uh, products that have flour in them.

351
00:16:46.015 --> 00:16:47.915
So, uh, ready to use combustibles,

352
00:16:47.915 --> 00:16:50.235
which I think is gonna be our new category for, for the,

353
00:16:50.235 --> 00:16:55.195
these, um, uh, is a, is a, yeah, emerging category

354
00:16:55.195 --> 00:16:57.715
that I think reflects a theme that we've been seeing here,

355
00:16:57.715 --> 00:16:59.635
which is New Yorkers like the convenience, those,

356
00:16:59.845 --> 00:17:03.395
Those, uh, chillums, pre-pack chillums mm-Hmm.

357
00:17:03.575 --> 00:17:08.025
Are a unbelievable product innovation. Okay.

358
00:17:08.575 --> 00:17:12.145
Yeah. Um, really interesting to see how they, people don't

359
00:17:12.145 --> 00:17:13.665
Know what, what we're talking about.

360
00:17:13.665 --> 00:17:18.625
These are small glass pipes that are pre-pack with flour,

361
00:17:19.005 --> 00:17:20.385
and it's not a joint

362

00:17:20.525 --> 00:17:24.985
or flour, it's a smoking device

363

00:17:24.985 --> 00:17:26.505
that's pre-packed with flour,

364

00:17:26.525 --> 00:17:29.665
and they sometimes come in a pack of three or five,

365

00:17:30.045 --> 00:17:33.625
but it's a very convenient, uh, product.

366

00:17:33.925 --> 00:17:38.625
And it's sort of a new, new kit on the block, I think,

367

00:17:38.845 --> 00:17:42.265
in terms of developments in that area. Yep.

368

00:17:42.885 --> 00:17:46.225
Um, new old kid on the block been around for,

369

00:17:46.225 --> 00:17:49.245
while innovation has happened to,

370

00:17:49.425 --> 00:17:52.605
to make the design more convenient, more portable, um,

371

00:17:52.785 --> 00:17:54.005
and they are reusables

372

00:17:54.005 --> 00:17:55.845
for the US on the sustainability side.

373

00:17:56.185 --> 00:17:58.765
Uh, the, the fact that you can, you can, uh, burn

374

00:17:58.765 --> 00:18:01.925
through the existing flower and repack them, um, also, uh,

375
00:18:02.185 --> 00:18:03.205
uh, makes 'em appealing.

376
00:18:05.855 --> 00:18:09.115
Uh, and then, uh, maybe a final slide just

377
00:18:09.115 --> 00:18:10.395
around the product landscape.

378
00:18:10.395 --> 00:18:14.355
And, and this one is an important point around the

379
00:18:15.055 --> 00:18:17.195
diversification of our marketplace.

380
00:18:17.815 --> 00:18:21.555
So we have now 508 brands, uh, in the market.

381
00:18:21.695 --> 00:18:25.235
We have, uh, nearly 300 flower brands, uh,

382
00:18:25.575 --> 00:18:27.475
230 pre-roll brands.

383
00:18:28.055 --> 00:18:30.275
Um, this is an increasingly competitive space.

384
00:18:30.615 --> 00:18:33.875
It adds urgency for us to get more doors open just so that,

385
00:18:34.015 --> 00:18:37.195
you know, the, the producers have sufficient space to,

386
00:18:37.375 --> 00:18:38.915
to distribute the product

387

00:18:38.915 --> 00:18:40.275

without a great deal of cannibalization.

388

00:18:40.775 --> 00:18:45.595

Um, but, you know, the, the, we were looking for signals

389

00:18:45.595 --> 00:18:47.875

that New York's market was, uh, growing

390

00:18:47.895 --> 00:18:48.995

and growing aggressively.

391

00:18:49.415 --> 00:18:51.835

Um, and I think as we've kind of walked through this update,

392

00:18:51.855 --> 00:18:55.275

we are seeing very strong signals of that the sales, uh,

393

00:18:55.535 --> 00:18:56.835

are, are doing really well.

394

00:18:57.175 --> 00:18:58.635

At one point, I didn't want to get it to, just out

395

00:18:58.635 --> 00:19:00.355

of the interest of time, 'cause we have a long agenda is the

396

00:19:00.355 --> 00:19:04.315

role that enforcement has played in goofing demand for, uh,

397

00:19:04.695 --> 00:19:07.035

for legal cannabis.

398

00:19:07.495 --> 00:19:11.835

And so in stores that have been open for 16 weeks.

399

00:19:12.255 --> 00:19:14.035
Um, and so basically stores that were open

400
00:19:14.035 --> 00:19:17.275
before the enforcement actions began, uh, statewide,

401
00:19:17.275 --> 00:19:19.195
we've seen a 50% increase, uh,

402
00:19:19.255 --> 00:19:22.355
in sales in same store sales since enforcement

403
00:19:22.405 --> 00:19:23.835
began and downstate.

404
00:19:23.975 --> 00:19:25.755
So, um, Manhattan, the Burrs

405
00:19:25.755 --> 00:19:27.875
and, uh, long Island, uh,

406
00:19:27.875 --> 00:19:30.995
we've seen a 97% increase in sales since

407
00:19:30.995 --> 00:19:32.155
enforcement actions began.

408
00:19:32.575 --> 00:19:35.435
So, um, shutting down the illicit shops, uh,

409
00:19:36.225 --> 00:19:38.915
with di directing consumers to legal shops, uh,

410
00:19:39.195 --> 00:19:40.715
consumers are having, uh, positive

411
00:19:40.835 --> 00:19:42.035
experience and our coming back.

412

00:19:42.375 --> 00:19:45.195

Um, the brand diversity has grown dramatically.

413

00:19:45.375 --> 00:19:47.355

Um, you know, when, when I last look at this,

414

00:19:47.355 --> 00:19:49.675

we were less than, uh, 300 brands in the market.

415

00:19:49.695 --> 00:19:51.635

So we've increased, we've nearly doubled that number.

416

00:19:52.215 --> 00:19:55.995

Um, so very, very positive, uh, signals for the trajectory

417

00:19:56.015 --> 00:19:58.075

of this market as we go into q uh, for

418

00:19:59.585 --> 00:20:00.585

This year. John, can I ask

419

00:20:00.585 --> 00:20:01.395

a question about this?

420

00:20:01.735 --> 00:20:04.515

Um, I know there obviously lots of brands, um,

421

00:20:04.735 --> 00:20:06.955

but was interested if there's data on

422

00:20:07.485 --> 00:20:09.035

who's manufacturing the brands, right?

423

00:20:09.255 --> 00:20:12.515

Um, 'cause obviously there's not, you know, 508 processors

424

00:20:12.575 --> 00:20:15.035
and cultivators, so I'd be curious to look at like,

425
00:20:15.035 --> 00:20:17.515
what the market data looks like in terms of

426
00:20:17.785 --> 00:20:20.075
what brands are affiliated with, what licenses,

427
00:20:20.135 --> 00:20:22.875
and also make sure right, we're supporting right,

428
00:20:22.945 --> 00:20:24.235
smaller processors

429
00:20:24.295 --> 00:20:25.755
and cultivators in this as well

430
00:20:25.755 --> 00:20:28.035
to make sure they're getting their market share as well.

431
00:20:28.645 --> 00:20:31.915
Definitely. Um, candidly, the, the number of new brands

432
00:20:31.915 --> 00:20:33.715
that have entered the market of the last three months were

433
00:20:33.715 --> 00:20:35.635
so high that we didn't have a chance to finish all

434
00:20:35.635 --> 00:20:38.875
of the programming coding to drill down, to map that out.

435
00:20:38.895 --> 00:20:40.715
So map the producers with each

436
00:20:40.715 --> 00:20:41.915
of the brands that they account for.

437

00:20:42.295 --> 00:20:44.675

Um, you know, we obviously, as you said correctly,

438

00:20:44.675 --> 00:20:46.715

we don't have 500 processors in this market.

439

00:20:46.855 --> 00:20:50.485

So, um, there are multiple brands per processor and,

440

00:20:50.485 --> 00:20:54.005

and we are seeing some, uh, some very interesting kind

441

00:20:54.005 --> 00:20:56.365

of brand fragmentation where, um,

442

00:20:56.805 --> 00:20:58.645

a processor will have a parent brand,

443

00:20:58.645 --> 00:21:00.045

but that parent brand will have two

444

00:21:00.045 --> 00:21:01.405

or three sub-brands under it.

445

00:21:01.905 --> 00:21:06.165

Um, so, uh, really interesting kind of brand positioning,

446

00:21:06.665 --> 00:21:09.045

um, uh, happening in the market right now.

447

00:21:09.045 --> 00:21:11.365

And I think that's going to be an exciting thing to look at.

448

00:21:12.335 --> 00:21:14.635

Uh, we'll quickly say at least, uh, one

449

00:21:14.635 --> 00:21:16.035
of the questions we get a lot is, you know,

450

00:21:16.035 --> 00:21:19.035
whether Ros sit relative to the adult use operators and,

451

00:21:19.055 --> 00:21:23.515
and, uh, um, I I can report, uh,

452

00:21:23.655 --> 00:21:27.115
our initial analysis, uh, indicates that the ROS continue

453

00:21:27.135 --> 00:21:31.675
to maintain around 11%, um, of the, uh, adult use product,

454

00:21:32.055 --> 00:21:36.275
uh, market, um, which is in line with where we were when,

455

00:21:36.275 --> 00:21:38.355
when we last run this analysis a couple months ago.

456

00:21:38.615 --> 00:21:41.275
And so their share of market hasn't changed, uh,

457

00:21:41.275 --> 00:21:43.875
but it really does underscore the continuing, uh, imperative

458

00:21:43.895 --> 00:21:45.995
for us to get more doors open to ensure

459

00:21:45.995 --> 00:21:48.635
that there is sufficient space, uh, on our store shelves,

460

00:21:48.635 --> 00:21:50.275
both the large and the smaller operators.

461

00:21:54.635 --> 00:21:59.335
Um, so with that, uh, barring any additional questions,

462

00:22:00.925 --> 00:22:04.335

I'll hand it over to Jim, the social and economic upgrade.

463

00:22:05.605 --> 00:22:07.415

Good morning everybody. I'm Jim Rogers.

464

00:22:07.435 --> 00:22:10.775

I'm the Director of Business development at OCM that is part

465

00:22:10.775 --> 00:22:12.855

of the Social and Economic Equity Unit.

466

00:22:13.395 --> 00:22:14.935

Um, next slide.

467

00:22:15.675 --> 00:22:19.295

Um, first of all, thank you to the licensing, uh, team.

468

00:22:20.035 --> 00:22:22.615

As you can see, the rate of our licensure, um,

469

00:22:22.615 --> 00:22:24.015

what's not on the slide is

470

00:22:24.015 --> 00:22:26.415

that we now have 206 card licenses

471

00:22:26.415 --> 00:22:28.495

that have a final license, uh,

472

00:22:28.495 --> 00:22:30.255

card licensees and have a final license.

473

00:22:30.915 --> 00:22:33.815

Um, to date, uh, 53%

474

00:22:33.835 --> 00:22:36.855
of all adult use licenses are c owned.

475
00:22:37.325 --> 00:22:41.935
That 53% does not include the card number, which as,

476
00:22:42.055 --> 00:22:44.055
you know, given the elements of what it takes

477
00:22:44.055 --> 00:22:47.655
to get a card license, many, many of those are also, uh,

478
00:22:47.715 --> 00:22:49.895
to be considered social and economic equity.

479
00:22:50.355 --> 00:22:52.815
So, um, as we celebrate

480
00:22:53.035 --> 00:22:55.095
and really look at, you know,

481
00:22:55.095 --> 00:22:58.295
with awe at the incredible numbers John just told us about

482
00:22:58.355 --> 00:23:02.375
the context is that we're meeting

483
00:23:02.475 --> 00:23:04.095
and exceeding our equity goals

484
00:23:04.555 --> 00:23:07.535
and how important that is when we compare New York

485
00:23:07.675 --> 00:23:09.535
to all the cannabis states around the country.

486
00:23:09.755 --> 00:23:12.335
And so this was where we wanted to be.

487

00:23:12.795 --> 00:23:15.695

Um, and this is the foundation, um, for future growth.

488

00:23:15.755 --> 00:23:19.455

And, um, so it's an incredible pleasure of mine to be able

489

00:23:19.455 --> 00:23:23.015

to announce that and be, play any part of that.

490

00:23:23.595 --> 00:23:27.535

Um, amongst RC licensees, um, as you can see,

491

00:23:27.595 --> 00:23:30.055

36% are minority owned businesses.

492

00:23:30.055 --> 00:23:32.095

43% are women owned businesses,

493

00:23:32.095 --> 00:23:36.135

8% are service disabled veterans, 8% are distressed farmers,

494

00:23:36.885 --> 00:23:39.895

5% are from communities disproportionately impacted

495

00:23:39.995 --> 00:23:41.055

by prohibition.

496

00:23:41.835 --> 00:23:43.775

Um, next slide, I think.

497

00:23:45.025 --> 00:23:49.765

Uh, and so across the supply chain you can see that, um,

498

00:23:51.265 --> 00:23:54.835

amongst, um, CDI and serviceable veterans

499

00:23:54.855 --> 00:23:56.075
and minority owned businesses

500
00:23:56.075 --> 00:23:58.715
and women owned businesses is pretty much heading towards

501
00:23:59.495 --> 00:24:00.915
micros and retails.

502
00:24:01.475 --> 00:24:04.475
Slightly different trend, obviously with distress farmers,

503
00:24:04.855 --> 00:24:08.955
um, occupying more space among cultivators processors

504
00:24:09.055 --> 00:24:12.515
and distributors, but, but not exclusively.

505
00:24:13.295 --> 00:24:18.075
Um, so that is sort of the big picture numbers of

506
00:24:18.075 --> 00:24:19.395
where we're at in sea

507
00:24:19.575 --> 00:24:23.275
and our plan to just use this as a foundation to keep going.

508
00:24:23.775 --> 00:24:25.835
Um, so important. Any questions on that part?

509
00:24:26.425 --> 00:24:31.235
Well, I, I just wanted to, uh, as a, as a lead into

510
00:24:31.235 --> 00:24:33.755
what I'm gonna say, uh, just thank

511
00:24:34.415 --> 00:24:35.755
and acknowledge SUNY

512

00:24:35.775 --> 00:24:38.515

for letting us use their wonderful global

513

00:24:39.375 --> 00:24:41.035

center over and over again.

514

00:24:41.095 --> 00:24:42.995

And as you know, I'm a trustee of SUNY

515

00:24:43.015 --> 00:24:45.435

and very proud of the work SUNY does,

516

00:24:45.495 --> 00:24:49.395

and in, in, uh, our higher education space.

517

00:24:49.855 --> 00:24:54.635

Um, you know, we're very focused not only on the admission

518

00:24:55.295 --> 00:24:57.555

of students to our schools, but completion.

519

00:24:58.455 --> 00:25:01.155

Uh, and there's a big gap sometimes

520

00:25:01.185 --> 00:25:03.275

between those two things.

521

00:25:04.215 --> 00:25:08.395

So, uh, we could talk a little bit about it today,

522

00:25:08.495 --> 00:25:11.555

but we could also just add it to an agenda going forward,

523

00:25:12.455 --> 00:25:17.435

you know, how we are sort of tracking the success

524

00:25:17.935 --> 00:25:19.475
of our licensees

525
00:25:19.695 --> 00:25:23.395
and what we might need to be adjusting to make them

526
00:25:24.475 --> 00:25:25.815
as successful as possible.

527
00:25:25.815 --> 00:25:28.815
Because, you know, I think it's obvious just giving someone

528
00:25:28.975 --> 00:25:30.775
a license is not enough.

529
00:25:31.075 --> 00:25:34.695
Um, especially if they're lacking in resources, um,

530
00:25:35.995 --> 00:25:38.055
you know, and lacking in resources

531
00:25:38.055 --> 00:25:42.095
that other market participants may have access to or have.

532
00:25:42.275 --> 00:25:46.415
So, um, are, are we thinking

533
00:25:46.415 --> 00:25:48.375
of things in the, in those terms and

534
00:25:48.925 --> 00:25:49.925
Yeah, absolutely. Um,

535
00:25:49.925 --> 00:25:52.015
and, and later on, uh,

536
00:25:52.015 --> 00:25:55.455
during the c subcommittee meeting, we'll go through sort of

537

00:25:55.745 --> 00:25:57.775

where we've, you know, where we've gone

538

00:25:57.835 --> 00:25:59.695

so far in terms of our supports.

539

00:26:00.275 --> 00:26:04.015

Um, um, have a, a number of programs out there

540

00:26:04.015 --> 00:26:06.095

that have been really successful doing just exactly

541

00:26:06.095 --> 00:26:09.095

what you mentioned and sort of where we think we're headed,

542

00:26:09.235 --> 00:26:11.615

but where we think we're headed, obviously informed

543

00:26:11.635 --> 00:26:13.335

by this board, right?

544

00:26:13.395 --> 00:26:15.015

We don't, we don't have all the answers,

545

00:26:15.015 --> 00:26:16.055

right? Like, we're here to

546

00:26:16.505 --> 00:26:17.505

Right. Hear what,

547

00:26:17.505 --> 00:26:18.575

what your answers are.

548

00:26:19.075 --> 00:26:22.855

And so, um, I think you'll like what you see when you see

549

00:26:22.855 --> 00:26:26.215
what we've accomplished so far in terms of support

550
00:26:26.275 --> 00:26:29.415
and attraction in application, and also for licensees.

551
00:26:30.035 --> 00:26:32.575
Um, there's been incredible amount of support certain

552
00:26:33.195 --> 00:26:35.375
in certain sectors and, um,

553
00:26:35.585 --> 00:26:37.455
we're headed towards more support than others,

554
00:26:38.075 --> 00:26:40.495
and then have ideas for what next year looks like,

555
00:26:40.755 --> 00:26:42.735
but want to be informed by the board as well.

556
00:26:44.335 --> 00:26:46.835
So that's coming up in the subcommittee. Great. Alright.

557
00:26:46.835 --> 00:26:47.835
Awesome.

558
00:26:48.495 --> 00:26:51.995
See that, you know, there's a, uh, conversation that, um,

559
00:26:52.615 --> 00:26:55.595
has been seeded in the office in which we are also trying

560
00:26:55.595 --> 00:26:58.115
to think about, you know, how do we benchmark

561
00:26:58.115 --> 00:27:00.315
and measure success with, with our licensees.

562

00:27:00.975 --> 00:27:02.475

Um, you know, there there's

563

00:27:02.475 --> 00:27:04.675

so many different ways in which one could, uh,

564

00:27:04.675 --> 00:27:07.595

potentially claim a successful, uh, business

565

00:27:07.615 --> 00:27:08.915

or challenged business.

566

00:27:09.495 --> 00:27:12.315

Um, and, you know, we are just starting to collect data out

567

00:27:12.315 --> 00:27:13.915

of these, uh, out of these businesses.

