CANNABIS EQUITY GRANT PROGRAM

FEATURED SPEAKERS

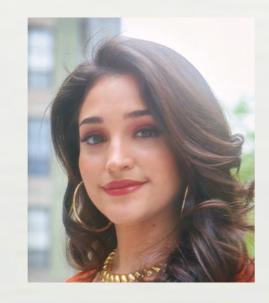


JENELL JOHNSON

New Jersey Economic Development Authority



GENEVIEVE JONESNew Jersey Economic
Development Authority



JESSICA F.
GONZALEZ, ESQ.
New Jersey Business
Action Center



WESLEY
MCWHITE

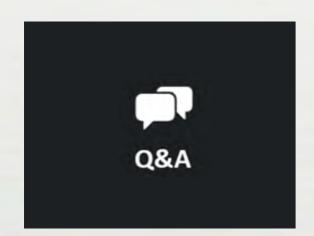
New Jersey Cannabis Regulatory Commission

APRIL 11, 2023

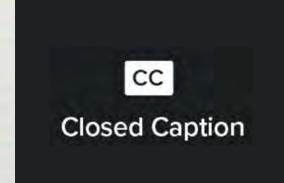




WELCONE!



Use the Q&A feature below to ask questions.



Click on the CC button below to turn on captions.





PROGRAM OBJECTIVE

- Utilize a state appropriation to create a pilot program to support new businesses in the cannabis industry for their start-up and operational costs during the first three years of operation.
- Pilot program open to conditional and annual license holders, with a focus on social equity.











BARRIERS TO ENTRY

ADMINISTRATION AND APPLICATIONS

- Business plan

- 2 Applications
- +10 SOPs
- Intensive licensing process

REAL ESTATE

- Limited amount of real estate available

- Lack of access to capital

MUNICIPAL BARRIERS

- Local zoning controls
- Local land use
- Local licensing requirements



PRODUCT REQUIREMENTS

JOINT VENTURES (\$250,000)

- Targets entities that are farther along in the licensing process but still have significant carrying costs
- Requires conditional or annual license, secured real estate, and municipal approval
- 24 awards
- Open to all applicants; 40% set-aside for social equity applicants; 5% set aside for Impact Zones

SEED EQUITY (\$150,000)

- Requires a conditional license
- Targets entities with a conditional license that want to obtain an annual license but need more assistance to progress to their annual application.
- 24 awards
- EDA-sponsored Technical Assistance Training enrollment is mandatory
- Open only to social equity applicants; 5% set aside for Impact Zones





JOMT VENTURES

The *Joint* Ventures product is a grant award of up to \$250,000 per grantee

- Requires entities to have site control and municipal approval
- \$100,000 will be dispersed upon proof of obtaining site control (as evidenced by a bill of sale, deed, fully executed lease or other agreement showing the control of a property for use as a cannabis facility) and municipal approval.
 - Binding Letters of Intent will be accepted for annual license holders as proof of site control
- \$150,000 will be dispersed upon approval of annual license.
- Applicants must show receipts of eligible expenses to be eligible for the next disbursement.



SEED EQUITY

Seed Equity combines Technical Assistance and a Grant Award up to \$150,000

- \$37,500 will be disbursed upon completion of the fourth week of the technical assistance program
- \$37,500 will be disbursed upon completion of technical assistance program
- \$37,500 will be disbursed upon proof of obtaining site control (as evidenced by a bill of sale, deed, fully executed lease or other agreement showing the control of a property for use as a cannabis facility) and municipal approval
- \$37,500 will be disbursed upon approval of annual license

ELIGIB LE USES

Eligible uses may include but are not limited to start-up costs associated with a cannabis industry business.

All expenses must occur after CRC grants a conditional license and during the first thirty-six months from the start of the business.



- Rental/mortgage expenses
- Payroll wages
- Regulatory compliance
- Legal expenses
- Professional services
- **Employee training**
- Utilities
- **Employees wages**
- Business supplies and equipment
- All uses and documentation subject to NJEDA approval

INELIGIBLEUSES

All expenses must occur after CRC grants a conditional license and during the first thirty-six months from the start of the business.



- Controlled inventory
- Construction
- Equipment and installation costs greater than \$2,000
- Rolling stock
- Purchase of land
- Demolition of an existing structure
- All uses and documentation subject to NJEDA approval

FEES

- Application Fee \$1,000
- Fee waiver for Seed Equity applicant businesses.
- For *Joint* Ventures applicant businesses, there will be an application eligibility review. Application fee will only be required upon grant approval.

