



CITY of SAN FERNANDO
Community Workshop

Presented by: Matthew Eaton



CANNABIS POLICY COMMUNITY OUTREACH

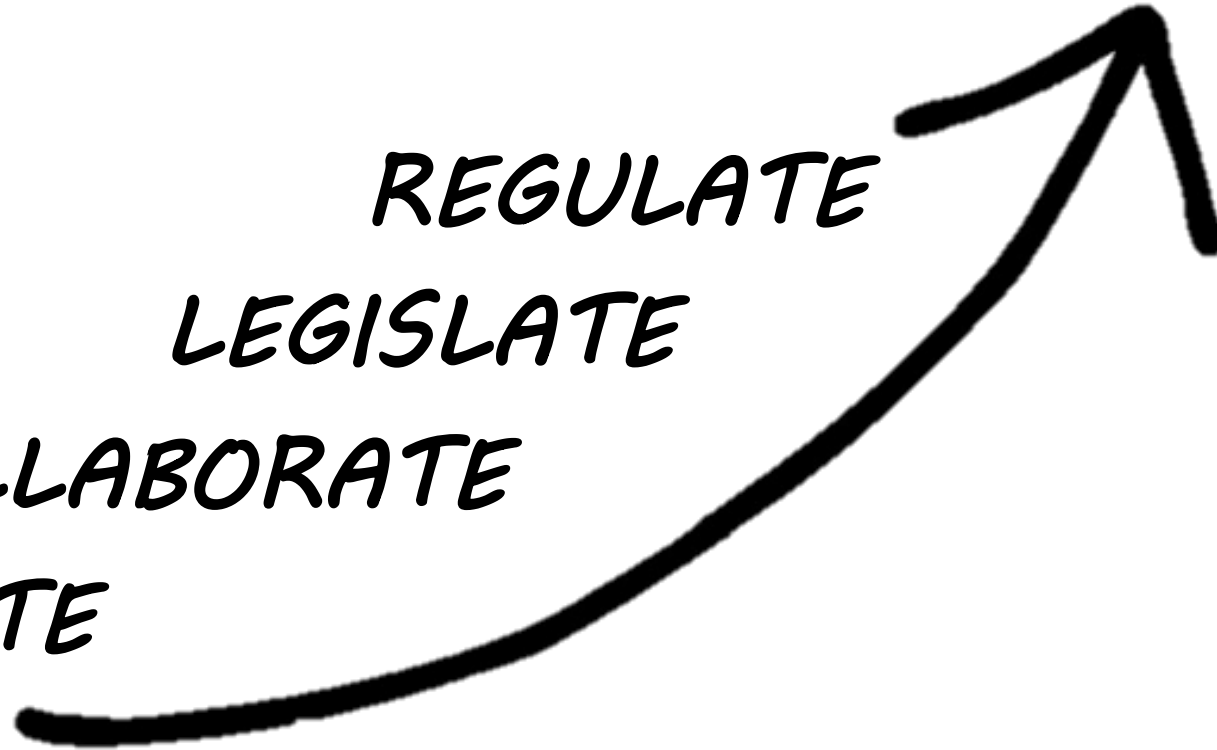
SUCCESS

REGULATE

LEGISLATE

COLLABORATE

EDUCATE



THE PATH TO SUCCESS FOR CITIES THAT
CHOOSE TO REGULATE CANNABIS

GUIDING RULEMAKING PRINCIPLES

Transparent

Systematic

Operable

Defensible

AGENDA

- Overview of State and Local Legislation
- Overview of Commercial Cannabis Business types
- Benefits of Regulations (Lessons Learned)
- Personal Cannabis Cultivations
- Taxes and Fees