568

00:27:14.215 --> 00:27:17.115

Um, we are seeing the spectrum of, um,

569

00:27:18.195 --> 00:27:19.795

cannabis businesses, as you can imagine.

570

00:27:20.455 --> 00:27:23.635

Um, you know, one, one interesting metric is, uh,

571

00:27:23.865 --> 00:27:26.795

from some surveying of our, of our licensees, we found

572

00:27:26.795 --> 00:27:30.315

that our retailers, um, a a across the ones

573

00:27:30.315 --> 00:27:33.915

that have been polled, um, have spent between roughly 30,000

574

00:27:34.095 --> 00:27:36.955
and over \$2 million to build out the retail locations.

575
00:27:37.545 --> 00:27:41.115
Massive divergence in what's being invested to, to, uh,

576
00:27:41.375 --> 00:27:42.515
get their stores up and running.

577
00:27:43.055 --> 00:27:45.995
Um, and we'd be very curious to understand how

578
00:27:45.995 --> 00:27:47.235
that might implicate the performance

579
00:27:47.235 --> 00:27:48.235
of the business moving forward.

580
00:27:48.415 --> 00:27:50.875
So, um, we're gonna be thinking very deeply about this issue

581
00:27:50.875 --> 00:27:52.955
of how do you benchmark, uh, performance, what are

582
00:27:53.495 --> 00:27:57.995
the consistent indicators of success, uh, that can be used,

583
00:27:58.255 --> 00:28:00.675
uh, as part of the training tools to ensure that, um,

584
00:28:00.675 --> 00:28:02.195
future licensees can be successful.

585
00:28:03.535 --> 00:28:04.955
And, and as you know, and I,

586
00:28:04.955 --> 00:28:06.875
and I know that people have presented on this

587

00:28:06.875 --> 00:28:09.155

before, we have an incredibly robust, um,

588

00:28:09.425 --> 00:28:10.795

accelerator program Yeah.

589

00:28:11.215 --> 00:28:15.035

For card licensees and for adult use, uh, c licensees.

590

00:28:15.455 --> 00:28:17.595

And it is a very, very deep program.

591

00:28:18.415 --> 00:28:20.595

And we do have some metrics which I can present

592

00:28:20.815 --> 00:28:23.835

or make available, uh, to you, which people that go

593

00:28:23.835 --> 00:28:25.235

through the program and what,

594

00:28:25.505 --> 00:28:27.355

what their revenue numbers are compared

595

00:28:27.355 --> 00:28:28.475

to people that haven't.

596

00:28:28.475 --> 00:28:29.995

And that's at least instructive,

597

00:28:30.095 --> 00:28:31.635

not just positive, but it's instructive.

598

00:28:32.215 --> 00:28:33.555

Um, okay. Next slide please.

599

00:28:33.615 --> 00:28:38.175

Is, um, so, uh, we're happy

600

00:28:38.195 --> 00:28:42.615

to announce, uh, today a, uh, grant program, uh, for card,

601

00:28:42.835 --> 00:28:44.055

um, licensees.

602

00:28:44.315 --> 00:28:46.815

Uh, this is, the office has been in collaboration

603

00:28:47.205 --> 00:28:49.495

with Empire State Development, which you know,

604

00:28:49.495 --> 00:28:52.695

is the chief economic development arm of New York State

605

00:28:52.755 --> 00:28:54.095

to build out a grant program.

606

00:28:54.675 --> 00:28:59.415

It is a \$5 million grant, um, eligible, um, licensees

607

00:28:59.965 --> 00:29:04.735

will get up to \$30,000 to support, uh, business operations.

608

00:29:05.435 --> 00:29:06.695

Um, we are not accepting

609

00:29:06.695 --> 00:29:08.135

applications yet that hasn't opened.

610

00:29:08.155 --> 00:29:12.335

We will make sure that everybody knows, um, well in advance

611

00:29:12.515 --> 00:29:15.695

and we will accept those applications on a rolling basis

612

00:29:16.105 --> 00:29:18.095
until funding exhaust is exhausted.

613

00:29:18.095 --> 00:29:20.015
But we'll give folks plenty of notice.

614

00:29:20.315 --> 00:29:22.415
Um, so if they're eligible, they can apply.

615

00:29:22.995 --> 00:29:25.535
Um, and the eligible, uh, uses

616

00:29:25.535 --> 00:29:28.735
of the program funding include, um, things like

617

00:29:29.735 --> 00:29:33.775
POS systems and security systems and, um, renovations

618

00:29:34.195 --> 00:29:36.415
and secure product storage

619

00:29:36.555 --> 00:29:38.775
and inventory tracking system, um,

620

00:29:38.835 --> 00:29:41.365
and even rent for licensed retail space.

621

00:29:41.865 --> 00:29:45.565
Um, this is, you know, it's, it's,

622

00:29:45.625 --> 00:29:47.045
it doesn't solve all our problems,

623

00:29:47.065 --> 00:29:49.205
but it is something to help support these

624

00:29:49.205 --> 00:29:51.005
licensees, um, going forward.

625
00:29:51.425 --> 00:29:56.205
Um, ESD issued an RFP, which just closed, uh, last week,

626
00:29:56.505 --> 00:30:00.565
uh, for a, uh, a vendor to administer this program.

627
00:30:01.145 --> 00:30:04.445
Um, and that's part of the partnership, uh, with ESD.

628
00:30:04.445 --> 00:30:06.205
And so they're going to choose the vendor

629
00:30:06.505 --> 00:30:07.565
to administer this program,

630
00:30:07.705 --> 00:30:10.765
but the idea is to have that move quickly, um,

631
00:30:10.765 --> 00:30:12.725
and have the distribution of funds move quickly.

632
00:30:13.385 --> 00:30:18.285
Um, and, um, so the grant administrator will perform the,

633
00:30:18.345 --> 00:30:19.685
the outreach and the marketing

634
00:30:20.105 --> 00:30:23.125
and, um, the score, the scoring and the monitoring.

635
00:30:23.665 --> 00:30:28.125
Um, as I say, we are interested in, um, in speed.

636
00:30:28.385 --> 00:30:29.685
And this did move very quickly.

637

00:30:29.865 --> 00:30:33.325

I'm happy that it moved quickly and, um, it, it will happen.

638

00:30:33.745 --> 00:30:36.325

Um, as soon as they choose a, a vendor will move

639

00:30:36.485 --> 00:30:38.805

that money out as, as a little bit of something.

640

00:30:38.905 --> 00:30:42.685

So, um, alright. Uh, I think that's it for me for now.

641

00:30:42.685 --> 00:30:43.765

Thank you so much. It's really

642

00:30:43.765 --> 00:30:44.885

been a pleasure talking to you.

643

00:30:44.985 --> 00:30:48.285

And I pass it over to the new kid on the block,

644

00:30:48.355 --> 00:30:50.285

Matt Wilson on this block.

645

00:30:51.535 --> 00:30:54.605

Thank you, Jim. Um, my name is Matt Wilson

646

00:30:54.705 --> 00:30:56.365

and I took up the role of director

647

00:30:56.585 --> 00:31:00.285

of the Community Grants reinvestment fund on September 3rd.

648

00:31:01.225 --> 00:31:04.485

Uh, as we all appreciate here, the MRTA set in legislation,

649

00:31:04.545 --> 00:31:06.165
one of the most ambitious efforts

650
00:31:06.625 --> 00:31:09.645
to not only legalize cannabis with equity at its center,

651
00:31:10.065 --> 00:31:11.885
but also to dedicate resources

652
00:31:11.885 --> 00:31:14.765
to reinvest in communities most harmed

653
00:31:14.785 --> 00:31:16.765
by prior federal and state drug laws.

654
00:31:17.985 --> 00:31:20.085
Let me state at the outset that I'm honored

655
00:31:20.545 --> 00:31:23.485
and humbled, uh, by this responsibility

656
00:31:23.665 --> 00:31:24.765
and fully committed

657
00:31:24.765 --> 00:31:28.085
to making the community grant reinvestment fund a catalytic

658
00:31:28.085 --> 00:31:30.725
opportunity for communities here in New York

659
00:31:30.875 --> 00:31:33.765
that faced the brunt of disproportionate enforcement

660
00:31:34.105 --> 00:31:37.325
and the compounding harms of punitive drug policies

661
00:31:38.745 --> 00:31:39.925
for the past 16 years.

662

00:31:40.235 --> 00:31:42.085

I've overseen various grant making

663

00:31:42.225 --> 00:31:45.245

and advocacy efforts at the Open Society Foundations.

664

00:31:45.945 --> 00:31:47.125

For the last 10 of these,

665

00:31:47.425 --> 00:31:51.445

my work fo focused on supporting organizations across the

666

00:31:51.445 --> 00:31:54.365

globe, working at the intersection of drug policy,

667

00:31:54.745 --> 00:31:57.005

racial justice, and human rights.

668

00:31:58.005 --> 00:31:59.625

In this role, I met

669

00:31:59.685 --> 00:32:02.265

and heard the stories of drug war survivors from

670

00:32:02.265 --> 00:32:03.305

many different countries.

671

00:32:03.935 --> 00:32:05.225

This included family members

672

00:32:05.445 --> 00:32:08.865

and survivors of extra judicial killings in the Philippines,

673

00:32:09.785 --> 00:32:13.665

impoverished farmers of crops declared illicit in Columbia,

674

00:32:14.255 --> 00:32:16.705
Morocco, South Africa, Burma, and elsewhere.

675
00:32:17.365 --> 00:32:20.385
And of course, justice impacted survivors from across the

676
00:32:20.385 --> 00:32:23.585
United States, including here in the state of New York.

677
00:32:25.605 --> 00:32:29.535
Past three weeks since joining OCM have been whirlwind have

678
00:32:29.575 --> 00:32:32.175
I, as I've joined right as we finalize the request

679
00:32:32.195 --> 00:32:35.015
for applications, the online application system,

680
00:32:35.415 --> 00:32:37.295
training materials, and promotional outreach.

681
00:32:38.035 --> 00:32:40.895
I'm so thankful and impressed with the team at OCM

682
00:32:40.895 --> 00:32:42.295
that has been driving this forward.

683
00:32:43.955 --> 00:32:45.735
If we could change slides, please.

684
00:32:47.915 --> 00:32:49.975
I'm happy to report on the current progress

685
00:32:49.975 --> 00:32:52.375
and state of play of the Community Reinvestment program.

686
00:32:52.825 --> 00:32:54.935
We're on the cusp of launching the first grant cycle,

687

00:32:55.235 --> 00:32:56.775
and I encourage anyone watching

688

00:32:56.875 --> 00:32:59.015
who is interested in applying for a grant

689

00:32:59.075 --> 00:33:00.575
to track these updates closely.

690

00:33:01.625 --> 00:33:04.135
First, the request for application is expected

691

00:33:04.155 --> 00:33:06.295
to become available in the coming weeks.

692

00:33:07.115 --> 00:33:09.775
As a reminder, this solicitation aims

693

00:33:09.775 --> 00:33:14.535
to support 5 0 1 C3 organizations serving young people, uh,

694

00:33:14.595 --> 00:33:18.575
in age range of zero to 24, and addressing one

695

00:33:18.635 --> 00:33:21.255
or more of the priority initiatives related

696

00:33:21.275 --> 00:33:24.575
to mental health, housing, and workforce development.

697

00:33:25.385 --> 00:33:26.885
As a first step interested,

698

00:33:26.895 --> 00:33:29.245
applicants should start the process now

699

00:33:29.305 --> 00:33:32.285
to become pre-qualified in the statewide financial system.

700
00:33:32.865 --> 00:33:36.885
At SS sfs ny.gov

701
00:33:39.395 --> 00:33:40.805
OCMs webpage dedicated

702
00:33:40.825 --> 00:33:43.805
to the Community reinvestment program is now live.

703
00:33:44.425 --> 00:33:47.125
Uh, you can check here regularly for program updates.

704
00:33:47.525 --> 00:33:49.285
A link to the RFA once released

705
00:33:49.625 --> 00:33:53.845
and information on how to apply the website is cannabis

706
00:33:54.825 --> 00:33:57.805
ny.gov/reinvestment.

707
00:33:59.735 --> 00:34:01.575
OCM continues to work with the Office

708
00:34:01.715 --> 00:34:04.615
of Information Technology Services IS

709
00:34:04.995 --> 00:34:06.735
and a contractor Agate

710
00:34:06.835 --> 00:34:09.575
to build an online application system called E

711
00:34:09.575 --> 00:34:11.775
Grants OCME grants.

712

00:34:11.925 --> 00:34:14.295

It's slated to go live in tandem with the release

713

00:34:14.295 --> 00:34:15.815

of the RFA in the coming weeks.

714

00:34:16.715 --> 00:34:18.895

We have been completing extensive user testing

715

00:34:19.075 --> 00:34:21.335

and system refinements simultaneously.

716

00:34:21.675 --> 00:34:23.575

We have been developing training materials

717

00:34:23.575 --> 00:34:25.775

to help applicants navigate the process.

718

00:34:28.135 --> 00:34:30.735

OCM has also continued to hold engagement sessions

719

00:34:30.835 --> 00:34:32.695

to get potential applicants ready

720

00:34:32.695 --> 00:34:34.095

for this upcoming opportunity.

721

00:34:34.755 --> 00:34:37.495

So far, we have held 20 grant readiness events

722

00:34:37.645 --> 00:34:40.735

with over 1,350 participants.

723

00:34:41.615 --> 00:34:44.895

A link to a recorded grant readiness session can be found on

724

00:34:45.325 --> 00:34:46.855
OCMs reinvestment webpage.

725
00:34:47.965 --> 00:34:51.575
Further, a bidders conference will be scheduled later in

726
00:34:51.575 --> 00:34:53.775
October to provide technical assistance

727
00:34:53.795 --> 00:34:57.055
for potential applicants during the application period.

728
00:34:58.005 --> 00:35:00.255
Finally, I encourage anyone interested

729
00:35:00.475 --> 00:35:03.775
to scan the QR code on the slide, um,

730
00:35:04.035 --> 00:35:06.575
to view our community reinvestment one pager,

731
00:35:06.645 --> 00:35:08.695
what New Yorkers need to know.

732
00:35:10.075 --> 00:35:13.015
Uh, with that, I will now pass to my colleague Ricky

733
00:35:13.015 --> 00:35:14.335
to provide a quick overview

734
00:35:14.335 --> 00:35:16.015
and demonstration of the local mayor.

735
00:35:17.245 --> 00:35:20.135
Alright, thank you, Matt, before, hang on, hang on,

736
00:35:20.205 --> 00:35:22.815
hang on, Ricky, hang on.

737

00:35:23.145 --> 00:35:24.375

We'll get to you, I promise.

738

00:35:25.315 --> 00:35:29.495

Um, I, uh, I just wanted to, uh,

739

00:35:30.385 --> 00:35:32.855

first of all welcome Matt again and thank him

740

00:35:33.675 --> 00:35:37.845

and, uh, Lila Hunt, who have been working together on this.

741

00:35:38.345 --> 00:35:42.125

Um, and, uh, also, uh,

742

00:35:43.015 --> 00:35:44.245

thank the governor

743

00:35:44.265 --> 00:35:47.405

and all the state agencies that are helping us with this.

744

00:35:47.475 --> 00:35:52.165

This, this is gonna be, uh, a lot of good news in a lot

745

00:35:52.165 --> 00:35:54.645

of communities around the state, uh,

746

00:35:54.795 --> 00:35:56.645

when we start handing out these money.

747

00:35:57.145 --> 00:36:01.205

Uh, um, so the two things I want to say is, um,

748

00:36:01.745 --> 00:36:03.365

if you're a 5 0 1 C3

749

00:36:03.505 --> 00:36:06.885
and you think you qualify, go to the website,

750
00:36:06.995 --> 00:36:10.765
take part in the, in the, uh, seminars

751
00:36:10.905 --> 00:36:13.165
and other, uh, information we have.

752
00:36:13.185 --> 00:36:15.685
So you get yourself in the position to apply.

753
00:36:16.265 --> 00:36:18.165
We want to give out the money, uh,

754
00:36:18.625 --> 00:36:22.085
and we encourage you to, to go to the website

755
00:36:22.145 --> 00:36:23.445
and attend our events.

756
00:36:24.105 --> 00:36:26.925
Um, and, and second of all, um,

757
00:36:29.315 --> 00:36:31.195
I think people need to really take stock of

758
00:36:31.195 --> 00:36:32.355
what we've heard this morning.

759
00:36:33.375 --> 00:36:34.875
Um, you know, the narrative

760
00:36:35.015 --> 00:36:37.755
around cannabis in New York has not always been good.

761
00:36:38.175 --> 00:36:42.355
And it's a long road when you're starting, uh, a new market

762

00:36:42.575 --> 00:36:45.275

and a new agency and a new regulatory structure.

763

00:36:45.975 --> 00:36:50.235

But, you know, just in the last half hour, 45 minutes

764

00:36:51.245 --> 00:36:52.315

we've heard we have,

765

00:36:53.255 --> 00:36:56.115

are gonna have over a half billion dollars

766

00:36:56.255 --> 00:36:58.035

of sales in New York.

767

00:36:58.295 --> 00:37:02.615

We have 200 dispensaries that are gonna be open this week.

768

00:37:03.705 --> 00:37:05.385

We've are trying

769

00:37:05.645 --> 00:37:09.385

and meeting our social equity goals to give licenses

770

00:37:09.485 --> 00:37:12.745

to those that were disproportionately impacted

771

00:37:13.445 --> 00:37:14.705

by the war on drugs.

772

00:37:15.645 --> 00:37:19.825

Um, and, um, we have money

773

00:37:19.825 --> 00:37:22.465

that we're gonna start driving back into these communities.

774

00:37:23.245 --> 00:37:26.425
Um, and those are a lot of wins.

775
00:37:27.365 --> 00:37:31.585
Um, and I think everybody in this space, we need to,

776
00:37:32.665 --> 00:37:33.765
we need this narrative

777
00:37:33.765 --> 00:37:38.085
because, um, we are, we are winning this

778
00:37:38.425 --> 00:37:40.405
and it's just gonna get better over time.

779
00:37:41.185 --> 00:37:45.445
So I, I want to thank all the people from OCM, John

780
00:37:45.665 --> 00:37:47.685
and Pat and Lila

781
00:37:47.685 --> 00:37:51.045
and everybody else for all the work that you guys are doing.

782
00:37:51.045 --> 00:37:52.285
You're gonna be the heroes

783
00:37:52.285 --> 00:37:54.685
of this at the end, end of the story.

784
00:37:55.105 --> 00:37:57.485
So thank you and Jim too.

785
00:37:57.655 --> 00:38:01.055
Thank you so much. Alright, Ricky,

786
00:38:01.415 --> 00:38:02.415
I have a quick question for Matt.

