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)

C•• ш **CHOOS** HOW DO WE

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.



05/2018

TIN < **VHAT**

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.

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.

DATES **MPORTANT**

Online application window open from

6/1 - 6/15

Prescreen - Background check review

6/18 - 6/20

Committee Review & Ranking

6/19 - 6/22

Operator Interviews - Final Selection

6/25 - 6/29

SAN RAFAEL MEDICAL CANNABIS OPERATOR LICENSING PROGRAM

05/2018



Schedule Background **Check** Appointment with San Rafael Police Department







C A T C A T C PPLI

\$3600 non-refundable application fee

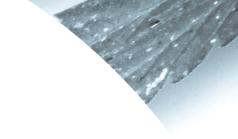
Application Review Panel includes: Economic Development Director Economic Development Coordinator Police Chief **Fire Chief**

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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g/cannabis