



Cannabis

City of San Rafael Applicant Guide
July 2019

WHERE WE HAVE BEEN...

San Rafael launched a pilot medical cannabis licensing program in July 2018. In March of 2019, San Rafael authorized existing license holders to conduct adult-use sales.

For this licensing round, we have the following license types available for medical and adult-use:

- (2) Distribution (State License Type 11)
- (3) Infused MFG (State License Type N)
- (4) Testing Labs (State License Type 8)



Our Story

What we are looking for



We want to create a local ecosystem of small craft purveyors, who exemplify the artisan quality Marin County is known for.

Process

San Rafael's cannabis licensing program is a merit based review process. Applicants receiving 70 points and higher will move forward in the process.

The committee will rank all application submittals and will issue a written decision for each application. The committee shall serve a copy of its written decision on each application by email.

A lottery may be conducted at the end of the operator selection process, only if there are more qualified applicants than available licenses.

The cannabis licensing application fee is \$4,100 and is non-refundable.



EACH CATEGORY 25 POINTS MAXIMUM.

BUSINESS PLAN

Tell us about the nature of your business, overview of products, customers and suppliers, company growth, financial and market highlights.

SAFETY & SECURITY

We want to understand your compliance plans, security protocols and infrastructure, odor mitigation and cash management systems.

TEAM EXPERTISE

Tell us about the qualifications and experience of the business team and advisers.

GROSS RECEIPTS

We are evaluating readiness & revenue potential. Do you have a location? Projected opening date? Are you already in commerce?

Evaluating

Timeline



JULY 15 – AUGUST 2, 2019

The online application portal will be open to submission for three weeks. Closing end of business day 5 PM. (PST)

AUGUST 2019

Committee will review and score applications. Depending on the volume of applications received, this review period could be extended.

SEPTEMBER 2019

Interviews and final selection. Depending on the volume of applications received, this review period could be extended.

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**Thank you, and
good luck.**

CITY OF SAN RAFAEL