787

00:38:02.515 --> 00:38:07.375

Um, as you're evaluating these grant proposals, uh,

788

00:38:07.485 --> 00:38:08.975

what measures do you have in place

789

00:38:09.035 --> 00:38:12.455

to track the long-term impact of these grants on,

790

00:38:12.515 --> 00:38:14.295

on our community and the health

791

00:38:14.295 --> 00:38:15.495

development of our communities?

792

00:38:16.755 --> 00:38:18.415

Um, thank you Dr. Chin.

793

00:38:18.515 --> 00:38:20.135

At the moment, um,

794

00:38:21.195 --> 00:38:24.615

we are still setting up our evaluation systems

795

00:38:24.795 --> 00:38:25.895

and, and process.

796

00:38:26.835 --> 00:38:30.855

Um, I think in this first, uh, cycle,

797

00:38:31.115 --> 00:38:34.495

we will be very keen, uh, to have a close partnership

798

00:38:34.495 --> 00:38:35.840

with these organizations

799

00:38:36.105 --> 00:38:40.525
as we learn who's applied the work they're doing, uh, and,

800
00:38:40.625 --> 00:38:43.205
and figure out how our resources are

801
00:38:43.485 --> 00:38:44.885
contributing to their mission.

802
00:38:45.625 --> 00:38:47.525
Um, in the coming weeks

803
00:38:47.545 --> 00:38:50.445
and months, I look forward to trying to develop a, a sort

804
00:38:50.445 --> 00:38:52.605
of multi-year framework, um,

805
00:38:53.265 --> 00:38:55.165
for the community grants reinvestment fund

806
00:38:55.475 --> 00:38:59.525
that might include some sort of baseline, um, study

807
00:38:59.665 --> 00:39:03.205
or evaluation to figure out what is our starting point, uh,

808
00:39:03.305 --> 00:39:05.765
as we define objectives we want to achieve

809
00:39:05.905 --> 00:39:09.325
and then build a, a proper, uh, implementation and,

810
00:39:09.425 --> 00:39:11.285
and evaluation structure into the program.

811
00:39:11.805 --> 00:39:16.675
Excellent. Thank you. Thank you, Ricky.

812

00:39:18.485 --> 00:39:20.915

Thank you. Um, first I wanna thank the board

813

00:39:20.915 --> 00:39:21.955

for having me here today.

814

00:39:22.455 --> 00:39:23.995

Uh, my name is Ricky Bonelli.

815

00:39:24.115 --> 00:39:26.795

I work in the data and systems team at OCM, um,

816

00:39:26.935 --> 00:39:29.715

and we are absolutely thrilled to announce the launching

817

00:39:29.715 --> 00:39:32.995

of the legal online cannabis activities locator map,

818

00:39:33.065 --> 00:39:34.355

otherwise known as local.

819

00:39:34.975 --> 00:39:37.915

Um, we really view it as a transformative tool designed

820

00:39:37.915 --> 00:39:40.115

to help applications, uh, applicants

821

00:39:40.115 --> 00:39:43.595

and licensees, um, you know, have a more efficient,

822

00:39:43.595 --> 00:39:44.715

transparent and uh,

823

00:39:44.715 --> 00:39:46.755

and affordable process when evaluating locations.

824

00:39:47.655 --> 00:39:51.075

Um, the tool is developed using our cannabis licensing

825

00:39:51.105 --> 00:39:52.515

licensing system backend,

826

00:39:52.855 --> 00:39:55.195

and a link to the tool is now available on our website.

827

00:39:55.195 --> 00:39:56.195

On the licensing page.

828

00:39:56.455 --> 00:39:58.235

You can also open it up in your browser

829

00:39:58.575 --> 00:40:02.315

or on your mobile phone and go to local.cannabis.ny.gov.

830

00:40:03.475 --> 00:40:06.655

Um, the application is, is has two essential tools to it.

831

00:40:07.115 --> 00:40:09.415

Um, first is like an industry focus map

832

00:40:09.415 --> 00:40:11.095

that's really tailored for applicants

833

00:40:11.095 --> 00:40:14.135

and licensees for various stakeholders across the state.

834

00:40:14.555 --> 00:40:16.495

Um, and it features capabilities, some

835

00:40:16.495 --> 00:40:19.015

of which I'll go over today would include a proximity

836

00:40:19.035 --> 00:40:22.295

report, uh, searching different licenses, exporting data,

837

00:40:22.875 --> 00:40:24.855

uh, you know, filing through different data layers.

838

00:40:25.675 --> 00:40:28.535

Uh, and the second tool is more of a consumer focused map,

839

00:40:28.755 --> 00:40:31.655

uh, where New Yorkers can easily identify open dispensaries,

840

00:40:31.875 --> 00:40:34.215

uh, and licensed dispensaries and where to visit them.

841

00:40:34.835 --> 00:40:37.455

So with that being said, I will share my screen

842

00:40:38.235 --> 00:40:39.935

and, uh, we'll get down to business here.

843

00:40:44.725 --> 00:40:46.775

Okay. Can you guys see my, my screen?

844

00:40:49.455 --> 00:40:51.555

Yep. Yes, We can. Okay. All right.

845

00:40:51.555 --> 00:40:53.155

So when you go to local, uh, you'll be met

846

00:40:53.155 --> 00:40:55.115

with a splash screen, giving you the two different options,

847

00:40:55.175 --> 00:40:57.155

the retail map or the full featured map.

848

00:40:57.455 --> 00:41:00.035

Um, for this demonstration, we'll use the full featured map.

849

00:41:00.875 --> 00:41:03.375
Um, I'll take you on a, a quick, you know, browse

850
00:41:03.375 --> 00:41:04.895
through the application and what it has,

851
00:41:05.075 --> 00:41:06.535
and then we'll go into a few use cases

852
00:41:06.715 --> 00:41:09.175
and then I'll be happy to answer any questions you may have.

853
00:41:09.935 --> 00:41:12.035
So let's start with the legend and layers.

854
00:41:12.175 --> 00:41:14.915
So in the top right corner here, there's a, a layers button.

855
00:41:15.335 --> 00:41:16.875
Um, and let's kind of understand

856
00:41:16.875 --> 00:41:17.915
what we're looking at first.

857
00:41:17.975 --> 00:41:19.675
So what do these icons represent?

858
00:41:20.805 --> 00:41:23.345
Um, each of the icons represents a different license type

859
00:41:23.345 --> 00:41:24.425
that OCM has to offer.

860
00:41:24.845 --> 00:41:27.545
Uh, and it ranges a full supply chain that you have,

861
00:41:27.545 --> 00:41:31.305
your cultivators processors, distributors, micro businesses,

862

00:41:31.485 --> 00:41:33.800

retail dispensaries, medical dispensaries,

863

00:41:33.945 --> 00:41:35.685

and co-located medical dispensaries.

864

00:41:36.385 --> 00:41:37.885

Um, they're broken down by color,

865

00:41:37.945 --> 00:41:40.205

so your active are fully issued licenses,

866

00:41:40.205 --> 00:41:41.925

and those are identified with a, uh,

867

00:41:41.925 --> 00:41:43.445

white fill with a green border.

868

00:41:44.065 --> 00:41:46.565

Uh, your pending are a white fill with a yellow border,

869

00:41:46.585 --> 00:41:48.085

and those represent applications

870

00:41:48.315 --> 00:41:51.085

that have had their location section approved by the office.

871

00:41:51.705 --> 00:41:53.925

Uh, but the rest of their application is still going

872

00:41:53.925 --> 00:41:54.925

through the review process.

873

00:41:55.665 --> 00:41:58.805

Um, so as, as items in this layer go

874

00:41:58.805 --> 00:41:59.885
through the application process,

875
00:42:00.235 --> 00:42:02.325
when they reach a terminal state, whether positive

876
00:42:02.325 --> 00:42:04.605
or negative, uh, they'll be filtered accordingly.

877
00:42:04.665 --> 00:42:06.645
So if they move towards licensure, uh,

878
00:42:06.645 --> 00:42:08.325
they'll move into that active layer.

879
00:42:08.585 --> 00:42:11.245
If they move into, uh, a void or withdrawn

880
00:42:11.425 --> 00:42:13.165
or, you know, anything like that,

881
00:42:13.425 --> 00:42:14.605
uh, they'll fall off the map.

882
00:42:15.825 --> 00:42:17.925
Um, the next thing I wanna point you guys

883
00:42:17.925 --> 00:42:19.645
to are the different layers in local.

884
00:42:20.065 --> 00:42:21.925
Uh, there's a lot to to play with here.

885
00:42:22.025 --> 00:42:23.525
So we have some defaults,

886
00:42:23.585 --> 00:42:25.765
and you'll see those identified with the white space.

887

00:42:25.985 --> 00:42:28.205

The ones that are off by default have the I icon

888

00:42:28.205 --> 00:42:29.685

with the cross out, uh,

889

00:42:29.705 --> 00:42:32.085

and the layers just going down them quickly are the,

890

00:42:32.085 --> 00:42:35.365

the active licenses, the pending licenses, your places

891

00:42:35.385 --> 00:42:37.885

of worship in schools, which will show up at a much lower,

892

00:42:38.025 --> 00:42:39.565

uh, granularity on the map.

893

00:42:40.025 --> 00:42:41.485

Um, you have your unserved

894

00:42:41.585 --> 00:42:43.525

and underserved census checks, which relate

895

00:42:43.525 --> 00:42:44.605

to registered organizations.

896

00:42:45.305 --> 00:42:48.085

You have your municipalities, which are your cities, towns,

897

00:42:48.085 --> 00:42:50.725

and villages, and their correlated, uh, opt-out status.

898

00:42:51.185 --> 00:42:53.205

Uh, we also have population counts, uh,

899

00:42:53.205 --> 00:42:55.365
from the latest a CS five-year survey there.

900
00:42:55.985 --> 00:42:58.405
Um, you have your New York City Community districts,

901
00:42:58.405 --> 00:43:01.165
which are, um, prevalent for the municipal notification.

902
00:43:01.385 --> 00:43:03.285
So this will tell you if you're an applicant or,

903
00:43:03.285 --> 00:43:05.285
or looking for a specific location,

904
00:43:05.295 --> 00:43:06.805
which community board to contact.

905
00:43:07.625 --> 00:43:10.325
Um, you have your New York, uh, city police precincts.

906
00:43:10.545 --> 00:43:12.125
You have your New York State Assembly

907
00:43:12.145 --> 00:43:15.045
and Senate districts, your regional economic development

908
00:43:15.045 --> 00:43:17.045
councils, your EDCs and your counties.

909
00:43:18.525 --> 00:43:20.225
If I move over to the left, uh, this is

910
00:43:20.225 --> 00:43:21.385
where most people will start their journey.

911
00:43:21.385 --> 00:43:23.225
They'll enter an address, um,

912

00:43:23.245 --> 00:43:25.865

and once an address is entered, there are four tabs here

913

00:43:25.885 --> 00:43:26.985

to kind of filter through.

914

00:43:27.565 --> 00:43:30.145

Um, this locate tab is going to take the address,

915

00:43:30.255 --> 00:43:32.945

it's gonna draw a 1000 foot buffer by default around it

916

00:43:32.965 --> 00:43:35.345

and give you all the, um, information from each

917

00:43:35.345 --> 00:43:36.465

of the layers I just went through.

918

00:43:36.845 --> 00:43:39.145

And what is found within that 1000 foot buffer.

919

00:43:40.275 --> 00:43:42.735

Uh, your search tab is a quick way to kind of go

920

00:43:42.735 --> 00:43:43.735

through the different layers

921

00:43:43.875 --> 00:43:46.095

and search by specific data points

922

00:43:46.155 --> 00:43:48.495

or more generic, generic, uh, geographies.

923

00:43:48.915 --> 00:43:51.375

You can search by an entity name or a license number.

924

00:43:51.515 --> 00:43:53.015
You can search by a city or a county,

925
00:43:53.475 --> 00:43:54.575
um, and things like that.

926
00:43:55.155 --> 00:43:58.295
Uh, the last category we have are your c uh, licenses,

927
00:43:58.595 --> 00:44:01.015
and you can search by which, uh, which

928
00:44:01.575 --> 00:44:03.175
c certification you wanna see.

929
00:44:04.445 --> 00:44:07.385
Um, your filter tab are a bunch of out of the box filters,

930
00:44:07.445 --> 00:44:09.305
uh, that we think are, you know, probably helpful

931
00:44:09.445 --> 00:44:11.305
to the, uh, to the user.

932
00:44:11.565 --> 00:44:13.985
Uh, for example, if I wanted to see my open dispensaries,

933
00:44:14.105 --> 00:44:16.425
I can just click this toggle and it will filter accordingly.

934
00:44:17.775 --> 00:44:19.475
Uh, the last tab here on the left hand

935
00:44:19.475 --> 00:44:20.515
side is your prox report.

936
00:44:20.975 --> 00:44:22.515
Um, once you enter an address,

937

00:44:22.625 --> 00:44:25.395

this button will go from no input address to the, uh,

938

00:44:25.615 --> 00:44:27.395

you'll see, uh, the address that you've searched,

939

00:44:27.655 --> 00:44:29.915

and if you click this button, the proximity report will be

940

00:44:29.915 --> 00:44:31.725

generated in a new, in a new tab.

941

00:44:33.025 --> 00:44:35.605

Uh, last two points on the, on the walkthrough here, uh,

942

00:44:35.605 --> 00:44:37.405

this bottom tab is your data table.

943

00:44:37.785 --> 00:44:40.285

Uh, so this contains all the detailed information on each

944

00:44:40.285 --> 00:44:41.285

of the layers I went through,

945

00:44:41.545 --> 00:44:44.205

and you can kind of cycle through these as you see fit.

946

00:44:44.305 --> 00:44:46.645

So if I were to click on, uh, municipalities,

947

00:44:46.845 --> 00:44:48.445

I can see the different municipalities

948

00:44:48.705 --> 00:44:49.845

and so on and so forth.

949

00:44:50.915 --> 00:44:54.175
Um, and this right hand panel is your

950
00:44:54.175 --> 00:44:55.295
helpful information tab.

951
00:44:55.515 --> 00:44:58.015
So this is the user guide. There's a feedback form.

952
00:44:58.395 --> 00:45:00.415
Um, you can report an incident through the,

953
00:45:00.415 --> 00:45:01.855
through the application to the office.

954
00:45:02.395 --> 00:45:04.215
Um, you can view the underlying dataset

955
00:45:04.215 --> 00:45:06.575
and see program specific information such as, um,

956
00:45:06.605 --> 00:45:08.095
information on the C program.

957
00:45:10.325 --> 00:45:12.225
So let's jump in and, and search and address.

958
00:45:13.065 --> 00:45:15.005
Um, I'll do the Empire State

959
00:45:15.165 --> 00:45:16.365
Building, let's see what comes up.

960
00:45:18.935 --> 00:45:20.635
If I can type, that would be really great.

961
00:45:22.595 --> 00:45:24.965
Okay, so if I click on the Empire State Building,

962

00:45:25.025 --> 00:45:27.405

the map is gonna pan to the address, drawing

963

00:45:27.405 --> 00:45:28.685

that 1000 foot buffer.

964

00:45:29.305 --> 00:45:32.685

Um, the map is going to do an analysis on whatever's in

965

00:45:32.685 --> 00:45:33.725

that 1000 foot buffer

966

00:45:33.785 --> 00:45:35.645

and return the, on the left hand side here.

967

00:45:36.265 --> 00:45:38.605

Um, you can expand any one of these categories

968

00:45:38.605 --> 00:45:40.005

to see more detailed information.

969

00:45:40.145 --> 00:45:41.885

You can also click on the icons on the map

970

00:45:41.885 --> 00:45:43.045

to pull up the same information.

971

00:45:43.585 --> 00:45:46.885

So for example, if I wanted to see the municipality, I can,

972

00:45:47.245 --> 00:45:50.365

I can open this up, see that this addresses in the city

973

00:45:50.365 --> 00:45:53.115

of New York and that it has not opted out,

974

00:45:53.375 --> 00:45:54.595
uh, of any licensing.

975
00:45:54.595 --> 00:45:56.355
And the population is 8.7 million.

976
00:45:56.375 --> 00:45:59.155
So we know that a 1000 foot buffer applies, uh,

977
00:45:59.155 --> 00:46:00.635
and I could do that for any layer here.

978
00:46:01.215 --> 00:46:02.555
Um, for example, if I wanted

979
00:46:02.555 --> 00:46:04.475
to see the active licenses within a thousand feet

980
00:46:04.495 --> 00:46:07.035
of the Empire State Building, I can click on a record,

981
00:46:07.715 --> 00:46:11.075
I can open it up and I'll get detailed information such as,

982
00:46:11.895 --> 00:46:14.675
um, premises details, license details,

983
00:46:15.135 --> 00:46:16.355
and operating details.

984
00:46:16.855 --> 00:46:19.235
So your premises details are kind of your high level.

985
00:46:19.585 --> 00:46:21.835
Your license are, are specifically tailored to,

986
00:46:21.935 --> 00:46:24.035
to the details around the license

987

00:46:24.095 --> 00:46:25.915

and their seat certification, if there is one,

988

00:46:26.105 --> 00:46:28.795

your operating activities, you can see, you know, what type

989

00:46:28.795 --> 00:46:31.275

of extraction they do, do they do delivery, um,

990

00:46:31.335 --> 00:46:32.995

do they sell non-cannabis products,

991

00:46:33.215 --> 00:46:34.675

um, et cetera, et cetera.

992

00:46:35.975 --> 00:46:39.775

Um, now if I wanted to generate a proximity report, um,

993

00:46:39.775 --> 00:46:41.375

once you search, you can click on this tab.

994

00:46:41.795 --> 00:46:44.175

Now you'll see that proximity report will be generated.

995

00:46:44.595 --> 00:46:48.215

Um, and this is gonna do about, i I would say about 90%

996

00:46:48.215 --> 00:46:50.855

of the legwork it takes to, to really assess a location.

997

00:46:51.355 --> 00:46:53.575

Um, and this is broken up into a few different sections.

998

00:46:53.575 --> 00:46:56.295

So your top part of the proximity report is generic

999

00:46:56.295 --> 00:46:59.335
geographic information such as the address, the LA Long,

1000
00:46:59.395 --> 00:47:01.575
the municipality, the the address is located in.

1001
00:47:02.035 --> 00:47:04.255
If it's a New York City address, um,

1002
00:47:04.435 --> 00:47:06.335
the community district field will pop up

1003
00:47:06.335 --> 00:47:08.095
and tell you which community board it belongs to.

1004
00:47:08.635 --> 00:47:11.415
You have the population, the opt-out status in the county.

1005
00:47:12.595 --> 00:47:14.655
And then the next two sections are gonna focus on the

1006
00:47:14.655 --> 00:47:16.055
1,002,000 foot buffer.

1007
00:47:16.475 --> 00:47:18.975
Um, the report is actually gonna take this population field

1008
00:47:18.975 --> 00:47:20.055
and apply the correct buffer

1009
00:47:20.155 --> 00:47:21.975
and pull in the correct details.