Overview of
State & Local
Legislation



California Cannabis Legislation

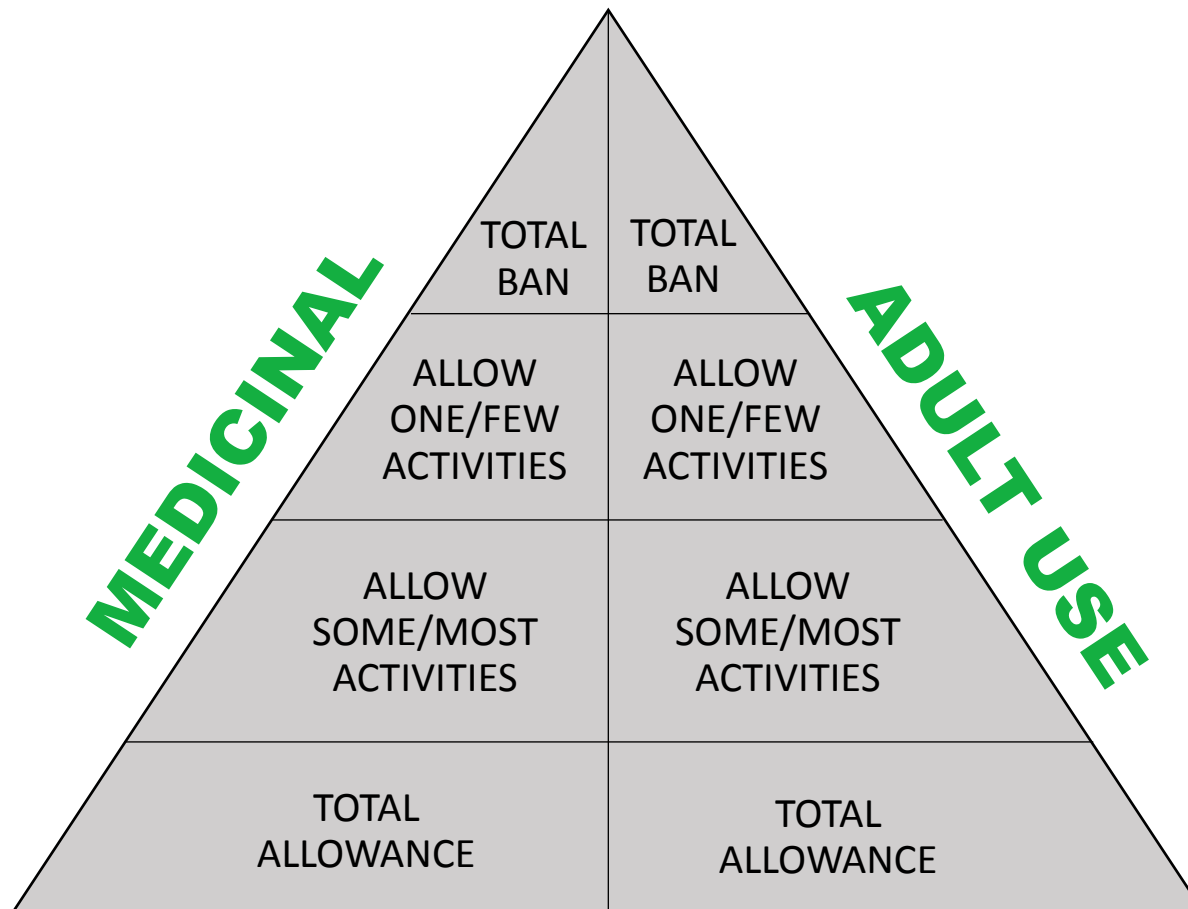


CANNABIS POLICY COMMUNITY OUTREACH

Protects local control by:

- **Dual licensing:** A requirement in statute that all marijuana businesses must have both a state license and a local license or permit to operate legally in California. Jurisdictions that regulate or ban medical marijuana will be able to retain their regulations or ban.
- **Enforcement:** Local governments may enforce state law and local ordinances if they request that authority and if it is granted by the relevant state agency.

MEDICAL & ADULT-USE CANNABIS REGULATION AND SAFETY ACT (MAUCRSA)



REGULATORY OPTIONS

EXPRESSLY PROTECTS LOCAL LICENSING PRACTICES, ZONING ORDINANCES, AND LOCAL ACTIONS TAKEN UNDER POLICE POWERS

Time

Place

Manner

LEGISLATION PROTECTS LOCAL CONTROL

MARIJUANA
POLICY
DEVELOPMENT

“Policies designed today will help shape how your industry looks tomorrow.”

