



# Cannabis Dispensary License Application Education Session for Social Equity Applicants

November 9, 2019  
Woodlawn Resource Center

# WELCOME!



## Starting your Dispensary Business – Next Steps: Application

| Session | Topic                  | Areas  | Exhibits                   | Time        | Presenters   |
|---------|------------------------|--|----------------------------|-------------|--|
| 1       | Documentary & Planning | Non-exhibit info, Social Equity, Owner, Veteran, IL Resident, Community Engagement | A, B, C, L, N, P<br>S, T + | 1:00-1:30   | Amy Nathan   |
| 2       | Controls               | Record Keeping & Security  | H, I                       | 1:30-2:30   | Joe Friedman, Stu Gimble, Tom Carnavale              |
| 3       | Business Plan          | Business, Operations, Floor, Recall Financial Environmental                        | F, G, J, K, O, R           | 2:45 – 3:45 | Joe Friedman, Stu Gimble, Larry Mishkin, Josh Nathan |
| 4       | Talent Management      | Training, Labor Practices, Diversity   | D, E, Q, M                 | 3:45-4:40   | Lizz Dietrich, Sheryl Jaffe-Halpern, Robert Johnson  |
| 5       | Wrap Up – Next Steps   | All  |                            | 4:45-5:00   | Bruce Montgomery                                     |

email questions to [info@gromentumlab.com](mailto:info@gromentumlab.com) – subject: EDU Session Question  
Please email all Loan Fund questions to: [CEO.AdultUseCannabis@Illinois.gov](mailto:CEO.AdultUseCannabis@Illinois.gov)

## Expert Team – Moderated by Bruce Montgomery

| Presenter                   | Expertise                                      | Topic                                    | Background   |
|-----------------------------|--|--|--|
| Amy Nathan                  | Regulatory Affairs highly regulated industries | Documentary & Non-Exhibit; Plan Overview | Gromentum Lab                                      |
| Tom Carnavale               | Security                                       | Controls                                 | Umbrella Technologies                              |
| Joe Friedman & Stu Gimble   | Dispensary Business Operations                 | Operations & Controls & Business Plan    | Former IL Medical Dispensary Owners                |
| Josh Nathan                 | Environmental Consulting                       | Environment Plan                         | Orbit Energy Legal Consultants                     |
| Larry Mishkin & John Brooks | Overall Application Support                    | Business Plan                            | Hoban Law Group                                    |
| Lizz Dietrich               | Training                                       | Talent Management                        | High Haven Education Dispensary Responsible Vendor |
| Sheryl Jaffe Halpern        | HR / Labor                                     | Talent Management                        | Much Law   |
| Robert Johnson              | Diversity                                      | Talent Management                        | Solomon Group                                      |



**No Point Values – Don't Apply if you can't do these items correctly!**

**Application Form Due 9:30 am Dec 10 – noon Jan 2**

- Proof of payment (cashier's check or money order) (A)
- Proof of fingerprinting
- Principal Officer Application Form (B)
- Entity information – FEIN – from your registration (C)
- Organization information – Articles of Organization/Incorporation, Bylaws, Table of Organization, Organization & Control (C)

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Low Hanging Fruit – Easy Points – you should capture all\*

### Proof of IL Owner (S)- 5 pt

- Applicant 51% owner IL resident
- IL residency shown in **TAX RETURNS for the last 5 years**

### Proof of Veteran (T) - 5 pt

- Applicant 51% owner - Prove you are former member of Armed forces (Army, Navy, Air Force, Marine and Coast Guard) who served on active duty AND were discharged under conditions other than dishonorable.
- DD214** or other acceptable **discharge document**;
- Veteran ID Card (VIC)**
  - Go to [vets.gov](https://vets.gov); sign in and create acct, click on 'apply for printed Veteran ID Card' on bottom left of page; 60 days wait; tracking possible.

### Proof of Social Equity Applicant (P)– 50 pt

- Applicant 51% owner was
  - Arrested or convicted of cannabis-related crime that would not be considered crime today
  - Close relative (parent, child, spouse) of arrested person
  - Living in DIA for 5 of last 10 years
- Applicant has hired 6 of 10 employees from DIA for 5/10 years, or arrested or family member arrested...

\*All points that apply to you

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## Hardest of the Easiest Points to Capture

### Principal Owner (N)- 30 pt

- No more than 3 pages including resume for each Principal Owner
- Name, DOB, SSN, addresses (PO & BOD) –dated signatures
- Must show any higher education degrees
- Must show if they have previous knowledge working in the cannabis industry– mention of expertise in product/ strain / forms of ingestion – may be transferable knowledge, safety, security
- DISCLOSURES:
  - Partial ownership in other in/out IL dispensary – especially if license was revoked
  - Unpaid child support
  - Bankruptcies
  - BOD member served on failed NFP board

### Community Engagement (L)– 2 pt (Extra Credit)

- Demonstrate commitment to Community by
  - Incubating SEA for future ownership in the industry
  - Financial aid to substance abuse program
  - Educating youth on potential harms of cannabis usage

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## Check List

- Is the application completely anonymous except for exhibits: A,B,C,O,P,S,T – use of the word ‘company’ or ‘dispensary’ instead—redacted all information from other exhibits if there is personal identifying information
- Does the right-hand top of each page have the stamp of exhibit number?
- If information has to be repeated twice in 2 different exhibits, has it been properly referenced
- The information submitted is not fraudulent, misleading, incorrect or false
- I have accessed the Fingerprint Form online from the IFPDR site:  
<https://www.idfpr.com/LicenseLookUp/fingerprintlist.asp>
- If intend to rely on a loan from the DCEO, I have added to Exhibit O: “I qualify as a Social Equity Applicant and plan to apply for a loan from the Cannabis Business Development Fund issued by the Department of Commerce and Economic Opportunity.”
- I have provided a statement, and any supporting documentation it may wish to provide attesting that if granted a license, the applicant will have access to sufficient funds to own and operate
- I have provided a record of the arrest, conviction, or adjudication from the responsible legal authority. (eg “disposition paper” from the court in the applicable jurisdiction)
- For SEAs established by zip code: <https://www.idfpr.com/Forms/AUC/I-AUOL.pdf>

### Ask these for each section

- Does everything I submitted follow the **guidelines of document submission**?
- Have I proved to the State of Illinois that I am an **expert as a cannabis dispensary owner as a manager** above and beyond all other applicants?
- Have I gone above and beyond in proving I will keep Illinois residents, tourists and my employees **safe** in my workplace and as a result of what I've sold?
- Have I demonstrated expert knowledge and ability to address all **security concerns**?

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## Main Points for FLOOR PLAN brought to you by Mosaic Construction

- Ask yourself: What type of customer experience do you want to create? Every decision should be governed by this answer (think: Walgreens Wellness, Apple Store, Anthropology)
- How many people will be in the waiting room?
- How will check-in security and check out each be handled?
- How will the products you want to sell influence the displays?
- Layer in HVAC, security, and general building code requirements

**A designer can help you articulate the vision in your head to a plan on paper**

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