1010
00:47:22.945 --> 00:47:26.495
Um, you'll see that if there are licenses within,

1011
00:47:26.635 --> 00:47:30.005
you'll see the, the license type, um, the name, the type,

1012

00:47:30.025 --> 00:47:31.845

the type code, the license number, the address,

1013

00:47:32.065 --> 00:47:33.485

and an approximate distance.

1014

00:47:33.865 --> 00:47:38.005

Um, I, there is language, uh, on the application at the top

1015

00:47:38.005 --> 00:47:40.365

of the report, just, you know, letting the user know

1016

00:47:40.365 --> 00:47:42.845

that these are using G standard GIS techniques.

1017

00:47:43.105 --> 00:47:45.445

Uh, these, these distances are approximations,

1018

00:47:45.465 --> 00:47:47.965

but they don't reflect an entry to entry measurement,

1019

00:47:48.155 --> 00:47:49.525

more like a structure to structure.

1020

00:47:49.865 --> 00:47:52.005

Um, so we, we do encourage you to do a second,

1021

00:47:52.105 --> 00:47:54.325

use a secondary source, whether it's out in the field

1022

00:47:54.625 --> 00:47:56.565

or whether it's, uh, like Google Maps to,

1023

00:47:56.565 --> 00:47:58.165

to conduct a more accurate measurement.

1024

00:47:58.165 --> 00:48:00.125
But these will just encapsulate what's within

1025
00:48:00.125 --> 00:48:04.475
that distance radius, um, the next three sections or,

1026
00:48:04.495 --> 00:48:05.715
or more distance requirements.

1027
00:48:05.735 --> 00:48:08.475
So any places of worship within 200 feet will show up.

1028
00:48:08.735 --> 00:48:10.675
Any schools within 500 feet will show up.

1029
00:48:10.865 --> 00:48:12.275
Same with public youth facilities.

1030
00:48:12.275 --> 00:48:13.995
If there are, if there are any.

1031
00:48:14.455 --> 00:48:16.795
Um, we also encourage the user to check

1032
00:48:16.795 --> 00:48:17.835
with the local municipality

1033
00:48:17.895 --> 00:48:19.595
to see if there was a local law passed.

1034
00:48:19.895 --> 00:48:21.115
Um, if there was one passed

1035
00:48:21.115 --> 00:48:22.235
and the office has been notified,

1036
00:48:22.235 --> 00:48:23.435
it will show up in that layer.

1037

00:48:24.855 --> 00:48:28.625

Um, the last part is the 10 nearest licenses.

1038

00:48:28.725 --> 00:48:31.105

Uh, we think this just helps you assess your competition.

1039

00:48:31.445 --> 00:48:32.465

Uh, you know, there's,

1040

00:48:33.525 --> 00:48:36.185

if there's 10 within a half mile in New York City, you know,

1041

00:48:36.185 --> 00:48:37.385

you can make that as a judgment call.

1042

00:48:37.385 --> 00:48:38.505

Is that too saturated for you?

1043

00:48:38.685 --> 00:48:41.065

If you wanna go more rural, you'll see more, more, uh,

1044

00:48:41.215 --> 00:48:42.625

farther distances, I would say.

1045

00:48:43.485 --> 00:48:46.425

Um, and the last thing on this, I say 90% of it

1046

00:48:46.425 --> 00:48:48.865

because the other 10% comes into like, uh,

1047

00:48:49.405 --> 00:48:51.585

the more finer details of, of measurements.

1048

00:48:51.585 --> 00:48:53.425

So like, is it on a corner lot?

1049

00:48:53.765 --> 00:48:56.345

Uh, is the building exclusively used, is a house of worship,

1050

00:48:56.845 --> 00:48:57.865

uh, those kinds of things

1051

00:48:57.865 --> 00:48:59.345

that can't be achieved programmatically.

1052

00:48:59.345 --> 00:49:01.185

But we really try to put you in a good place to kind

1053

00:49:01.185 --> 00:49:03.265

of see the results for this location.

1054

00:49:03.685 --> 00:49:05.265

And the last thing you can do is print the report

1055

00:49:05.285 --> 00:49:08.145

or you can save it as a PDF once you open it, um,

1056

00:49:08.365 --> 00:49:09.625

and for your documentation.

1057

00:49:10.685 --> 00:49:12.025

So I'll pause there.

1058

00:49:12.185 --> 00:49:13.465

A lot of information and happy

1059

00:49:13.465 --> 00:49:15.065

to field any questions that the board has.

1060

00:49:17.805 --> 00:49:18.705

Can we give it around the,

1061

00:49:23.775 --> 00:49:24.985

Yeah, this is really incredible.

1062

00:49:25.185 --> 00:49:26.665

I mean, this really, um,

1063

00:49:27.735 --> 00:49:30.705

it's a significant step towards creating transparency

1064

00:49:31.535 --> 00:49:33.785

with the lay person, with the community, with,

1065

00:49:34.085 --> 00:49:36.305

um, you know, licensees.

1066

00:49:36.805 --> 00:49:39.025

It really, I think, ties the purse strings together

1067

00:49:39.285 --> 00:49:40.345

and we've been waiting for this

1068

00:49:40.345 --> 00:49:42.425

for a really long time, so kudos.

1069

00:49:42.435 --> 00:49:43.705

Thank you so much. Thank

1070

00:49:43.705 --> 00:49:44.705

You.

1071

00:49:46.695 --> 00:49:47.715

So quick question.

1072

00:49:48.055 --> 00:49:50.755

Um, in terms of getting this out right, one

1073

00:49:50.755 --> 00:49:53.195

of the things I heard from folks on community boards was

1074

00:49:53.195 --> 00:49:54.595
they were, you know, overwhelmed

1075
00:49:54.775 --> 00:49:56.395
by knowing proximity, right?

1076
00:49:56.395 --> 00:49:58.915
Because this is not their full-time job is

1077
00:49:58.915 --> 00:49:59.995
reviewing applications.

1078
00:50:00.215 --> 00:50:03.555
So is this tool gonna be marketed towards municipalities

1079
00:50:03.655 --> 00:50:05.315
and community board members so

1080
00:50:05.315 --> 00:50:06.555
that they can access this, right?

1081
00:50:06.635 --> 00:50:07.995
I know this is gonna be available to folks,

1082
00:50:08.055 --> 00:50:09.715
but I do think it would be a good touch to

1083
00:50:10.355 --> 00:50:12.355
specifically reach out to bps and,

1084
00:50:12.535 --> 00:50:14.435
and local municipality just to say, Hey,

1085
00:50:14.435 --> 00:50:16.595
this is a tool you can and should be using

1086
00:50:16.695 --> 00:50:19.075
and making sure your community boards members are saying

1087

00:50:19.075 --> 00:50:23.115

this because frankly, um, I got yelled at a little bit

1088

00:50:23.215 --> 00:50:24.435

by community board folks.

1089

00:50:24.795 --> 00:50:27.725

Um, I wanna make sure we're,

1090

00:50:27.725 --> 00:50:29.525

we're minimizing all of us getting yelled at.

1091

00:50:29.525 --> 00:50:31.325

But I think this is an awesome tool and,

1092

00:50:31.345 --> 00:50:33.725

and kudos to the team for putting this together.

1093

00:50:33.845 --> 00:50:36.325

I think it's going to solve a lot of headaches for a lot

1094

00:50:36.325 --> 00:50:38.165

of different stakeholders across the state.

1095

00:50:38.955 --> 00:50:41.525

Gary, one one point on that actually, so, um,

1096

00:50:41.985 --> 00:50:45.045

so this pending layer, um, is when a location,

1097

00:50:45.305 --> 00:50:47.485

the location information section was approved on the

1098

00:50:47.485 --> 00:50:50.445

application that includes the notification to municipality.

1099

00:50:50.865 --> 00:50:53.245
So there shouldn't be any like, retail applications

1100
00:50:53.245 --> 00:50:56.285
that haven't had an approved notification, approved proof

1101
00:50:56.285 --> 00:50:58.925
of control, uh, that the location meets all the distance

1102
00:50:58.925 --> 00:51:00.165
requirements if it's retail.

1103
00:51:00.745 --> 00:51:02.645
Um, so that's just an important notion.

1104
00:51:02.745 --> 00:51:05.405
And one thing I, there's a lot that you can do

1105
00:51:05.405 --> 00:51:07.885
with this application, but there's one, one tool

1106
00:51:07.885 --> 00:51:10.885
that you can use is you can, you can open up by geography.

1107
00:51:10.905 --> 00:51:12.965
So let's say you want it to do the community district.

1108
00:51:13.335 --> 00:51:14.765
Let's say I shut off my counties

1109
00:51:15.585 --> 00:51:17.525
and if I click on a, on a district,

1110
00:51:20.555 --> 00:51:23.695
um, you can click this button and go to set location

1111
00:51:24.115 --> 00:51:26.095
and it will generate the results for

1112

00:51:26.095 --> 00:51:27.495
that community district.

1113

00:51:27.795 --> 00:51:30.535
So they can see that this community board has one active

1114

00:51:30.615 --> 00:51:32.495
licensee, like in their jurisdiction.

1115

00:51:32.555 --> 00:51:35.255
So they can kind of get, they can kind of look as a whole

1116

00:51:35.275 --> 00:51:37.615
as, as what the cannabis landscape is in their geography.

1117

00:51:37.615 --> 00:51:39.375
And you can do the same for any geography.

1118

00:51:39.375 --> 00:51:40.375
So senate assembly,

1119

00:51:41.055 --> 00:51:43.055
regional economic development councils, et cetera.

1120

00:51:44.925 --> 00:51:47.615
I'll, I'll add too quickly just, um, this, uh,

1121

00:51:47.725 --> 00:51:49.255
this platform that we developed,

1122

00:51:49.255 --> 00:51:51.575
we actually used the same vendor that developed, uh,

1123

00:51:51.575 --> 00:51:54.615
the state liquor authorities, uh, mapping system so

1124

00:51:54.845 --> 00:51:56.895
that the whole look and feel

1125
00:51:57.035 --> 00:51:59.015
and the way you search should be very familiar

1126
00:51:59.075 --> 00:52:00.135
to the community boards.

1127
00:52:00.355 --> 00:52:01.895
And so I think this is just can kind

1128
00:52:01.895 --> 00:52:03.535
of help add cannabis into their normal

1129
00:52:03.855 --> 00:52:05.175
licenses that they consider.

1130
00:52:05.325 --> 00:52:07.135
Perfect. Gary, did

1131
00:52:07.135 --> 00:52:08.135
You have a question?

1132
00:52:09.105 --> 00:52:12.505
I did. Um, good. Is it afternoon now?

1133
00:52:12.505 --> 00:52:15.825
Good afternoon everyone. Um, I think great job on this app.

1134
00:52:16.245 --> 00:52:18.465
Um, I think one question just got answered

1135
00:52:18.465 --> 00:52:20.465
because it looks like some of this is familiar.

1136
00:52:21.165 --> 00:52:22.985
Um, so two quick points on this.

1137

00:52:23.565 --> 00:52:24.945

Uh, what was the rationale

1138

00:52:24.945 --> 00:52:26.905

with listing the Latin long on this?

1139

00:52:28.005 --> 00:52:29.585

And the second one is,

1140

00:52:30.615 --> 00:52:33.545

what are the considerations about showing the actual

1141

00:52:33.545 --> 00:52:35.865

individual license number versus just saying

1142

00:52:35.865 --> 00:52:39.555

that they're licensed or not as there, you know, what's,

1143

00:52:39.555 --> 00:52:41.435

what's the legal implications of both of those?

1144

00:52:42.925 --> 00:52:46.465

So for, I can speak to LA long, so that is, uh,

1145

00:52:46.575 --> 00:52:47.865

generated by the report.

1146

00:52:48.445 --> 00:52:50.145

So, um, 'cause it,

1147

00:52:50.145 --> 00:52:52.345

that is a field we were collecting on the application.

1148

00:52:52.495 --> 00:52:54.225

Your lat long is, is a field you have

1149

00:52:54.225 --> 00:52:55.265
to enter as an applicant.

1150
00:52:55.565 --> 00:52:57.905
Um, so this generates those coordinates for you.

1151
00:52:58.205 --> 00:53:00.625
Uh, and this is just for a location that you've searched.

1152
00:53:00.965 --> 00:53:04.985
Uh, there is no LA long, um, for the actual popups

1153
00:53:06.835 --> 00:53:09.165
that, that you can't get that information from this.

1154
00:53:09.465 --> 00:53:12.085
Um, for, for, um, oh,

1155
00:53:12.085 --> 00:53:13.405
and I should mention that brings up a good point.

1156
00:53:13.625 --> 00:53:15.445
So you're, uh, I should have mentioned from the top,

1157
00:53:15.475 --> 00:53:17.525
your cultivators and your micro businesses

1158
00:53:17.525 --> 00:53:19.085
with cultivation, but no retail.

1159
00:53:19.255 --> 00:53:22.325
Those addresses are redacted, uh, from this application.

1160
00:53:22.425 --> 00:53:25.565
And you can find them in the center point of any county,

1161
00:53:25.865 --> 00:53:27.165
um, geography.

1162

00:53:27.825 --> 00:53:30.645

And you'll see that, for example, if I click on this county,

1163

00:53:30.645 --> 00:53:32.005

there's six cultivators

1164

00:53:32.225 --> 00:53:33.685

and you can kind of cycle through the records,

1165

00:53:34.185 --> 00:53:36.565

but there's no address information, uh, available.

1166

00:53:40.235 --> 00:53:43.295

And I'll just add to to, to your second point, um, the,

1167

00:53:43.295 --> 00:53:44.855

the importance of the license number

1168

00:53:44.965 --> 00:53:47.815

because it is really the unique identifier for our, our,

1169

00:53:47.815 --> 00:53:48.975

our licensed businesses.

1170

00:53:49.395 --> 00:53:51.575

And just with the, the trouble we've had

1171

00:53:51.575 --> 00:53:52.935

with the illicit market and,

1172

00:53:52.935 --> 00:53:55.495

and people going, going up there has been concerns,

1173

00:53:55.495 --> 00:53:56.855

even from people who are familiar

1174

00:53:56.855 --> 00:53:58.735
with the market, is this person licensed?

1175
00:53:58.735 --> 00:53:59.735
Is this person not licensed?

1176
00:54:00.035 --> 00:54:01.295
And kind of having that, you know,

1177
00:54:01.325 --> 00:54:03.215
universal unique identifier

1178
00:54:03.415 --> 00:54:06.215
that you can show them your license certificate, show them

1179
00:54:06.215 --> 00:54:08.695
that you are, uh, in fact licensed, go back

1180
00:54:08.695 --> 00:54:10.495
to the board meeting where maybe you got your license.

1181
00:54:11.235 --> 00:54:13.855
Um, those, those things can really help just, uh, uh,

1182
00:54:14.295 --> 00:54:16.695
identify someone as, as, as a licensee versus,

1183
00:54:16.915 --> 00:54:18.095
uh, an illicit dispensary.

1184
00:54:18.715 --> 00:54:21.695
But is is there, is there any risk with someone, uh,

1185
00:54:22.175 --> 00:54:23.455
misusing that information?

1186
00:54:25.755 --> 00:54:27.615
No, I would say I'm in the contrary.

1187

00:54:27.695 --> 00:54:28.735

I, I think it's really important

1188

00:54:28.735 --> 00:54:29.775

information to get out there.

1189

00:54:30.155 --> 00:54:32.375

Um, especially if, if you are a distributor

1190

00:54:32.715 --> 00:54:35.095

and you were, you know, looking to distribute your product,

1191

00:54:35.315 --> 00:54:37.895

one of the first things you're gonna ask for is, well,

1192

00:54:38.155 --> 00:54:39.895

is this person licensed by OCM?

1193

00:54:40.515 --> 00:54:43.815

Um, and and to prove that is, is using the license number

1194

00:54:43.815 --> 00:54:46.215

and the license certificate provided by the office.

1195

00:54:49.255 --> 00:54:53.035

That's great. Thank you.

1196

00:54:56.785 --> 00:54:59.405

All right, fantastic. Awesome. Thank you guys.

1197

00:55:00.265 --> 00:55:04.325

Um, pat, are we turning this over to you

1198

00:55:04.505 --> 00:55:06.445

to talk about single point of contact?

1199

00:55:07.075 --> 00:55:09.445
Yeah, and I'll, I'll take another, uh,

1200
00:55:09.445 --> 00:55:11.725
opportunity too just to thank Ricky, Jody,

1201
00:55:12.265 --> 00:55:13.485
the entire comms team.

1202
00:55:13.665 --> 00:55:16.045
Uh, it's really been a team effort from OCM to,

1203
00:55:16.045 --> 00:55:17.405
to get this map to fruition.

1204
00:55:17.785 --> 00:55:20.525
And I, I would say probably the number one question,

1205
00:55:20.705 --> 00:55:22.645
if you were gonna think about the last eight months,

1206
00:55:23.035 --> 00:55:24.325
what we get from applicants.

1207
00:55:24.325 --> 00:55:26.365
It, it's questions about proximity protection

1208
00:55:26.425 --> 00:55:29.365
and does my location qualify and, and this and that.

1209
00:55:29.385 --> 00:55:31.365
And so it, it's such a hot button issue

1210
00:55:31.635 --> 00:55:33.805
that I think it's gonna be such a helpful resource

1211
00:55:33.865 --> 00:55:35.885
for licensees, applicants municipalities.

1212

00:55:36.585 --> 00:55:39.925

Um, so we're really, really excited to, to get it out there.

1213

00:55:40.785 --> 00:55:43.525

Um, another announcement we're very excited about is,

1214

00:55:43.545 --> 00:55:45.125

is moving to this, uh, single point

1215

00:55:45.125 --> 00:55:46.805

of contact license review process.

1216

00:55:47.545 --> 00:55:49.565

So, uh, this is one of the recommendations

1217

00:55:49.565 --> 00:55:52.565

that came from the OGS report, uh, earlier this spring

1218

00:55:53.305 --> 00:55:56.525

and looking, one of the things they, they dug into was,

1219

00:55:56.665 --> 00:55:59.125

was the structure of the licensing process in,

1220

00:55:59.305 --> 00:56:02.285

in looking at, um, other state agencies that do licensing,

1221

00:56:02.285 --> 00:56:03.765

other states that do licensing.

1222

00:56:04.385 --> 00:56:08.525

And, um, for a variety of factors, we, we ended up in a,

1223

00:56:08.525 --> 00:56:10.485

in a situation where we were trying to issue

1224

00:56:10.485 --> 00:56:12.405
as many licenses as possible, as quick as possible.