-HdL Companies



Overview of
Commercial Cannabis
Business types





CANNABIS POLICY COMMUNITY OUTREACH

City Council Sets Cannabis Regulatory Policies on:

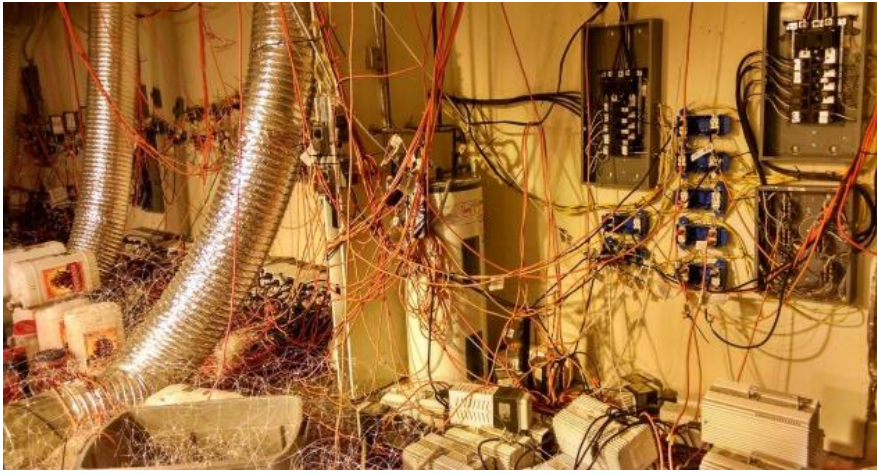
- Cultivation
- Microbusiness
- Manufacturing
- Testing Labs
- Delivery/Non Store Front Retailer
- Retail-Medicinal/Adult-Use
- Distribution Facilities