- \$400,000 dollars for administrative expenses per statute
 - \$250,000 for temps
 - \circ \$150,000 for the TA RFP



PREPARE TO APPLY

INFORMATION NEEDED TO APPLY FOR THE JOINT VENTURES GRANT:

- Primary Point of Contact Name, contact information, etc.
- **Applicant Entity** Name, entity type, date established, contact information, formation documents, FFEIN, NJ Tax ID Number, NJ Tax Clearance Certificate, etc.
- **Program Eligibility** Conditional or annual recreational license from the NJ Cannabis Regulatory Commission, most recent WR-30 or equivalent payroll documentation, etc.
- **Ownership** Name; address; proof of business or management experience; proof of cannabis, college, or other applicable education, etc.
- **Required Documents** Proof of site control, proof of municipal government approval, spending plan or budget, etc.
- Additional Information Social equity business status, NJ CRC Impact Zone location, NJ business certification(s), etc.



- NJEDA will contact you by email after completing your application eligibility review.
- If NJEDA determines you are **likely eligible**, you will receive instructions on how to pay the application fee. It is recommended that you pay the fee as soon as possible. Payment will only be accepted via credit card.
- If NJEDA determines you are **likely NOT eligible**, you are recommended not to pay the fee. If you proceed and your application is declined, you will not be refunded.

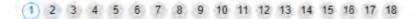




CLICK NEXT TO START THE APPLICATION



Cannabis Equity - Joint Ventures Grant



Welcome: Cannabis Equity - Joint Ventures Grant

Program Description

The Cannabis Equity Grant Program will provide \$10,000,000 in grant funding to assist cannabis entrepreneurs with start-up and operating expenses associated with opening their business. The pilot grant program will have two products. The Joint Ventures will be the first product to launch. The Joint Ventures grant product will provide \$6,000,000 in grant funding to conditional and/or annual cannabis license holders that have secured site control over the property they intend to use for their cannabis business and municipal approvals to operate and open a physical location within a New Jersey municipality. This grant will assist license holders with carrying costs and capital issues associated with opening their cannabis business.

Eligibility:

Eligible recipients may be approved for grant awards of \$250,000. The grant will be disbursed in two increments based on the grantee's ability to meet specific milestones.

An initial disbursement of up to \$100,000 will be conditioned upon:

- 1) Verification of New Jersey Cannabis Regulatory Commission issued conditional or annual license;
- 2) Demonstration of site control for the location of the cannabis business;
- 3) Proof of all municipal approvals; and
- 4) Presentation of receipts showing entity has spent \$100,000 on eligible expenses or budget/spending plan showing \$100,000 in future cannabis related business expenses.

The second disbursement of up to \$150,000 will be issued upon the grantee obtaining a New Jersey Cannabis Regulatory Commission issued annual license. Additionally, the grantee must provide proof that funds from the first disbursement were expended on eligible costs.

Applications will be accepted on a rolling basis. Applications that are deemed complete will proceed to eligibility review. Forty (40) percent of awards will be made to Social Equity license holders. Five (5) percent of all available funds will be set-aside for businesses that plan to open in an Impact Zone.