1225
00:56:12.465 --> 00:56:14.925
And so we were pulling people from our, you know,

1226
00:56:15.245 --> 00:56:19.205
external affairs team, our compliance team, uh, social

1227
00:56:19.205 --> 00:56:22.045
and economic equity team to, to help with the,

1228
00:56:22.045 --> 00:56:23.885
the licensing review, which, you know,

1229
00:56:23.885 --> 00:56:25.685
initially helps you get off the ground,

1230
00:56:25.745 --> 00:56:27.005
get licenses out the door,

1231
00:56:27.305 --> 00:56:29.685
but is not necessarily a sustainable model to,

1232
00:56:29.705 --> 00:56:30.885
to scale over time.

1233
00:56:31.465 --> 00:56:36.125
And so, uh, we've kicked off this, uh, this process of, um,

1234
00:56:36.245 --> 00:56:39.245
centralizing all the licensing function within the licensing

1235
00:56:39.245 --> 00:56:43.645
team and have, uh, had a series of trainings scheduled

1236
00:56:43.665 --> 00:56:46.245
for the licensing team members to learn all

1237

00:56:46.245 --> 00:56:48.325

of the different aspects of review from the background

1238

00:56:48.325 --> 00:56:51.285

checks to the c status checks from our proximity checks,

1239

00:56:51.285 --> 00:56:53.845

which now just got a, a lot easier because of the map.

1240

00:56:54.505 --> 00:56:58.725

Um, and, uh, we are, are, I'm, I'm happy to announce, uh,

1241

00:56:58.795 --> 00:57:01.765

there's, uh, different trainings from our licensing cohorts,

1242

00:57:01.765 --> 00:57:03.005

but the first one just completed

1243

00:57:03.145 --> 00:57:04.765

and they have started the single point

1244

00:57:04.765 --> 00:57:05.885

of contact review model.

1245

00:57:06.385 --> 00:57:09.605

Uh, there's also a lot of benefits to the applicants moving

1246

00:57:09.625 --> 00:57:12.525

to this model because instead of maybe getting passed around

1247

00:57:12.555 --> 00:57:15.525

with different, um, examiners as, as you go through the,

1248

00:57:15.525 --> 00:57:16.765

the license review process,

1249

00:57:17.305 --> 00:57:19.485
you now have one examiner dedicated

1250
00:57:19.505 --> 00:57:21.645
to your application can be that point

1251
00:57:21.645 --> 00:57:24.925
of contact if you have any question from, from start to to,

1252
00:57:24.925 --> 00:57:26.725
to finish, to ultimately, you know, getting,

1253
00:57:26.725 --> 00:57:28.845
getting the decision, hopefully getting a,

1254
00:57:28.925 --> 00:57:30.525
a positive decision from the board on,

1255
00:57:30.545 --> 00:57:32.245
on issuing the application.

1256
00:57:32.865 --> 00:57:35.005
Uh, so we we're rolling that out now, wanted

1257
00:57:35.005 --> 00:57:36.565
to provide the board with an update and,

1258
00:57:36.565 --> 00:57:38.285
and just a, a big shout out to, uh,

1259
00:57:38.285 --> 00:57:39.885
Deanna Daley from our team who's really

1260
00:57:39.885 --> 00:57:41.085
spearheaded this initiative.

1261
00:57:41.465 --> 00:57:42.605
So great job, Deanna,

1262

00:57:42.605 --> 00:57:43.805
and great job to everyone who's,

1263

00:57:43.805 --> 00:57:45.165
who's helped, uh, roll this out.

1264

00:57:46.665 --> 00:57:48.165
And I think I'm, I'm over to you, John.

1265

00:57:53.615 --> 00:57:56.515
Thanks, pat. Um, couple of additional kind

1266

00:57:56.515 --> 00:57:58.955
of just administrative updates from the office, uh,

1267

00:57:59.015 --> 00:58:02.395
in keeping with this theme of we've been building a lot and,

1268

00:58:02.415 --> 00:58:04.715
and continue to try, uh, to find ways

1269

00:58:04.715 --> 00:58:07.675
to optimize the efficiency of both our internal operations,

1270

00:58:07.975 --> 00:58:10.555
uh, and the efficiency with which the market is operating.

1271

00:58:11.055 --> 00:58:13.755
So, uh, the first really grateful for the support

1272

00:58:13.755 --> 00:58:15.875
that we've received from the governor's office, uh,

1273

00:58:15.875 --> 00:58:18.595
and for the legislature to continue to find ways,

1274

00:58:18.995 --> 00:58:21.195
creative ways in which we can reduce the cost burden

1275
00:58:21.575 --> 00:58:24.795
to our licensees as they lay the foundation for this market.

1276
00:58:25.335 --> 00:58:27.715
Uh, pursuant to section 78 of the cannabis law,

1277
00:58:27.955 --> 00:58:31.875
OCM requires licensees to utilize, um, an electronic system

1278
00:58:31.895 --> 00:58:34.275
to track all of the cannabis as it moves, um,

1279
00:58:34.275 --> 00:58:35.315
through our supply chain.

1280
00:58:35.375 --> 00:58:38.035
We, we generally call that the seed to sale system.

1281
00:58:38.615 --> 00:58:41.515
Um, uh, it tracks every plant from the moment it's put in

1282
00:58:41.515 --> 00:58:44.275
the ground to the time that it ends up in a consumer's, uh,

1283
00:58:44.275 --> 00:58:46.195
basket or, or retail bag.

1284
00:58:47.575 --> 00:58:50.715
Um, the, the, there are some costs associated

1285
00:58:50.715 --> 00:58:51.875
with using this system

1286
00:58:52.055 --> 00:58:54.435
and, uh, specifically a cost associated with

1287

00:58:54.785 --> 00:58:57.715

what are called tags that are fixed to every single plant

1288

00:58:57.945 --> 00:59:00.115

that goes into the ground, or every lot of plants

1289

00:59:00.115 --> 00:59:03.235

that goes into the ground, um, that generate or,

1290

00:59:03.235 --> 00:59:06.475

or that create the unique identifier that enable you

1291

00:59:06.475 --> 00:59:09.555

to track that product and through its lifecycle, um,

1292

00:59:09.625 --> 00:59:13.075

very efficient, uh, uh, way in which, if you want

1293

00:59:13.075 --> 00:59:16.515

to track the origin of inputs into a cannabis pro product,

1294

00:59:16.935 --> 00:59:19.555

or specifically if you wanna try to recall a product,

1295

00:59:19.975 --> 00:59:24.565

you know exactly, um, uh, which producer it came from down

1296

00:59:24.565 --> 00:59:26.605

to, which batch it was associated with.

1297

00:59:26.745 --> 00:59:28.725

So you're not having to recall everything you can,

1298

00:59:28.745 --> 00:59:30.565

you can do so in a much more nuanced way.

1299

00:59:31.955 --> 00:59:35.695
Um, given the, the, uh, costs associated with, um,

1300
00:59:35.695 --> 00:59:38.295
securing the tags and our consideration of some

1301
00:59:38.295 --> 00:59:40.735
of the challenges our producers have faced, uh,

1302
00:59:40.755 --> 00:59:42.815
in the early uh, stages of this market.

1303
00:59:43.435 --> 00:59:48.295
Um, uh, the office will now cover the first \$250,000

1304
00:59:48.595 --> 00:59:53.255
of, uh, tag costs associated with, uh, launching this c

1305
00:59:53.255 --> 00:59:54.495
to sales system in the state.

1306
00:59:54.915 --> 00:59:56.815
Um, so two quick points there.

1307
00:59:56.955 --> 01:00:01.615
One is, um, you know, we, we, uh, we'll be kind

1308
01:00:01.615 --> 01:00:04.095
of providing more information about the specific date on

1309
01:00:04.095 --> 01:00:07.095
which the C to sale system will be going live, uh,

1310
01:00:07.095 --> 01:00:09.375
imminently, but it'll be going live in

1311
01:00:09.375 --> 01:00:10.575
relatively short order.

1312

01:00:11.075 --> 01:00:14.055

Uh, and two, as we kind of prep for those announcements,

1313

01:00:14.055 --> 01:00:16.695

we'll be providing some communication to explain

1314

01:00:16.875 --> 01:00:19.575

how the disbursement of these funds is going to work.

1315

01:00:20.115 --> 01:00:22.175

Um, ideally, we would want to ensure that, uh,

1316

01:00:22.415 --> 01:00:25.575

everyone gets at least a fair amount of coverage, uh, uh,

1317

01:00:25.915 --> 01:00:28.855

for their, for their, um, plans, tags.

1318

01:00:29.235 --> 01:00:30.695

Uh, but it's a great start.

1319

01:00:30.915 --> 01:00:34.575

Um, uh, and, uh, one more kind of important

1320

01:00:35.195 --> 01:00:37.695

way in which the office is trying to reduce costs

1321

01:00:38.215 --> 01:00:41.255

specifically to, um, to our growers, uh, to our producers.

1322

01:00:42.505 --> 01:00:46.365

So, additional, uh, details to come, um, uh,

1323

01:00:46.365 --> 01:00:49.885

including additional info on all of the technology platforms

1324

01:00:49.885 --> 01:00:51.885
that might want to integrate with BioTrack.

1325
01:00:52.165 --> 01:00:55.485
A BioTrack is the state's vendor for the C to sale system.

1326
01:00:55.905 --> 01:00:58.565
Um, so much more on, on the deployment of this platform.

1327
01:00:58.635 --> 01:01:01.965
It's going to do a huge amount for increasing, uh,

1328
01:01:01.985 --> 01:01:04.325
our ability to ensure regulatory compliance,

1329
01:01:04.385 --> 01:01:07.165
but more importantly, just give us, uh, it's going to do,

1330
01:01:07.345 --> 01:01:09.605
uh, a measurable amount, amount for us to be able

1331
01:01:09.605 --> 01:01:13.445
to actually monitor this market, monitor where products are

1332
01:01:13.585 --> 01:01:14.645
as they flow through the system.

1333
01:01:14.905 --> 01:01:16.685
So, really looking forward to that, uh,

1334
01:01:16.705 --> 01:01:19.365
and more information, uh, will be forthcoming.

1335
01:01:21.755 --> 01:01:24.175
Um, also wanna provide a quick update on the next slide

1336
01:01:24.225 --> 01:01:27.295
about some other kind of regulatory, uh, updates.

1337

01:01:27.995 --> 01:01:30.535

Um, we do have several regulatory packages

1338

01:01:30.535 --> 01:01:32.535

that are winding their way through the,

1339

01:01:32.795 --> 01:01:34.295

um, uh, through the process.

1340

01:01:35.115 --> 01:01:37.295

Um, the packaging labeling, marketing

1341

01:01:37.295 --> 01:01:40.135

and advertising regulations, which we had discussed quite,

1342

01:01:40.395 --> 01:01:42.895

uh, actively at, uh, our last convening.

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01:01:43.195 --> 01:01:46.855

Um, those, uh, regulations, proposed regulations are out

1344

01:01:46.855 --> 01:01:47.975

for public comment now.

1345

01:01:48.195 --> 01:01:50.655

Public comment end on October 28th.

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01:01:50.875 --> 01:01:54.535

So, uh, you have roughly five weeks left.

1347

01:01:54.835 --> 01:01:56.495

Uh, please get them comments in.

1348

01:01:56.515 --> 01:01:57.975

We look forward to hearing from you.

1349

01:01:59.185 --> 01:02:02.805
Uh, second, uh, amended public, uh, proposed regulations

1350
01:02:02.825 --> 01:02:05.885
for, uh, hearing violations, hearings and enforcement.

1351
01:02:05.885 --> 01:02:08.085
Part 1 33 are also out.

1352
01:02:08.545 --> 01:02:10.885
Uh, and, uh, they just went live.

1353
01:02:10.945 --> 01:02:13.365
So they'll be out until November 11th.

1354
01:02:13.825 --> 01:02:16.085
Uh, look forward to receiving public comment soon.

1355
01:02:16.465 --> 01:02:18.565
And then third, um, another conversation

1356
01:02:18.565 --> 01:02:19.480
that we've had had here was

1357
01:02:19.480 --> 01:02:20.645
around public convenience and advantage.

1358
01:02:21.065 --> 01:02:23.245
Uh, we finally were able to get, um,

1359
01:02:23.365 --> 01:02:25.645
a slightly amended version of the Public Con Convenience

1360
01:02:25.645 --> 01:02:28.005
and Advantage regulations approved

1361
01:02:28.105 --> 01:02:31.165
by the Cannabis Control Board at our last, uh,

1362

01:02:31.195 --> 01:02:33.395
meeting two weeks ago.

1363

01:02:35.175 --> 01:02:38.355
Um, the 10th, the 10th on, on on September 10th.

1364

01:02:38.855 --> 01:02:42.275
And, uh, so those will be going live to the public, uh,

1365

01:02:42.275 --> 01:02:44.955
to the state register, uh, to launch public comment process,

1366

01:02:45.495 --> 01:02:46.635
um, in short order,

1367

01:02:46.765 --> 01:02:48.355
we'll provide notifications on when

1368

01:02:48.355 --> 01:02:49.435
those already for public comment.

1369

01:02:49.455 --> 01:02:52.675
But we look forward to receiving feedback, uh, on that one,

1370

01:02:52.975 --> 01:02:54.075
uh, specifically.

1371

01:02:54.235 --> 01:02:57.355
'cause that's going to have very material implications for,

1372

01:02:57.775 --> 01:03:02.435
um, uh, retail, uh, the, the retail locations,

1373

01:03:02.775 --> 01:03:06.115
um, as we, as we go through the next phase of market growth.

1374

01:03:06.775 --> 01:03:08.875
So please continue to provide, uh, comments

1375
01:03:08.935 --> 01:03:12.675
and feedback, um, really, uh, important to ensure

1376
01:03:12.675 --> 01:03:14.835
that your voices are heard, uh, as we go

1377
01:03:14.835 --> 01:03:16.235
through this regulatory development process.

1378
01:03:19.405 --> 01:03:22.345
And then, uh, two couple, um, quick things.

1379
01:03:22.805 --> 01:03:24.145
Um, before I turn to the medical

1380
01:03:24.425 --> 01:03:26.545
cannabis, actually, Miguel, I'll turn there first.

1381
01:03:26.575 --> 01:03:29.865
Then, um, uh, I, I did wanna flag the

1382
01:03:31.805 --> 01:03:34.145
sustainability conversation that we'd had our,

1383
01:03:34.205 --> 01:03:35.865
at our last, uh, meeting.

1384
01:03:36.525 --> 01:03:38.785
Uh, and say we are in the process of, uh,

1385
01:03:38.985 --> 01:03:41.425
figuring out the establishment of a,

1386
01:03:41.705 --> 01:03:43.105
a sustainability subcommittee.

1387

01:03:43.605 --> 01:03:48.225

So for you are esteemed, um, uh, cab board members look out

1388

01:03:48.245 --> 01:03:50.745

for a couple of surveys from the office in which we'll be

1389

01:03:50.855 --> 01:03:55.505

inquiring both your interest in being a, a member of, uh,

1390

01:03:56.005 --> 01:03:59.345

the sustainability subcommittee, um, as well as, uh,

1391

01:03:59.345 --> 01:04:01.865

your interest in, uh, potentially leading the,

1392

01:04:02.165 --> 01:04:04.985

the sub subcommittee as it form, uh, as it forms.

1393

01:04:05.445 --> 01:04:06.585

Um, I will say

1394

01:04:06.585 --> 01:04:08.665

that we have been very heartened by the feedback.

1395

01:04:08.665 --> 01:04:11.345

We have been getting to the sustainability work that, uh,

1396

01:04:11.365 --> 01:04:13.745

we have seeded, uh, over the last six months or so.

1397

01:04:13.765 --> 01:04:15.665

So, major, major shout out to the team

1398

01:04:15.665 --> 01:04:17.345

that's been working on that work stream.

1399

01:04:17.765 --> 01:04:21.905

Um, but we look forward to having a forum in this, uh, uh,

1400

01:04:21.975 --> 01:04:24.945

with this board and with this group in this setting, uh,

1401

01:04:24.945 --> 01:04:28.905

to continue this very important, uh, uh, conversation

1402

01:04:28.945 --> 01:04:30.065

around the sustainability

1403

01:04:30.085 --> 01:04:31.825

of New York's legal cannabis market.

1404

01:04:33.625 --> 01:04:37.165

So now I'll close with, uh, the medical cannabis symposium

1405

01:04:37.165 --> 01:04:38.485

that was held at, uh,

1406

01:04:38.665 --> 01:04:42.085

the Roswell Park Comprehensive Cancer Center, um,

1407

01:04:42.395 --> 01:04:43.605

last Friday in Buffalo.

1408

01:04:44.105 --> 01:04:46.765

And we had the privilege of having, uh, kind

1409

01:04:46.765 --> 01:04:49.925

of leading experts in, in cannabis, uh, uh,

1410

01:04:50.485 --> 01:04:53.045

speaking at this, at, at this symposium,

1411

01:04:53.425 --> 01:04:54.725

um, very well attended.

1412

01:04:54.865 --> 01:04:58.045

And I heard very, very, a very high degree of engagement.

1413

01:04:58.545 --> 01:05:01.405

We offered, uh, continuing edit, continuing med, uh,

1414

01:05:01.405 --> 01:05:04.885

continuing education, medical education credits to, uh,

1415

01:05:05.245 --> 01:05:07.085

eligible physicians, nurses, and pharmacists

1416

01:05:07.465 --> 01:05:10.245

who attended both, uh, in person and virtually.

1417

01:05:10.625 --> 01:05:11.645

Um, and since Dr.

1418

01:05:11.755 --> 01:05:14.405

Chin, you know, you were given that you were one of, uh,

1419

01:05:14.705 --> 01:05:15.925

the, the, uh,

1420

01:05:15.975 --> 01:05:18.285

chair people in the organizing committee and, and we're present.

1421

01:05:18.385 --> 01:05:20.365

I'd love for you to perhaps give us a,

1422

01:05:20.405 --> 01:05:22.525

a readout on your experience with it.

1423

01:05:23.185 --> 01:05:24.525

Dr. Chen, just

1424

01:05:24.525 --> 01:05:29.515
before you say something, um, I just wanna say

1425
01:05:29.615 --> 01:05:31.275
how fortunate the CAB is

1426
01:05:31.855 --> 01:05:36.475
and OCM is to have Dr. Chen as our vice chair

1427
01:05:36.615 --> 01:05:39.315
and, uh, have her be working

1428
01:05:39.345 --> 01:05:42.595
with OCM staff on, on these issues.

1429
01:05:43.295 --> 01:05:46.795
Um, you know, beyond being a leader in this field

1430
01:05:47.295 --> 01:05:51.915
and, uh, having deep knowledge about it, um, her commitment

1431
01:05:52.015 --> 01:05:53.195
to, to this

1432
01:05:53.215 --> 01:05:57.595
and the time that she puts in is really amazing given her

1433
01:05:58.715 --> 01:06:00.825
other activities and busy schedule.

1434
01:06:01.045 --> 01:06:02.105
So, um,

1435
01:06:02.325 --> 01:06:04.265
I'm gonna turn it over to you. Thank you. You're welcome.

