

MEDICAL CANNABIS

Pilot Licensing Process

CITY OF SAN RAFAEL

WHAT ARE WE LICENSING?

The City of San Rafael is creating a pilot operator licensing program for medicinal cannabis operators. This is a new program for us, so we are starting small and evaluating along the way. To start, San Rafael will be offering a limited amount of medicinal licenses in the following categories:

- *Infused Product Manufacturers: 8 licenses available*
(State License Type N)
- *Delivery Non-storefront: 4 licenses available*
(State License Type 9)
- *Cannabis Testing Labs: 4 licenses available*
(State License Type 8)
- *Distribution: 2 licenses available*
(State License Type 11)

HOW DO WE CHOOSE?

We are looking for strong business acumen with a capable and passionate team.
We want to help create a local ecosystem of small craft purveyors, who exemplify the artisan quality Marin County is known for.



WHAT ARE WE EVALUATING?

Business Executive Summary (20 POINTS - MAXIMUM)

Think business plan meets executive summary. We want to learn about your mission and vision, your organizational structure, market analysis, sales and financial projections.

Safety & Security (20 POINTS - MAXIMUM)

We realize you may not have a location yet, but we are looking for a general understanding of how safety and security will work with your business. Compliance track and trace standards, cash management strategies, odor control, burglary and employee loss prevention.

Patient & Benefit Education (20 POINTS - MAXIMUM)

There is a lot to learn about medical cannabis for patients, how will you educate them? What type of data security and patient privacy methods will you employ?

Local Enterprise (10 POINTS - MAXIMUM)

There is a sliding point scale for local businesses in the North Bay, specifically the counties of Marin, Sonoma and Napa.

Qualifications of Principals (20 POINTS - MAXIMUM)

This is where you get to break down how awesome your team is! Tell us about your management team's experience and expertise.

Community Benefits (10 POINTS - MAXIMUM)

Share what unique attributes your business will bring to the community.

APPLICATION INTAKE

Online application window opens

6/1/2018*

Similar to the State of California's online cannabis licensing system, you will be able to apply, upload supporting documents, and pay the non-refundable application fee online.

Live Scan Background checks for applicants must be scheduled with the San Rafael Police Department by email: 236@srpd.org

* 6/1/2018 start date is our goal, pending any unforeseen configuration delays with the online application system, we should make this start date. Thank you for your patience.

IMPORTANT DATES

Online application window open from

6/1 - 6/15

Schedule Background
Check Appointment
with San Rafael Police
Department

Prescreen - Background check review

6/18 - 6/20

Committee Review & Ranking

6/19 - 6/22

Operator Interviews - Final Selection

6/25 - 6/29

APPLICATION COST & DETAILS

\$3600 non-refundable application fee

Application Review Panel includes:

Economic Development Director
Economic Development Coordinator
Police Chief
Fire Chief
Community Development Director
Department of Public Works Representative

License application ranking evaluation points:

- Business Executive Summary (20 POINTS -MAXIMUM)
- Safety and Security Plan (20 POINTS - MAXIMUM)
- Patient Benefits & Education (20 POINTS - MAXIMUM)
- Local Enterprise Preference (10 POINTS - MAXIMUM)
- Qualifications of Principals (20 POINTS - MAXIMUM)
- Community Benefits (10 POINTS - MAXIMUM)

An application is required to receive a total of 85 points to move forward. The Committee will rank all the applications and will issue a written decision for each application. The Committee shall serve a copy of its written decision on each applicant by email.

THANK YOU

We look forward to learning more about you.

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