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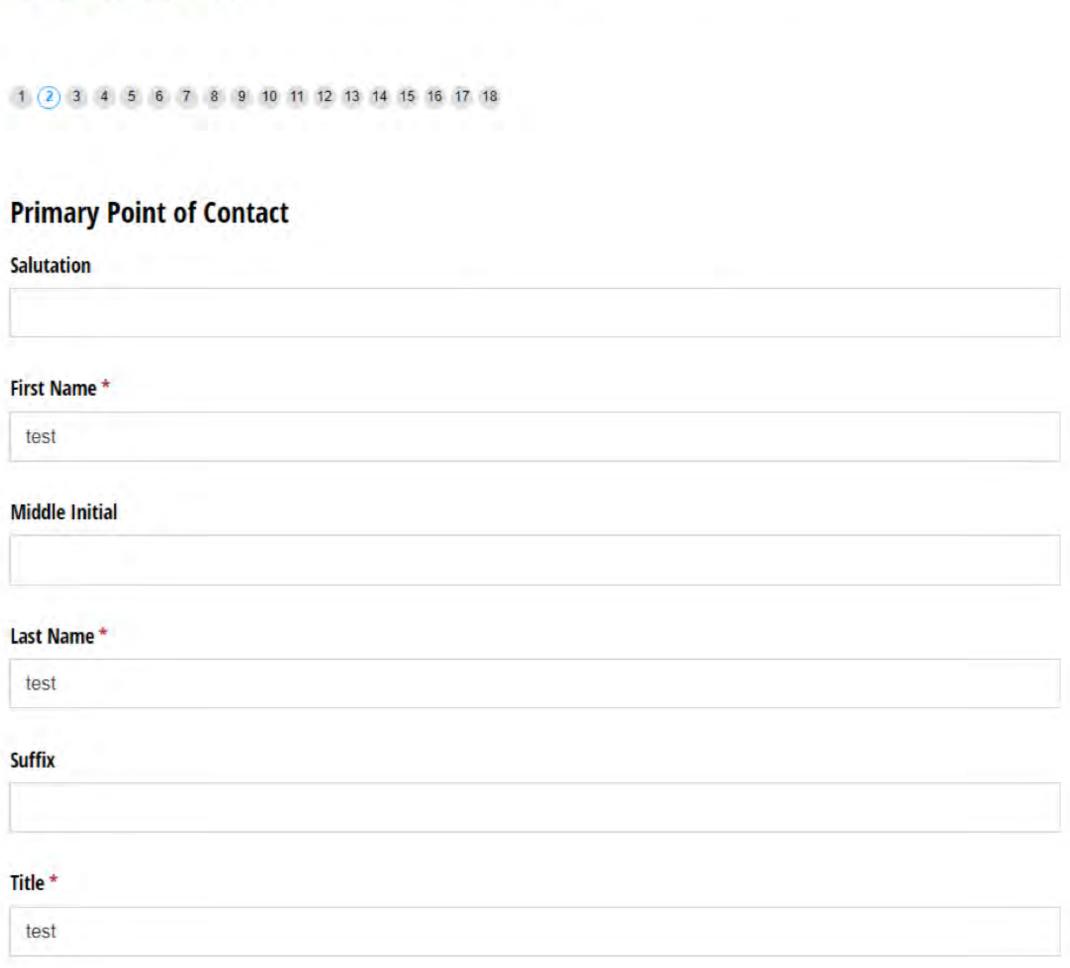
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PROVIDE PRIMARY CONTACT INFORMATION

NOTE: Use an email address that you want the NJEDA to communicate with you regarding the grant application. Please take a moment and ensure the email address is entered correctly, as a mistyped email could interfere with NJEDA's ability to quickly communicate with you.