1436
01:06:04.435 --> 01:06:07.305
Thank you. Thank you so much. Um, it was a fantastic

1437

01:06:07.565 --> 01:06:09.145

and successful symposium.

1438

01:06:09.145 --> 01:06:12.585

We had over 200 registered in-person and virtual, and,

1439

01:06:12.845 --> 01:06:14.185

and throughout the day it was growing

1440

01:06:14.215 --> 01:06:15.705

virtually, people tuning in.

1441

01:06:16.165 --> 01:06:18.665

And we had researchers, you know, PhDs,

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01:06:18.665 --> 01:06:21.665

health providers from all across the country as well

1443

01:06:21.665 --> 01:06:22.785

as the Northeast Corridor.

1444

01:06:23.605 --> 01:06:27.385

And I think the symposium really

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01:06:27.865 --> 01:06:31.305

reinvigorated, uh, patient advocacy

1446

01:06:31.885 --> 01:06:33.305

and the medical cannabis program.

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01:06:33.965 --> 01:06:37.665

We had the Medical Cannabis Advisory Council attend folks

1448

01:06:37.665 --> 01:06:38.945

from the Ambassador program.

1449

01:06:39.565 --> 01:06:42.985

Um, and we're working on clinical guidance documents from GI

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01:06:43.505 --> 01:06:47.865

specialty to mental health for pediatrics, um, in use

1451

01:06:47.865 --> 01:06:48.865

of medical cannabis.

1452

01:06:49.365 --> 01:06:51.425

So we're really quietly working in the background.

1453

01:06:51.885 --> 01:06:53.545

Uh, deputy director, Dr.

1454

01:06:53.865 --> 01:06:55.665

Nikisha Abel and I,

1455

01:06:55.725 --> 01:06:58.545

and Dr. Nicole Rosa have been working, um,

1456

01:06:59.395 --> 01:07:02.385

vigorously in the background trying to make sure

1457

01:07:02.385 --> 01:07:06.545

that patient care is still the forefront of health safety

1458

01:07:07.145 --> 01:07:08.745

research in the OCM.

1459

01:07:09.045 --> 01:07:11.145

And I think the symposium reflected that.

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01:07:11.765 --> 01:07:16.585

Um, I mean, I, we had so much present presenters

1461

01:07:17.135 --> 01:07:21.305

that the attendees didn't know which rooms they wanted to go

1462

01:07:21.305 --> 01:07:22.825

to, and, and they, what the,

1463

01:07:22.865 --> 01:07:25.265

I think the feedback was when we do this again next year,

1464

01:07:25.275 --> 01:07:28.705

which they hoped is that, um, we could

1465

01:07:29.365 --> 01:07:30.945

stream everything so

1466

01:07:30.945 --> 01:07:32.705

that everyone could watch both at the same time.

1467

01:07:32.705 --> 01:07:34.345

Mm-Hmm. Yeah.

1468

01:07:35.185 --> 01:07:38.425

I, yeah. Well, thank you for your extraordinary leadership

1469

01:07:38.445 --> 01:07:40.785

and helping us, uh, pull that together.

1470

01:07:41.365 --> 01:07:45.265

Um, I think a, a great, another example of the many,

1471

01:07:45.265 --> 01:07:47.345

several work streams that are going on that are,

1472

01:07:47.405 --> 01:07:49.945

are really materially advancing, uh, the work

1473

01:07:49.945 --> 01:07:51.385

and the mission of, of the Mr.

1474

01:07:51.425 --> 01:07:54.785
RTA. Um, and we're delighted that it was so successful.

1475
01:07:55.045 --> 01:07:56.505
Uh, the feedback has been great so far,

1476
01:07:58.055 --> 01:08:02.755
And, uh, so important that as the recreational market

1477
01:08:03.315 --> 01:08:05.835
continues to develop, we don't lose sight of

1478
01:08:06.715 --> 01:08:11.485
cannabis role in, uh, as medicine

1479
01:08:11.665 --> 01:08:15.885
and, and treatment for people. So, thank you.

1480
01:08:16.795 --> 01:08:21.575
Certainly. Um, so with that,

1481
01:08:21.595 --> 01:08:23.975
uh, I'll pass it back to you chair, be, uh,

1482
01:08:24.155 --> 01:08:25.655
for cab member discussion before.

1483
01:08:26.325 --> 01:08:31.015
Okay. Um, so immediately, uh, following this,

1484
01:08:31.015 --> 01:08:33.855
we're gonna have a public meeting

1485
01:08:34.035 --> 01:08:36.895
of our social equity subcommittee.

1486
01:08:37.275 --> 01:08:40.135
Uh, so I encourage people to stay with us,

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01:08:40.555 --> 01:08:42.135

uh, for that discussion.

1488

01:08:42.675 --> 01:08:46.295

Um, is there any other, uh, items

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01:08:46.445 --> 01:08:51.175

that any cab members wish to ask about, discuss, talk about,

1490

01:08:51.675 --> 01:08:53.375

uh, before we conclude the meeting?

1491

01:08:57.115 --> 01:09:01.205

Alright. Uh, I wanna thank all our members, uh,

1492

01:09:01.265 --> 01:09:02.965

for participating in today's meeting,

1493

01:09:03.025 --> 01:09:06.005

and to everyone who joined us in person, uh,

1494

01:09:06.225 --> 01:09:07.485

and via the livestream.

1495

01:09:08.225 --> 01:09:10.925

Um, please note that the time and location

1496

01:09:11.265 --> 01:09:12.765

and, uh, livestream link

1497

01:09:13.395 --> 01:09:16.445

will be shared on cannabis.ny.gov in

1498

01:09:16.445 --> 01:09:17.565

advance of our next meeting.

1499

01:09:18.545 --> 01:09:23.065
Um, continue to patronize our legal dispensaries

1500
01:09:23.405 --> 01:09:26.265
and, uh, help us to continue to build this market

1501
01:09:26.325 --> 01:09:28.545
and drive dollars back into communities,

1502
01:09:29.205 --> 01:09:30.385
uh, across the state.

1503
01:09:30.525 --> 01:09:33.265
And with that, uh, can I have a motion to adjourn?

1504
01:09:34.875 --> 01:09:38.015
Motion to adjourn. All right. Second. Anyone opposed?

1505
01:09:38.475 --> 01:09:39.615
All right. We are adjourned.

1506
01:09:52.675 --> 01:09:53.985
Hello. Welcome everyone.

1507
01:09:54.205 --> 01:09:56.385
Uh, I'm Ebro Darden, chair of the Social

1508
01:09:56.445 --> 01:09:59.305
and Economic Equity Cannabis Advisory Board Subcommittee.

1509
01:09:59.675 --> 01:10:01.105
Sorry, I couldn't be in the room.

1510
01:10:01.325 --> 01:10:04.065
Uh, recognizing that we have a majority

1511
01:10:04.085 --> 01:10:06.625
of the board members present, please call

1512

01:10:06.625 --> 01:10:08.985

to order another meeting of the C subcommittee

1513

01:10:09.005 --> 01:10:13.425

and welcome all of you who are participating via live stream

1514

01:10:13.525 --> 01:10:15.265

or in person live stream like myself.

1515

01:10:16.125 --> 01:10:17.705

Um, I would also like to note

1516

01:10:17.705 --> 01:10:20.825

that some voting board members, uh, like myself for joining,

1517

01:10:20.965 --> 01:10:23.625

uh, livestream and from a private location due

1518

01:10:23.625 --> 01:10:25.545

to extraordinary circumstances.

1519

01:10:26.285 --> 01:10:28.625

Uh, as always, this meeting is being streamed Live.

1520

01:10:28.695 --> 01:10:30.785

Live captioning is available in both English

1521

01:10:30.845 --> 01:10:33.185

and Spanish to individuals watching online.

1522

01:10:33.185 --> 01:10:35.065

This meeting is also being recorded,

1523

01:10:35.205 --> 01:10:38.225

and the transcript will be available to the public

1524

01:10:38.285 --> 01:10:41.945
of office, uh, on the, on the, to the public, on the Office

1525
01:10:41.965 --> 01:10:46.225
of Cannabis Management's website, cannabis.ny.gov.

1526
01:10:46.235 --> 01:10:49.105
Additional information on cannabis advisory board meetings

1527
01:10:49.485 --> 01:10:51.705
is available on the OCM website.

1528
01:10:52.445 --> 01:10:57.025
Uh, today's agenda includes c licensing data overview,

1529
01:10:57.045 --> 01:10:59.185
as well as, uh, updates on existing

1530
01:10:59.185 --> 01:11:02.065
and planned incubator services from the Office

1531
01:11:02.085 --> 01:11:04.225
of Cannabis Management's C Team.

1532
01:11:04.805 --> 01:11:06.225
We will conclude today's meeting

1533
01:11:06.225 --> 01:11:09.345
with the subcommittee member discussion and recommendations.

1534
01:11:10.285 --> 01:11:13.765
So, I wanna welcome everyone to the Social Economic

1535
01:11:14.585 --> 01:11:15.805
Equity Subcommittee.

1536
01:11:16.625 --> 01:11:19.085
Uh, as always, we look forward

1537

01:11:19.265 --> 01:11:22.285

to continuing the essential work outlined

1538

01:11:22.505 --> 01:11:26.005

by the MRTA intended to promote racial, ethnic,

1539

01:11:26.005 --> 01:11:27.765

and gender diversity in a manner

1540

01:11:27.765 --> 01:11:30.165

that provides ample opportunity for social

1541

01:11:30.345 --> 01:11:34.765

and economic equity in the regulated cannabis industry.

1542

01:11:36.105 --> 01:11:39.305

Um, everybody looks amazing and beautiful.

1543

01:11:39.305 --> 01:11:40.865

Once again, sorry, I couldn't be in the room.

1544

01:11:41.125 --> 01:11:42.505

You guys miss you all.

1545

01:11:43.065 --> 01:11:46.025

I will now pass it over to Jim Rogers, the great Jim Rogers

1546

01:11:46.025 --> 01:11:49.825

to present updates from the office. Jim,

1547

01:11:50.475 --> 01:11:51.475

Thank you. Thank you.

1548

01:11:51.475 --> 01:11:53.665

Um, so let's see. Hey, I'm Jim Rogers.

1549

01:11:53.865 --> 01:11:56.505

I am the Director of Business Development that is part

1550

01:11:56.505 --> 01:11:58.865

of the Social and Economic Equity Unit.

1551

01:11:59.235 --> 01:12:02.745

Let's run through a few of the stats regarding c licensure.

1552

01:12:03.245 --> 01:12:06.105

Um, and then let's get down to sort of the programs

1553

01:12:06.285 --> 01:12:10.345

and services, um, that we, and support services we have

1554

01:12:10.705 --> 01:12:13.025

provided so far, and with a bit

1555

01:12:13.025 --> 01:12:14.545

of an indication of where we're headed.

1556

01:12:15.125 --> 01:12:19.425

So as you see, uh, 53% of all adult use licenses,

1557

01:12:19.885 --> 01:12:21.945

RC owned, broken down the following,

1558

01:12:21.945 --> 01:12:26.865

36% minority owned businesses, 43% women owned businesses,

1559

01:12:27.075 --> 01:12:31.025

8%, uh, service disabled veteran owned businesses,

1560

01:12:31.315 --> 01:12:32.905

8% distressed farmers,

1561

01:12:33.375 --> 01:12:36.545

5% from communities disproportionately impacted

1562

01:12:37.005 --> 01:12:38.745
by cannabis prohibition.

1563

01:12:38.925 --> 01:12:42.385
What's not included. There is, uh, card licensees,

1564

01:12:42.675 --> 01:12:45.225
which are a majority of those are

1565

01:12:45.735 --> 01:12:50.065
also would fit into statutory C categories, um, as well

1566

01:12:50.165 --> 01:12:53.425
as having the justice involved, um, prong

1567

01:12:53.525 --> 01:12:54.745
of their licensure.

1568

01:12:55.085 --> 01:12:58.545
So we have to, if we bullet, uh, view it fully expansively,

1569

01:12:59.375 --> 01:13:00.745
it's better than 53%.

1570

01:13:01.005 --> 01:13:05.145
But we want to use, um, we just, that, that's a number

1571

01:13:05.145 --> 01:13:06.785
that you can see that we've met our mark

1572

01:13:06.785 --> 01:13:07.865
and we're headed past it.

1573

01:13:08.365 --> 01:13:09.705
Um, next slide please.

1574

01:13:10.835 --> 01:13:14.775

Um, across the supply chain, you can now see that 39%, um,

1575

01:13:15.555 --> 01:13:20.495

of adult use cultivators, uh, 38% of processors, 35%

1576

01:13:20.495 --> 01:13:23.415

of distributors, 55% of micro businesses,

1577

01:13:23.795 --> 01:13:28.735

and 84% of retail dispensaries are social

1578

01:13:28.915 --> 01:13:31.535

and economic equity licensees.

1579

01:13:31.915 --> 01:13:35.775

And, um, just to let that, um, sink in,

1580

01:13:36.245 --> 01:13:39.695

that is a number that we, this is where we were headed.

1581

01:13:40.045 --> 01:13:42.255

This was the idea of all of this.

1582

01:13:42.285 --> 01:13:44.895

This is made possible because we have an agency,

1583

01:13:45.205 --> 01:13:48.055

because we have a community advisory board, and

1584

01:13:48.055 --> 01:13:50.415

because we have a cannabis control board all working

1585

01:13:50.695 --> 01:13:52.455

together, sort of in unison with this goal.

1586

01:13:52.595 --> 01:13:54.735

So, um, we are there,

1587

01:13:54.795 --> 01:13:57.095

but obviously ever vigilant is, is important.

1588

01:13:57.275 --> 01:14:00.375

You know, we keep that number right, needs to grow.

1589

01:14:00.915 --> 01:14:03.135

Uh, and, and next slide, please.

1590

01:14:05.145 --> 01:14:08.925

Um, so let's talk quickly about what we've done, uh, by way

1591

01:14:09.105 --> 01:14:11.005

of incubation services.

1592

01:14:11.265 --> 01:14:14.205

The MRTA defines incubation very broadly.

1593

01:14:14.465 --> 01:14:18.165

So think of incubation as, um, including

1594

01:14:18.785 --> 01:14:22.845

all business development, support services, accelerator, uh,

1595

01:14:23.245 --> 01:14:26.325

services, true incubation, uh, type services.

1596

01:14:26.825 --> 01:14:31.645

Um, and everything, even workforce development would sort

1597

01:14:31.645 --> 01:14:35.725

of be under what, you know, the incubation overview.

1598

01:14:35.785 --> 01:14:38.765

So when there's a mandate to provide incubation services,

1599

01:14:39.505 --> 01:14:41.645
it is to provide all the services

1600
01:14:41.645 --> 01:14:44.285
that we think are necessary, both to attract social

1601
01:14:44.305 --> 01:14:45.965
and economic equity applicants

1602
01:14:46.145 --> 01:14:47.965
to support them in the application process.

1603
01:14:48.225 --> 01:14:51.885
And then as you'll see, um, with some of these here, um,

1604
01:14:52.635 --> 01:14:53.885
once they are licensed.

1605
01:14:53.945 --> 01:14:56.325
So what we'll talk about real quick is the cannabis

1606
01:14:56.325 --> 01:14:59.805
compliance training and mentorship program, the TAP program,

1607
01:14:59.855 --> 01:15:02.125
which help people apply for licenses.

1608
01:15:02.625 --> 01:15:05.165
Um, the chip Cannabis Hub

1609
01:15:05.165 --> 01:15:08.445
and incubator program, which is compliance training, uh,

1610
01:15:08.485 --> 01:15:11.725
fundamentals, um, our retail accelerator program,

1611
01:15:12.585 --> 01:15:15.645
our Micro Business Financial foundations, uh, program.

1612

01:15:15.905 --> 01:15:17.645

And then we'll talk about online resources.

1613

01:15:17.645 --> 01:15:22.155

Next slide, please. So, the CCTM,

1614

01:15:22.495 --> 01:15:26.115

um, the, the goal of the, the, the idea of the CCTM was

1615

01:15:26.135 --> 01:15:29.995

to take experienced process, experienced cultivators

1616

01:15:30.415 --> 01:15:34.315

and experienced processors, both in traditional cultivation

1617

01:15:34.855 --> 01:15:38.875

and legacy cultivation, and in traditional food

1618

01:15:38.875 --> 01:15:42.115

and beverage processing and legacy processing,

1619

01:15:42.375 --> 01:15:44.955

and to invite all of these folks with experience

1620

01:15:45.375 --> 01:15:47.355

to transition into cannabis

1621

01:15:47.575 --> 01:15:49.995

or transition into the regulated marketplace.

1622

01:15:50.335 --> 01:15:54.315

And it was done through a series of very active, um,

1623

01:15:54.945 --> 01:15:57.875

very interactive, uh, webinars.

1624

01:15:58.135 --> 01:16:02.075

Um, well over, I believe 50, that number should be on there.

1625

01:16:02.075 --> 01:16:04.475

It's not, I apologize, it's not on there.

1626

01:16:04.735 --> 01:16:06.875

We had 241 participants.

1627

01:16:07.415 --> 01:16:12.395

Um, 97% of those graduated 66%,

1628

01:16:12.735 --> 01:16:14.955

um, qualify as C.

1629

01:16:15.615 --> 01:16:18.835

Um, and the idea was, here's a helping hand

1630

01:16:18.895 --> 01:16:21.395

so you can transition into the regulated marketplace.

1631

01:16:21.465 --> 01:16:25.855

Next slide, please. Um,

1632

01:16:26.035 --> 01:16:29.615

the next goal was to take on the issue of, uh,

1633

01:16:29.725 --> 01:16:30.855

application support.

1634

01:16:31.275 --> 01:16:34.815

Um, the application obviously was not easy,

1635

01:16:35.195 --> 01:16:36.775

but it was an important application.

1636

01:16:36.775 --> 01:16:37.775

And, and all the pillars

1637

01:16:37.775 --> 01:16:40.055

of the application process were important, right?

1638

01:16:40.195 --> 01:16:44.095

We are looking for, um, if we're looking to support C

1639

01:16:44.915 --> 01:16:46.655

in final licensure

1640

01:16:46.715 --> 01:16:49.575

and make sure those numbers meet the MRTA goals

1641

01:16:49.715 --> 01:16:53.415

or preferably exceed the MRTA goals, those pillars had

1642

01:16:53.415 --> 01:16:54.895

to be built into the application process.

1643

01:16:55.475 --> 01:16:57.855

So it was a two step process.

1644

01:16:58.355 --> 01:17:02.975

And we started off by, um, partnering with over, uh, 75,

1645

01:17:03.395 --> 01:17:06.095

uh, technical assistance providers that we trained.

1646

01:17:06.205 --> 01:17:07.775

They were, they did a pro bono,

1647

01:17:07.775 --> 01:17:09.600

they were community-based organizations

1648

01:17:09.865 --> 01:17:12.245

and academic institutions and municipalities.