RETAILER/DISPENSARY/MICROBUSINESS



CULTIVATIONS



ELECTRICAL EQUIPMENT



STAGES OF GROWTH



INVENTORY TRACKING

EXTRACTION METHODS





EXTRACTION FACILITY



MANUFACTURING



UNLICENSED ACTIVITIES



DISTRIBUTION



TESTING LABORATORIES



Taxes & Fees



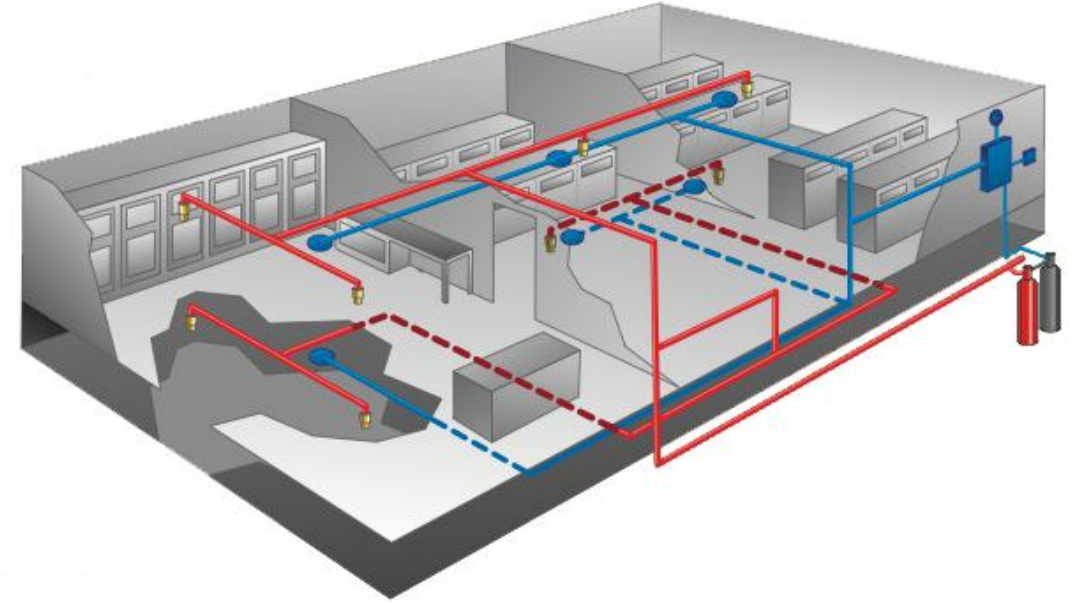
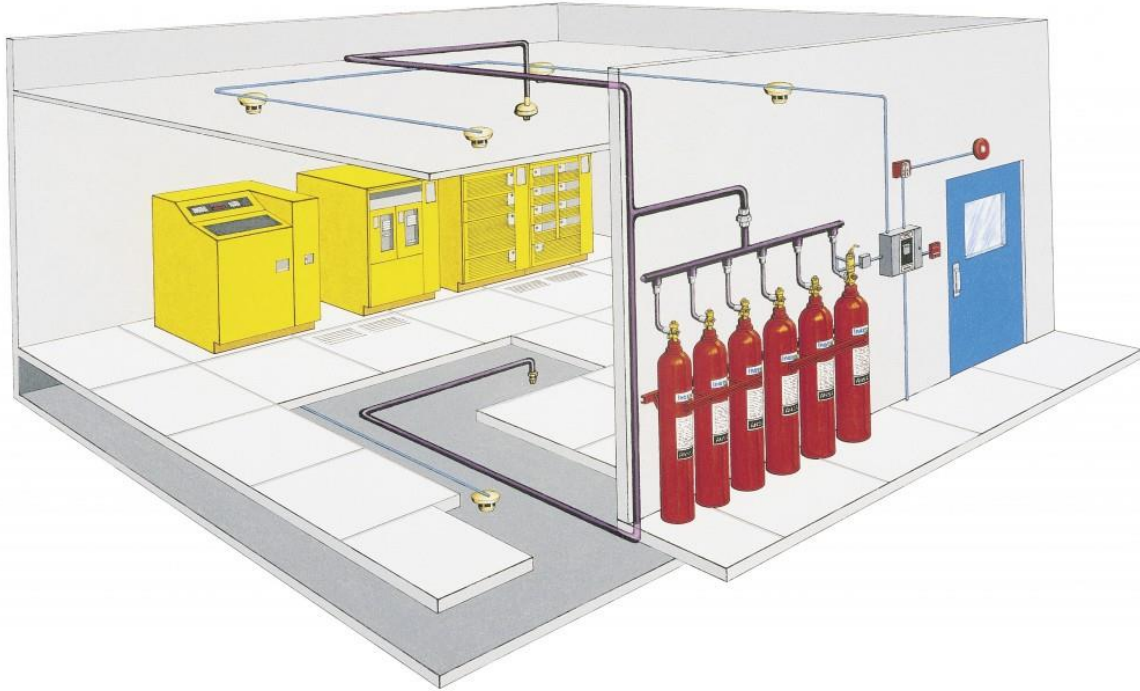
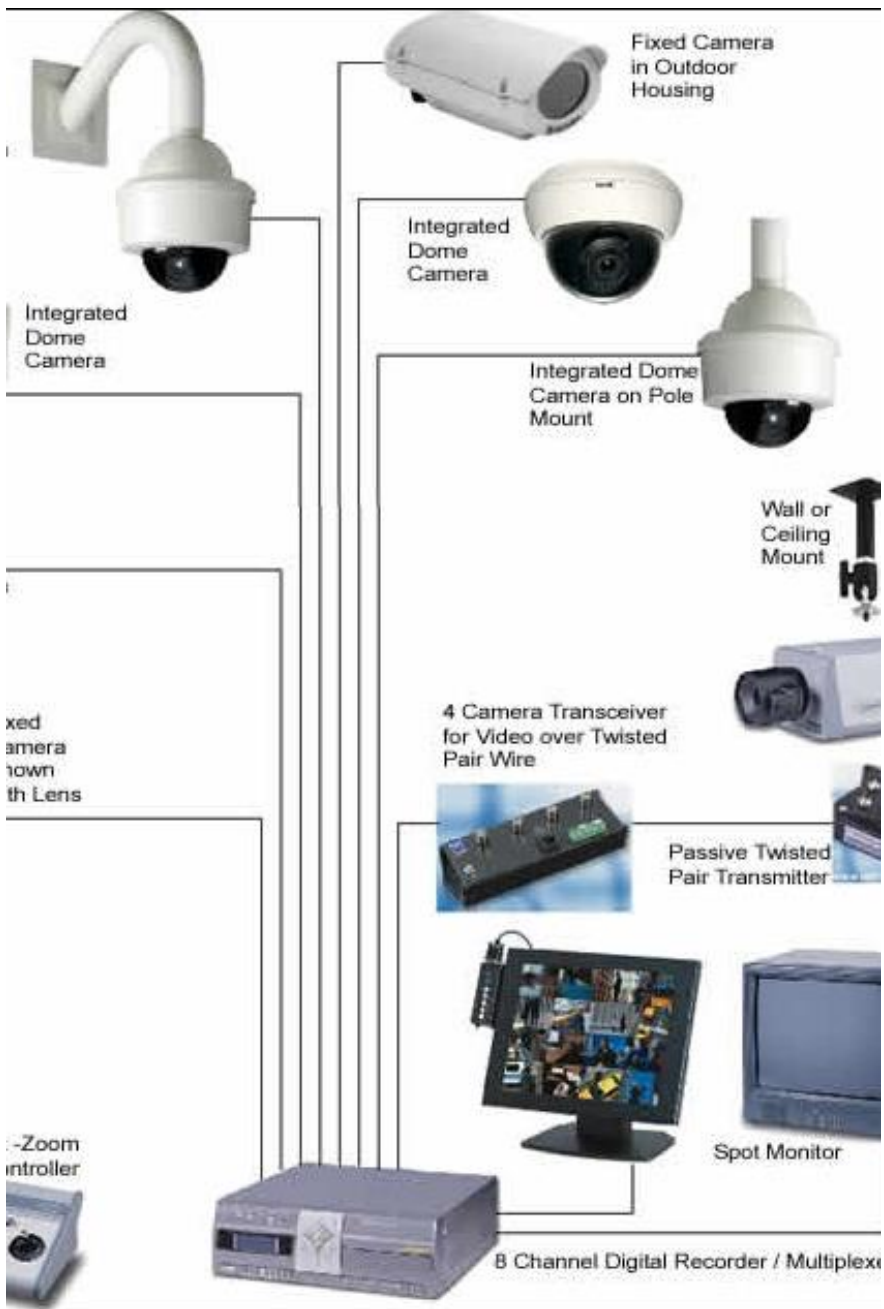