1649

01:17:12.665 --> 01:17:14.765
And we train them to provide one-on-one

1650
01:17:14.765 --> 01:17:16.125
application assistance.

1651
01:17:16.505 --> 01:17:18.965
The next step was we had the technical assistance

1652
01:17:18.965 --> 01:17:20.245
program, RFA.

1653
01:17:20.675 --> 01:17:21.805
This was a grant program.

1654
01:17:22.305 --> 01:17:24.565
The important part of the grant program is we wanted people

1655
01:17:24.565 --> 01:17:28.205
to continue providing that one-on-one technical assistance.

1656
01:17:28.345 --> 01:17:30.165
Um, and we wanted to backdate it

1657
01:17:30.165 --> 01:17:32.085
to when we first opened applications.

1658
01:17:32.185 --> 01:17:34.885
And in fact, it is, so if you applied for that grant

1659
01:17:34.945 --> 01:17:37.565
and you got that grant, you could backdate

1660
01:17:38.075 --> 01:17:40.485
what you could invoice the state for back

1661
01:17:40.485 --> 01:17:42.845
to when you started helping people, one-on-one apply.

1662

01:17:43.385 --> 01:17:46.845

So that kept, kept more people, you know, in the game.

1663

01:17:47.315 --> 01:17:52.205

There's a second pillar, uh, to it, which is, um, it covers,

1664

01:17:52.515 --> 01:17:55.685

it's up to \$75,000 per organization,

1665

01:17:56.225 --> 01:17:59.645

and it covers both, uh, application assistance.

1666

01:17:59.905 --> 01:18:02.405

And now as we move forward, um,

1667

01:18:02.625 --> 01:18:05.405

to compliance training assistance as well.

1668

01:18:05.825 --> 01:18:09.125

So the folks that have a TAP grant can invoice us

1669

01:18:09.145 --> 01:18:10.365

for compliance assistance,

1670

01:18:10.365 --> 01:18:13.805

and we work with them to, you know, flesh out that program.

1671

01:18:14.545 --> 01:18:18.325

Um, if there's no questions, we will, uh, move on.

1672

01:18:18.515 --> 01:18:21.405

Next slide, please. Um,

1673

01:18:22.065 --> 01:18:26.125

the next thing we realized was that for licensees, um,

1674

01:18:26.305 --> 01:18:29.645
in some distinct cohorts, um, really needed,

1675

01:18:29.785 --> 01:18:33.725
if we want folks to, uh, be compliant, um, the best way

1676

01:18:33.725 --> 01:18:37.965
to do that is to provide them as much, uh, service as, uh,

1677

01:18:38.325 --> 01:18:40.205
possible, as much guidance as possible.

1678

01:18:40.865 --> 01:18:45.525
Um, and to do that, we, again, like we did with the CCTM,

1679

01:18:45.865 --> 01:18:49.565
we partnered with our great partner at SUNY Morrisville,

1680

01:18:49.945 --> 01:18:52.205
you know, who hosted the IT that we needed

1681

01:18:52.425 --> 01:18:53.485
for these webinars.

1682

01:18:53.905 --> 01:18:57.325
Um, it was able to host all the webinars, monitor them.

1683

01:18:57.325 --> 01:18:58.405
They also obviously

1684

01:18:58.925 --> 01:19:01.605
provided, you know, some of their professors participated.

1685

01:19:01.835 --> 01:19:06.605
Cornell also participated in training, um, cannabis, um,

1686

01:19:07.375 --> 01:19:10.245
accountant, uh, accountants with expertise in,

1687

01:19:10.245 --> 01:19:13.085

in the cannabis industry, also were presenters as well

1688

01:19:13.085 --> 01:19:15.565

as attorneys with the same expertise, um, as well

1689

01:19:15.625 --> 01:19:17.325

as OCM personnel

1690

01:19:17.745 --> 01:19:22.285

and others all came together to provide now 45 webinars

1691

01:19:22.305 --> 01:19:23.645

to date just in compliance.

1692

01:19:23.745 --> 01:19:27.605

The first cohort was to, um, the, the

1693

01:19:28.595 --> 01:19:31.845

accs and accs transitioning to AU licenses.

1694

01:19:32.305 --> 01:19:36.165

Um, the next, um, uh, chip academy that we did,

1695

01:19:36.165 --> 01:19:39.805

which has already happened, um, was all new licensees.

1696

01:19:40.305 --> 01:19:43.085

And we did a deep dive into a number of the, uh,

1697

01:19:43.115 --> 01:19:45.205

more intense, uh, compliance areas.

1698

01:19:45.425 --> 01:19:47.685

And there's a third a part three coming up with,

1699

01:19:47.835 --> 01:19:49.005
with the same personnel.

1700
01:19:49.385 --> 01:19:53.485
Um, at the end of October of this year, we want to continue

1701
01:19:53.485 --> 01:19:56.805
to build on that compliance assistance.

1702
01:19:57.225 --> 01:20:02.085
Um, our experience is, is that all licensees want to comply.

1703
01:20:02.505 --> 01:20:05.685
Um, with all of our regulations, it's much easier for them

1704
01:20:05.685 --> 01:20:06.805
to do so with some support.

1705
01:20:06.995 --> 01:20:11.965
Next slide, please. Um, the next, um, issue

1706
01:20:11.965 --> 01:20:15.765
that we wanted to tackle was, um, card licensees

1707
01:20:15.865 --> 01:20:19.645
and now, um, adult uc licensees, um,

1708
01:20:20.385 --> 01:20:24.765
in the retail space, obviously the retail space, uh,

1709
01:20:24.765 --> 01:20:28.525
given the federal tax, uh, burdens is a very

1710
01:20:29.155 --> 01:20:33.565
difficult space to navigate, uh, towards profitability.

1711
01:20:33.745 --> 01:20:36.805
You may be able to navigate it to, um, a lot of revenue,

1712

01:20:36.985 --> 01:20:40.765

but navigating it towards profit profitability requires, um,

1713

01:20:41.035 --> 01:20:45.965

some would benefit from some very specific in-depth help.

1714

01:20:46.385 --> 01:20:51.245

So we, and this is our second year, we doubled down on, um,

1715

01:20:51.665 --> 01:20:54.565

our retail accelerator through our vendor, our academy.

1716

01:20:55.315 --> 01:20:58.535

That includes there are, uh,

1717

01:20:58.885 --> 01:21:03.655

593 folks enrolled in this program right now.

1718

01:21:04.925 --> 01:21:09.135

This program is over 60 workshops deep.

1719

01:21:10.075 --> 01:21:11.615

Um, they're intense workshops.

1720

01:21:11.705 --> 01:21:15.015

Every single person in the program gets a one-on-one mentor.

1721

01:21:15.485 --> 01:21:18.695

That roster of mentors is, these are folks

1722

01:21:18.695 --> 01:21:20.975

who have either owned a cannabis retail business

1723

01:21:21.035 --> 01:21:23.455

or had a senior management position in

1724

01:21:23.455 --> 01:21:24.775
a cannabis retail business.

1725
01:21:25.395 --> 01:21:28.215
Um, and so everybody gets that one-on-one mentorship.

1726
01:21:28.215 --> 01:21:29.775
Everybody gets the workshops,

1727
01:21:29.925 --> 01:21:32.055
everybody gets very specialized.

1728
01:21:32.395 --> 01:21:35.135
Um, both, uh, webinars,

1729
01:21:35.135 --> 01:21:37.975
information on financial projections and making

1730
01:21:38.195 --> 01:21:40.175
and developing the right proformas.

1731
01:21:40.195 --> 01:21:42.815
So you can do fundraising and you can do it well,

1732
01:21:43.195 --> 01:21:46.135
but also get with the special consultation services

1733
01:21:46.135 --> 01:21:49.095
available to everybody for some one-on-one help on

1734
01:21:49.095 --> 01:21:51.855
that pro forma stuff because folks need to raise money,

1735
01:21:51.855 --> 01:21:53.015
and that's the best way to do it,

1736
01:21:53.015 --> 01:21:55.455
is have a reliable rock solid pro forma.

1737

01:21:55.915 --> 01:22:00.415

Um, there's weekly off office hours, so folks can access,

1738

01:22:00.715 --> 01:22:03.095

you know, beyond their one-on-one mentorship.

1739

01:22:03.435 --> 01:22:05.695

You know, any questions that happen in real time,

1740

01:22:06.075 --> 01:22:07.815

you can call up during those office hours.

1741

01:22:08.075 --> 01:22:10.615

You can get that one-on-one assistance in addition

1742

01:22:10.615 --> 01:22:14.255

to your mentorship and, um, marketing experts on that staff

1743

01:22:14.255 --> 01:22:16.695

to help people with one-on-one, marketing ideas,

1744

01:22:16.815 --> 01:22:18.015

marketing consultations.

1745

01:22:18.125 --> 01:22:19.215

It's a very deep program.

1746

01:22:19.675 --> 01:22:21.615

We are extremely grateful to our academy

1747

01:22:21.755 --> 01:22:23.175

to partner with us on this.

1748

01:22:23.635 --> 01:22:26.175

Um, this, we will be

1749

01:22:26.895 --> 01:22:28.815
building out this retail accelerator program

1750
01:22:29.315 --> 01:22:32.255
and making sure that it's available, um, in the future

1751
01:22:32.715 --> 01:22:35.015
to all social and economic equity retail

1752
01:22:35.135 --> 01:22:37.175
licensees, um, going forward.

1753
01:22:37.835 --> 01:22:40.255
Um, and next slide, please.

1754
01:22:43.115 --> 01:22:46.655
Um, uh, lastly, in terms of where we've been, um,

1755
01:22:46.655 --> 01:22:49.695
program wise is our micro business financial foundations.

1756
01:22:50.275 --> 01:22:53.815
Um, this is, uh, also through a vendor.

1757
01:22:53.915 --> 01:22:57.815
And the idea is to do for micro

1758
01:22:58.375 --> 01:23:01.295
business licensees, some very specific

1759
01:23:02.055 --> 01:23:03.495
training about their pro performers.

1760
01:23:03.495 --> 01:23:05.135
You have a really interesting business model.

1761
01:23:05.545 --> 01:23:07.565
You're, you're across the supply chain in

1762

01:23:07.565 --> 01:23:08.685

some very unique ways.

1763

01:23:09.445 --> 01:23:11.725

Building out what your projections look like is a,

1764

01:23:11.905 --> 01:23:15.285

we think a complex task that we want folks

1765

01:23:15.285 --> 01:23:16.685

to have direct access to.

1766

01:23:16.935 --> 01:23:19.285

These are the kind of services that would cost 10,000

1767

01:23:19.285 --> 01:23:22.085

or \$20,000, um, on the open market.

1768

01:23:22.305 --> 01:23:25.445

We want folks to have access to it, um, without having

1769

01:23:25.445 --> 01:23:26.805

to spend that or anything.

1770

01:23:27.345 --> 01:23:30.645

Um, so their business plans, their pro-forma training.

1771

01:23:31.265 --> 01:23:32.805

Um, and, um,

1772

01:23:33.865 --> 01:23:36.885

the other part is an interactive proforma template.

1773

01:23:36.885 --> 01:23:39.325

This is really the piece of it that's gonna be

1774

01:23:39.425 --> 01:23:43.485
of most use in addition to the direct, uh, teaching is,

1775
01:23:43.905 --> 01:23:46.005
you know, here's a template for doing it.

1776
01:23:46.185 --> 01:23:49.365
Here's a model. It's interactive, you can use it,

1777
01:23:49.385 --> 01:23:51.565
you can get guidance, um, through those courses.

1778
01:23:52.105 --> 01:23:55.365
So we are hoping, since so many folks are headed towards

1779
01:23:55.365 --> 01:23:58.205
that micro business license, that this key piece, which is

1780
01:23:58.205 --> 01:23:59.965
how to deal with your financial projections.

1781
01:24:00.545 --> 01:24:04.125
Um, so you can also have a compelling, uh,

1782
01:24:04.475 --> 01:24:09.005
capital raise pitch, um, you know, is,

1783
01:24:09.105 --> 01:24:11.285
is there and that it is cost free.

1784
01:24:11.865 --> 01:24:15.245
Um, so, um, next slide please.

1785
01:24:20.235 --> 01:24:22.295
So we have some online resources here.

1786
01:24:22.705 --> 01:24:24.415
We've updated the C website.

1787

01:24:24.675 --> 01:24:28.815

Um, there's an online platform, uh, for everybody

1788

01:24:29.315 --> 01:24:32.535

to access the CHIP Academy, uh, programs.

1789

01:24:33.075 --> 01:24:36.775

Um, there's a number of ongoing, uh, programs

1790

01:24:36.795 --> 01:24:39.215

and support everything that we're doing in this space.

1791

01:24:39.775 --> 01:24:42.575

A place to access all of the webinars that we have

1792

01:24:42.595 --> 01:24:45.175

so far in all the areas I've just talked about.

1793

01:24:45.715 --> 01:24:49.295

Um, all of the accompanying written materials you can access

1794

01:24:49.295 --> 01:24:51.695

that you can access the kind of information

1795

01:24:51.695 --> 01:24:53.895

and help you need if you are a, if you want

1796

01:24:53.895 --> 01:24:57.175

to be c certified in your application process, how

1797

01:24:57.175 --> 01:24:58.655

that process works as well.

1798

01:24:58.995 --> 01:25:01.015

We are still building this out, uh,

1799

01:25:01.015 --> 01:25:03.535
putting everything in one place so it's not quite ready

1800
01:25:03.555 --> 01:25:06.375
for prime time, but we are really close to getting

1801
01:25:06.435 --> 01:25:08.775
and gathering all these materials, um,

1802
01:25:08.955 --> 01:25:11.175
and putting them in one place.

1803
01:25:11.675 --> 01:25:14.895
So if you look at, you know, what we've accomplished so far,

1804
01:25:15.755 --> 01:25:20.645
um, where, um, we are building out sort of what now,

1805
01:25:20.755 --> 01:25:22.965
year three, it's funny, think about it that way.

1806
01:25:24.195 --> 01:25:26.565
It's like a lot of time has passed and no time has passed.

1807
01:25:26.685 --> 01:25:28.205
I can't decide which one. Um,

1808
01:25:28.505 --> 01:25:31.445
but now as we're entering year three, a much more, um,

1809
01:25:32.185 --> 01:25:36.685
one stop shop place to provide all

1810
01:25:36.685 --> 01:25:38.605
of the services that you've seen here,

1811
01:25:39.025 --> 01:25:41.005
so we can solve all of the problems.

1812

01:25:41.145 --> 01:25:43.965

Our approach was to see where the most need was

1813

01:25:44.145 --> 01:25:45.845

as we were building out the programs

1814

01:25:45.845 --> 01:25:48.525

and to address those needs as fast as possible.

1815

01:25:48.865 --> 01:25:52.565

And on, in several key areas, like a bridge for legacy,

1816

01:25:53.315 --> 01:25:56.125

like, um, re, you know, in-depth retail support.

1817

01:25:56.875 --> 01:26:01.605

That was our idea, is to get those programs out as fast

1818

01:26:01.625 --> 01:26:04.485

as possible, provide that support as fast as possible.

1819

01:26:04.665 --> 01:26:07.405

Now we're in the stage of building out what is

1820

01:26:07.405 --> 01:26:09.245

that infrastructure going to look like

1821

01:26:09.245 --> 01:26:11.165

that holds all of that and more.

1822

01:26:11.665 --> 01:26:16.365

And obviously, um, we want to have the entire range

1823

01:26:16.365 --> 01:26:20.765

of services from, um, general business development services

1824

01:26:21.225 --> 01:26:25.045
to specific, um, cannabis related business, um, um,

1825
01:26:25.045 --> 01:26:27.205
support services and wraparound services

1826
01:26:27.635 --> 01:26:31.045
through true incubators, hands on, on farm

1827
01:26:31.265 --> 01:26:32.885
or on pro, you know,

1828
01:26:32.935 --> 01:26:36.725
after processor site type of incubation services, as well

1829
01:26:36.725 --> 01:26:39.685
as true accelerator services for licensees

1830
01:26:39.865 --> 01:26:42.085
who need help in that last mile.

1831
01:26:42.465 --> 01:26:44.885
Um, so they can accelerate towards their opening date.

1832
01:26:45.385 --> 01:26:48.045
So we are now in the process of

1833
01:26:48.725 --> 01:26:50.765
building out the infrastructure to hold all of that.

1834
01:26:51.225 --> 01:26:54.205
Um, we would love comments and suggestions.

1835
01:26:54.525 --> 01:26:58.885
A lot of it is is, you know, in the process already,

1836
01:26:59.425 --> 01:27:01.285
we don't wanna say too much about things

1837

01:27:01.285 --> 01:27:02.285
that aren't fully baked.

1838

01:27:02.665 --> 01:27:04.405
Um, but I can certainly love

1839

01:27:04.405 --> 01:27:05.845
to hear any questions if you have them,

1840

01:27:06.465 --> 01:27:08.885
or, um, answer any questions if you have them.

1841

01:27:08.905 --> 01:27:10.925
And suggestions, most importantly, if you have that,

1842

01:27:12.565 --> 01:27:15.365
I appreciate how you have different, uh,

1843

01:27:16.045 --> 01:27:18.525
customizable programs for entrepreneurs.

1844

01:27:19.085 --> 01:27:20.325
I mean, as a fellow entrepreneur,

1845

01:27:20.635 --> 01:27:22.485
it's like drinking from a fire sometimes

1846

01:27:22.625 --> 01:27:24.725
and you're at different stages of growth.

1847

01:27:25.345 --> 01:27:29.685
So it seems like you've, you know, you've addressed how to,

1848

01:27:31.055 --> 01:27:32.995
how to, um, help those that are,

1849

01:27:32.995 --> 01:27:35.235
might be a little more advanced, like with your one-on-ones,

1850

01:27:35.775 --> 01:27:38.595
um, from the very, you know, beginning steps from,

1851

01:27:38.625 --> 01:27:40.555
from when they're learning to crawl as well.

1852

01:27:40.745 --> 01:27:43.515
Yeah. Thank you. I appreciate that. Thank you.

1853

01:27:46.295 --> 01:27:47.915
And I'll just add too, some

1854

01:27:47.915 --> 01:27:49.715
of it is a little bit self-serving

1855

01:27:49.745 --> 01:27:52.835
because when, when you, when you do, you know, go

1856

01:27:52.835 --> 01:27:56.595
through these GMP compliance trainings, that, that benefits,

1857

01:27:56.615 --> 01:27:58.155
you know, the entire market because then,

1858

01:27:58.185 --> 01:28:00.675
then the licensee's understanding the regulations more,

1859

01:28:00.675 --> 01:28:02.155
and it's less work for the compliance

1860

01:28:02.155 --> 01:28:03.195
team and the inspection team.

1861

01:28:03.195 --> 01:28:06.235
So it's kind of this virtuous cycle where, um, you know,

1862

01:28:06.285 --> 01:28:08.955

doing, doing this type of, um, economic development and,

1863

01:28:08.955 --> 01:28:11.915

and training really pays dividends down down the road.

1864

01:28:12.135 --> 01:28:15.435

So, um, just wanted to say huge thanks to Jim and your team

1865

01:28:15.455 --> 01:28:16.475

and everyone over there,

1866

01:28:16.625 --> 01:28:19.195

because this is literally, like you said,

1867

01:28:19.195 --> 01:28:21.635

when we started three years ago, there was a blank piece

1868

01:28:21.635 --> 01:28:22.715

of paper and, uh,

1869

01:28:23.095 --> 01:28:24.955

no work had really been done on this front before.

1870

01:28:25.055 --> 01:28:27.355

So it's really been cool to kind of see it all and,

1871

01:28:27.355 --> 01:28:28.515

and what we've been able to accomplish.

1872

01:28:28.615 --> 01:28:30.395

So yeah, hats off. Thank

1873

01:28:30.395 --> 01:28:31.395

You. Question for you

1874

01:28:31.395 --> 01:28:33.195
all since, you know, part of it is right,

1875
01:28:33.355 --> 01:28:35.355
I, ima like, you know, it's used your term self-serving.

1876
01:28:35.395 --> 01:28:36.835
I also imagine part of it is also

1877
01:28:36.835 --> 01:28:40.035
to make the license review pop process simpler,

1878
01:28:40.495 --> 01:28:41.595
having less cures.

1879
01:28:41.595 --> 01:28:44.275
So I'd be curious if there's like data on the folks

1880
01:28:44.295 --> 01:28:46.395
who have gone through these programs to see

1881
01:28:46.395 --> 01:28:49.635
what the cure rate is for the, you know, applicants

1882
01:28:49.635 --> 01:28:51.515
and licensees who've gone through these programs

1883
01:28:51.515 --> 01:28:52.795
versus folks who haven't.

1884
01:28:52.795 --> 01:28:54.795
Because I think that would make a compelling argument

1885
01:28:55.055 --> 01:28:57.115
for why folks should go through the process as well.

1886
01:28:57.845 --> 01:29:01.765
Definitely. Will, uh, yes. Get that for you for sure.

1887

01:29:01.865 --> 01:29:03.205

We, we have that data. I'd have

1888

01:29:03.205 --> 01:29:05.325

to get it all put in one place, but yeah, we have it.

1889

01:29:05.745 --> 01:29:07.445

Um, and I'll bring it to you,

1890

01:29:07.985 --> 01:29:12.685

but, um, you know, really, you know, compliance

1891

01:29:13.195 --> 01:29:16.325

with complex regulations, as I said, my experience

1892

01:29:16.545 --> 01:29:20.125

as a regulator for many years in different forums is that

1893

01:29:21.375 --> 01:29:22.485

folks want to comply.

1894

01:29:23.025 --> 01:29:24.525

That's, that's what people wanna do.

1895

01:29:25.025 --> 01:29:27.805

Um, and when they don't comply, most

1896

01:29:27.865 --> 01:29:30.845

of the time it is an error, an omission.

1897

01:29:31.345 --> 01:29:34.725

It is not. And so the more we can provide that kind

1898

01:29:34.725 --> 01:29:38.165

of support, as Pat mentioned, as you mentioned, uh, Nikki,

1899

01:29:38.465 --> 01:29:40.245
uh, the better off everybody is.

1900
01:29:40.945 --> 01:29:43.725
So, um, that is a foundation

1901
01:29:44.025 --> 01:29:47.405
And everyone has different means of support, right?

1902
01:29:47.825 --> 01:29:49.885
So it seems like you've leveled the playing field

1903
01:29:49.945 --> 01:29:52.085
by creating an encyclopedia for transparency

1904
01:29:53.785 --> 01:29:54.785
So far. Thank you so

1905
01:29:54.785 --> 01:29:55.365
far. Yeah.

1906
01:29:56.025 --> 01:29:57.045
You've tried, Um,

1907
01:29:58.825 --> 01:30:00.485
Jim, I I, I, I brought this up

1908
01:30:00.485 --> 01:30:02.005
before, I just wanna bring it up again.

1909
01:30:02.005 --> 01:30:05.965
Have you had any inroads on breaking out black

1910
01:30:05.965 --> 01:30:08.565
and brown, um, licensing

1911
01:30:08.565 --> 01:30:11.645
and c status in the, in the beginning slides there

1912

01:30:11.645 --> 01:30:13.845

where you go through minority owned

1913

01:30:13.965 --> 01:30:15.765

licenses, et cetera, et cetera?

1914

01:30:15.995 --> 01:30:17.245

Only reason I bring that up is

1915

01:30:17.245 --> 01:30:18.845

because I see somewhere down the road,

1916

01:30:19.035 --> 01:30:22.245

obviously we've gotten to this point with the MRTA

1917

01:30:22.245 --> 01:30:25.045

and legalization, uh, partly

1918

01:30:25.045 --> 01:30:27.125

because of drug laws in the state

1919

01:30:27.125 --> 01:30:29.365

and what it's done to black and brown communities, right?

1920

01:30:29.385 --> 01:30:31.685

And in this, in, in doing this equity

1921

01:30:31.685 --> 01:30:35.005

and being fully transparent, I do believe we owe it

1922

01:30:35.005 --> 01:30:39.445

to people to show black and brown licensing as well as,

1923

01:30:39.665 --> 01:30:41.085

and I know we have women in there,

1924

01:30:41.105 --> 01:30:42.925
but also breaking that out as black

1925
01:30:42.925 --> 01:30:44.485
and brown so that we can see

1926
01:30:44.905 --> 01:30:49.485
and examine some of the most, um, affected communities

1927
01:30:49.905 --> 01:30:52.085
and how they are doing with licensing, right?

1928
01:30:52.295 --> 01:30:55.005
Adult cultivators, adult use, et cetera, et cetera.

1929
01:30:55.425 --> 01:30:57.245
ca or, or minority owned businesses,

1930
01:30:57.245 --> 01:30:58.845
women owned in that minority owned.

1931
01:30:59.465 --> 01:31:01.765
Can we see how that's breaking out, broken out

1932
01:31:01.905 --> 01:31:02.925
and show that to people?

1933
01:31:04.695 --> 01:31:06.035
I'm not sure. I think we can,

1934
01:31:06.275 --> 01:31:07.235
I think we have comprehensive

1935
01:31:07.235 --> 01:31:08.515
data and I could put that together.

1936
01:31:09.175 --> 01:31:11.875
Um, and I apologize if you asked for it before

1937

01:31:11.895 --> 01:31:14.035

and we haven't provided it, but we can provide it.

1938

01:31:14.425 --> 01:31:16.675

Yeah, I think, I think we, we need

1939

01:31:16.675 --> 01:31:20.475

to in these early stages make that a part of our, make

1940

01:31:20.475 --> 01:31:22.235

that a habit, make that a exercise.

1941

01:31:22.695 --> 01:31:24.395

Um, I agree. We keep track of it.

1942

01:31:25.565 --> 01:31:28.505

I agree. I agree.

1943

01:31:28.505 --> 01:31:30.905

Um, you know, the, the CDI as you know,

1944

01:31:30.905 --> 01:31:33.625

the CDI data is very comprehensive.

1945

01:31:33.815 --> 01:31:36.105

It's 40 years worth of arrest data.

1946

01:31:36.455 --> 01:31:38.225

It's really pointed, you know,

1947

01:31:38.375 --> 01:31:41.945

with some real precision at the communities

1948

01:31:41.945 --> 01:31:43.265

that were most impacted.

1949

01:31:43.605 --> 01:31:47.625

And so it would be good to see, um, by way of these metrics,

1950

01:31:47.845 --> 01:31:50.425

um, how those two pieces go together beyond

1951

01:31:50.425 --> 01:31:52.785

what we say 5% CDI, right?

1952

01:31:52.785 --> 01:31:55.185

There's folks from CDI throughout here

1953

01:31:55.405 --> 01:31:56.665

and we need to identify that

1954

01:31:57.135 --> 01:32:00.285

Well, and also it'll kind of hopefully help inform

1955

01:32:00.385 --> 01:32:02.325

how we make investments in the future, right?

1956

01:32:02.785 --> 01:32:05.365

And how we can invest in certain communities just

1957

01:32:05.365 --> 01:32:09.445

understanding who's had access maybe, you know, uh,

1958

01:32:09.445 --> 01:32:12.645

once again, who understands what's available to them, uh,

1959

01:32:12.985 --> 01:32:14.005

and all, all of the things

1960

01:32:14.005 --> 01:32:15.205

that we'll be providing for people.

1961

01:32:16.065 --> 01:32:17.125

Yep. I agree.

1962

01:32:19.705 --> 01:32:21.285

Uh, do we have any, any other comments?

1963

01:32:21.945 --> 01:32:25.575

Uh, anything else, uh, from, from the members

1964

01:32:25.575 --> 01:32:26.735

of the subcommittee today?

1965

01:32:27.635 --> 01:32:30.055

Um, just wanted to ask a, an update question.

1966

01:32:30.195 --> 01:32:33.775

Um, I think, John, sorry to put you on the spot, uh,

1967

01:32:33.835 --> 01:32:37.015

but we talked about it in previous cap meetings about the

1968

01:32:37.075 --> 01:32:38.175

two year lookback report,

1969

01:32:38.275 --> 01:32:41.135

and I was just curious, what if work is started on that yet?

1970

01:32:41.295 --> 01:32:44.175

'cause obviously, I think to e's point about looking at the,

1971

01:32:44.175 --> 01:32:45.975

you know, drilling down on, on demographics

1972

01:32:46.075 --> 01:32:48.175

and data, um, I think there's overlap

1973

01:32:48.175 --> 01:32:51.215

with the C subcommittee just to sort of see, um,

1974

01:32:51.475 --> 01:32:53.135
how progress is going on that

1975

01:32:53.275 --> 01:32:56.215
and sort of that, you know, that good stuff. That's

1976

01:32:56.215 --> 01:32:57.215
What he is doing right now.

1977

01:33:02.055 --> 01:33:03.775
I have a bad habit of doing that. Sorry, John.

1978

01:33:03.995 --> 01:33:07.215
No, it's perfectly timed. Literally was on a right now.

1979

01:33:07.715 --> 01:33:10.615
Um, so the, the t implementation report is, uh, d

1980

01:33:10.615 --> 01:33:13.975
to be publicly posted on, uh, October 1st.

1981

01:33:14.155 --> 01:33:15.935
So we are literally round the bend.

1982

01:33:16.195 --> 01:33:18.775
Uh, we're giving it a spit polish

1983

01:33:18.835 --> 01:33:20.495
and shine, uh, as we speak.

1984

01:33:20.995 --> 01:33:24.335
Um, and it does that, it, it does, uh, uh, um,

1985

01:33:24.465 --> 01:33:26.775
drill down into some of the data Jim has just presented.

1986

01:33:27.075 --> 01:33:28.615
Um, we've been phenomenally grateful

1987

01:33:28.615 --> 01:33:30.975

for the collaboration we've received with across the agency

1988

01:33:30.995 --> 01:33:35.815

and from, um, a partner agencies, uh, to, to collect this

1989

01:33:36.395 --> 01:33:38.135

and to, to both collect the data and,

1990

01:33:38.155 --> 01:33:39.415

and be able to tell the story.

1991

01:33:40.115 --> 01:33:43.575

Um, it is as much, uh, kind of a look back at

1992

01:33:43.845 --> 01:33:47.855

what we've achieved as well as, um, uh, a seeding of

1993

01:33:47.855 --> 01:33:50.295

what we are going to try to do the next, um,

1994

01:33:50.475 --> 01:33:51.495

uh, couple of years.

1995

01:33:52.075 --> 01:33:53.855

Um, but yeah, it's almost out.

1996

01:33:53.915 --> 01:33:55.895

And I'll be on your desks

1997

01:33:55.895 --> 01:33:58.175

for reviewing pleasure as soon as we post it. Alright,

1998

01:33:58.505 --> 01:33:59.505

Great. Great work.

1999

01:33:59.505 --> 01:34:03.025
Um, any other comments?

2000
01:34:04.485 --> 01:34:08.975
How sun? So, um, uh,

2001
01:34:09.175 --> 01:34:10.575
I just wanted to say, you know, these,

2002
01:34:10.625 --> 01:34:13.975
these subcommittees are very valuable, uh,

2003
01:34:14.155 --> 01:34:16.735
and where a lot of the work, uh, gets done

2004
01:34:17.515 --> 01:34:21.695
and, um, uh, as in many areas of

2005
01:34:22.325 --> 01:34:25.975
what OCM is doing, there's a tremendous amount of expertise,

2006
01:34:26.755 --> 01:34:29.735
uh, on the issues, uh,

2007
01:34:30.775 --> 01:34:32.575
involved in this subcommittee on the cab.

2008
01:34:33.275 --> 01:34:35.415
Um, there's a lot of people with a lot

2009
01:34:35.415 --> 01:34:36.535
of deep social justice

2010
01:34:36.835 --> 01:34:40.655
and, uh, community engagement, uh, expertise.

2011
01:34:41.035 --> 01:34:43.575
So, um, I, I

2012

01:34:44.635 --> 01:34:46.335
am hopeful going forward

2013

01:34:47.485 --> 01:34:52.095
that we can increase the communication between Ebro

2014

01:34:52.115 --> 01:34:56.495
and the subcommittee and, uh, the people at OCM

2015

01:34:56.495 --> 01:34:58.485
who are working on these issues.

2016

01:34:58.705 --> 01:35:03.165
So, um, you can benefit from their input

2017

01:35:03.465 --> 01:35:07.165
and we can stay up to date with what, uh,

2018

01:35:07.785 --> 01:35:09.685
you are doing over there.

2019

01:35:10.365 --> 01:35:14.525
Absolutely. So we'll call him as often

2020

01:35:14.525 --> 01:35:15.565
as he wants to be called.

2021

01:35:17.595 --> 01:35:19.485
He's gotta let me on his show first, then

2022

01:35:19.925 --> 01:35:22.005
I, I just need an email, email or a text

2023

01:35:22.265 --> 01:35:23.765
and share with the people.

2024

01:35:23.765 --> 01:35:24.765
That's it. That's it.

2025
01:35:24.995 --> 01:35:28.005
Okay. I just want us to, I just want us

2026
01:35:28.005 --> 01:35:31.165
to get in practice, you know, once again, I'll say it again.

2027
01:35:31.585 --> 01:35:34.365
We are at this point with the MRTA

2028
01:35:34.365 --> 01:35:37.285
and legalization as of some horrific policy

2029
01:35:37.425 --> 01:35:39.325
and decisions of the past

2030
01:35:39.785 --> 01:35:42.365
and fathers being taken out of homes,

2031
01:35:42.875 --> 01:35:44.365
communities being broke down,

2032
01:35:44.465 --> 01:35:46.005
and we're trying to reinvest in that.

2033
01:35:46.025 --> 01:35:50.125
And while, you know, we can gather monthly, quarterly, and,

2034
01:35:50.125 --> 01:35:53.805
and have conversations, uh, we owe it to the public

2035
01:35:54.505 --> 01:35:57.565
to continue to make sure that information's available

2036
01:35:57.785 --> 01:36:00.285
and make sure that they know that we are paying attention

2037

01:36:02.115 --> 01:36:06.845

Because we, we have, you know, we have fixing to do and,

2038

01:36:06.905 --> 01:36:08.045

and things to make right.

2039

01:36:08.465 --> 01:36:10.965

And, um, that's really one of the only reasons I

2040

01:36:11.635 --> 01:36:13.205

take time out to be here.

2041

01:36:13.385 --> 01:36:14.805

I'm not in the cannabis business.

2042

01:36:15.185 --> 01:36:17.805

Um, I'm not a politician,

2043

01:36:18.265 --> 01:36:21.645

but I do wanna make sure that people feel like these things

2044

01:36:21.645 --> 01:36:25.585

that have been put together, uh, by the state

2045

01:36:25.845 --> 01:36:27.785

and for the people are working.

2046

01:36:28.365 --> 01:36:29.825

And I would love to be a part of that.

2047

01:36:29.825 --> 01:36:31.385

And I think we're doing some great work.

2048

01:36:31.655 --> 01:36:35.945

Obviously we've had some, some setbacks, um, and some

2049

01:36:35.965 --> 01:36:37.025
and a little bit of drama.

2050

01:36:37.725 --> 01:36:40.705
Um, and I think, uh, moving forward, hopefully some of

2051

01:36:40.705 --> 01:36:42.025
that stuff will get ironed out as well.

2052

01:36:42.205 --> 01:36:45.745
So, uh, if there, if there's not any other comments, uh,

2053

01:36:45.905 --> 01:36:47.985
I think we can move to adjourn Chair.

2054

01:36:47.985 --> 01:36:49.425
Bullock, is there anything I'm leaving out?

2055

01:36:49.935 --> 01:36:52.385
Nothing else. We are good to adjourn.

2056

01:36:53.255 --> 01:36:57.185
Okay. Uh, I think the proper procedure is for me to say,

2057

01:36:57.695 --> 01:36:59.385
this concludes today's social

2058

01:36:59.445 --> 01:37:01.345
and economic Equity subcommittee.

2059

01:37:01.715 --> 01:37:04.425
Thank you for joining all and for the great discussion.

2060

01:37:05.045 --> 01:37:08.345
Uh, may I please have a motion to adjourn this meeting?

2061

01:37:08.885 --> 01:37:10.225
Motion. Motion to adjourn.

2062

01:37:11.085 --> 01:37:12.105

Um, and who said that?

2063

01:37:12.305 --> 01:37:13.585

'cause it says I have to say your name.

2064

01:37:14.255 --> 01:37:15.305

Armando Rosado.

2065

01:37:15.935 --> 01:37:20.385

Armando Rosado moves to adjourn. Uh, chair member says so.

2066

01:37:20.385 --> 01:37:23.305

Move. So I may I have a second in that. I second.

2067

01:37:24.325 --> 01:37:26.585

And what's your name? 'cause I have to say it. June.

2068

01:37:26.895 --> 01:37:29.345

June. June. Dr. June? Yes.

2069

01:37:31.635 --> 01:37:33.145

Thank you Dr. June.

2070

01:37:33.245 --> 01:37:34.585

Is there any discussion, question

2071

01:37:34.585 --> 01:37:37.625

or comment by any board member before we officially adjourn?

2072

01:37:39.165 --> 01:37:41.895

Hearing none, I will call for a vote. All in favor?

2073

01:37:43.195 --> 01:37:45.535

Aye. Aye. Aye. Opposed?

2074

01:37:48.345 --> 01:37:52.995

Abstentions. Listen, I'm following the script guys.

2075

01:37:52.995 --> 01:37:53.995

Don't laugh.

2076

01:37:54.575 --> 01:37:58.045

Got It. The motion to adjourn. This meeting carries.

2077

01:37:58.465 --> 01:38:02.125

We will now adjourn. Thank you. All right, thank you.