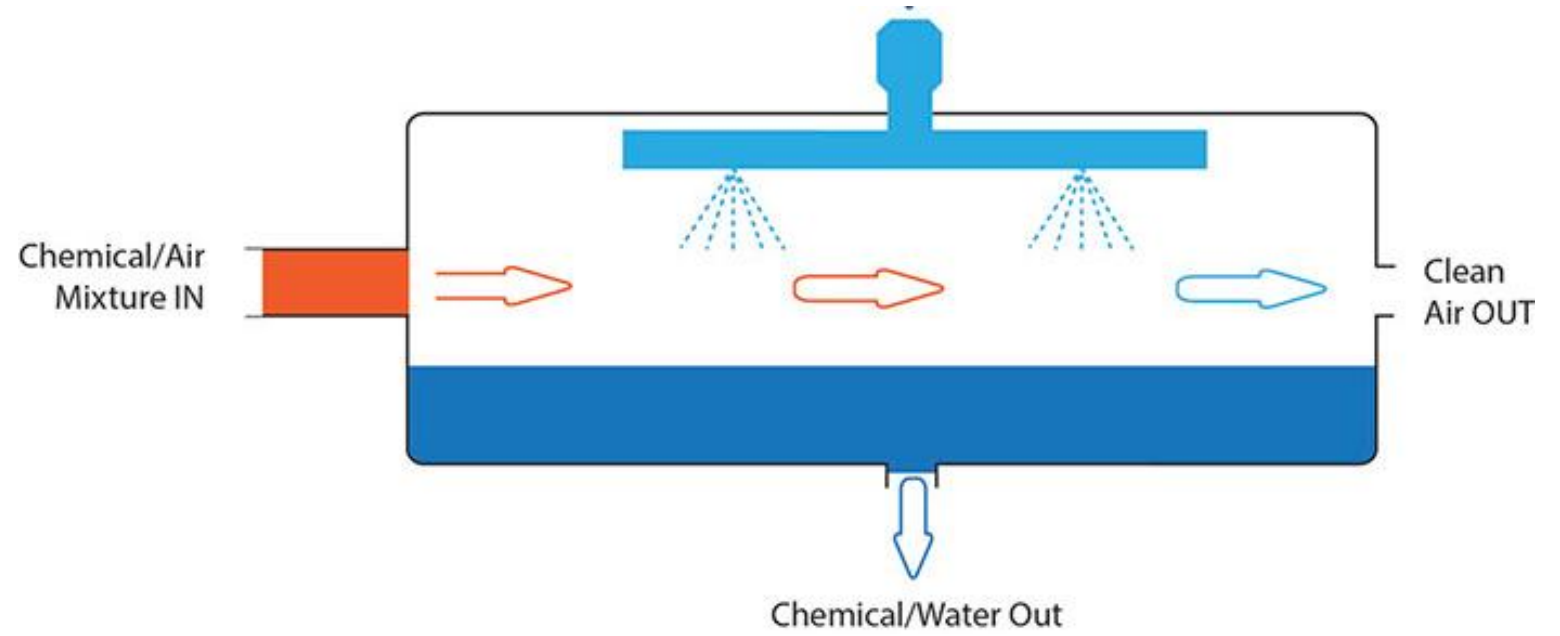
photo courtesy of Kidde

SAFETY PLAN



SECURITY PLAN

Solutions for: Particulate, Chemical and Odor Control



ODOR MITIGATION



ENHANCED PRODUCT SAFETY (Illegal Products)

 **MADE IN USA**
FACTORY DIRECT

 **CoolJarz™**



CHILD RESISTANT ASTM D3475 CERTIFIED

ENHANCED PRODUCT SAFETY
(Regulated Product Packaging)

HdL
COMPANIES 

UNIVERSAL
SYMBOL



CA



PRODUCT LABELING

PERSONAL CANNABIS CULTIVATIONS



IMPACTS OF PERSONAL CANNABIS CULTIVATIONS

THOUGHTFUL LOCAL REGULATIONS SHOULD ADDRESS THE POTENTIAL IMPACTS:

- Unsafe electrical & construction
- Waste management
- Water & power usage
- Quality of life complaints
 - Lighting, noise, odor

HEALTH AND SAFETY IMPACTS



Benefits of Regulation (Lessons Learned)



CANNABIS STATE AND LOCAL TAX RATES

State Cannabis Excise Tax
(Applies to medical and non-medical)

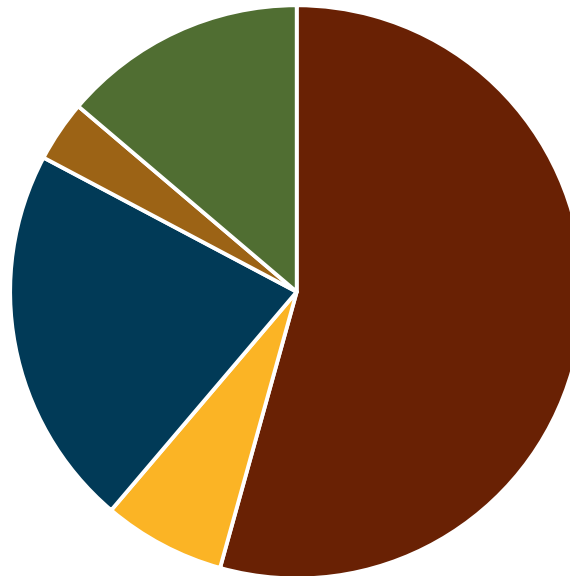
Retail Tax

15%
Gross Receipts of Retail Sales

Cultivation Tax

\$9.25/oz. Flowers
\$2.75/oz. Leaves

Sales and Use Tax: 7.25% +
Adult-Use Subject to Tax
Medicinal May be Subject to Tax



- State General Fund (3.9375%)
- Local Public Safety Fund (.50%)
- Local Revenue Fund (1.5625%)
- County Transportation Fund (.25%)
- City/County Operations Fund (1.00%)

City Cannabis Tax
(Medicinal /Adult –Use)

XX% of Gross Receipts
\$XX Per Square Feet
\$XX Flat Rate
\$XX Per Weight

**City Cost Recovery Fees
(Prop 26)**
(Medicinal/Adult-Use)

\$XX Application Fee
\$XX License Fee
\$XX Renewal Fee
\$XX Administration Fee

| | MEDICINAL | ADULT-USE |
|---|-----------|-----------|
| Cultivation | YES / NO | YES / NO |
| Manufacturing | YES / NO | YES / NO |
| Testing (Quality Control) | YES / NO | YES / NO |
| Retailer/Non-Store Front Retailer (Dispensary/Delivery Services) | YES / NO | YES / NO |
| Distribution Facility | YES / NO | YES / NO |
| Microbusiness | YES / NO | YES / NO |

CATEGORIES OF USE



THANK YOU!

Matthew Eaton

Cannabis Compliance Manager

meaton@hdlcompanies.com

(909) 861-4335