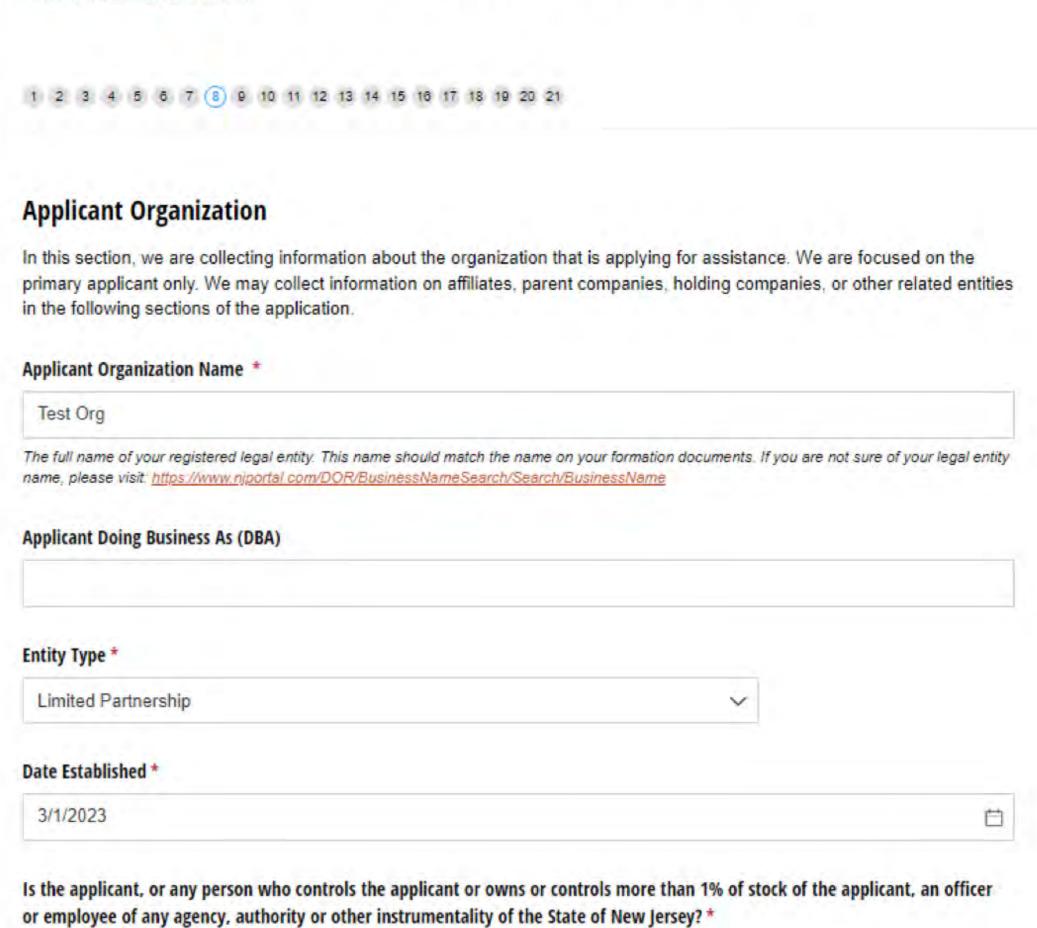


Cannabis Equity - Joint Ventures Grant

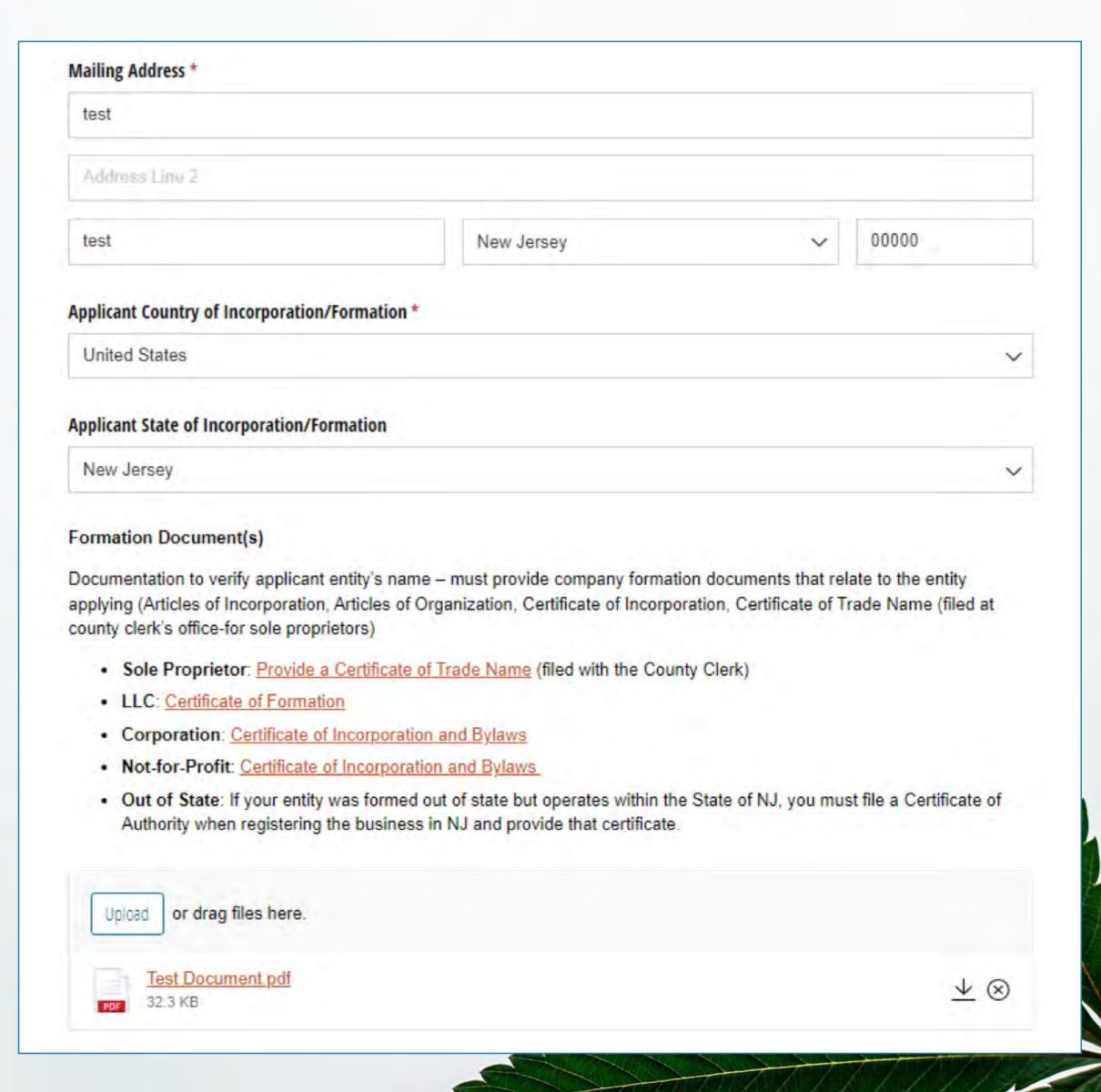




Cannabis Equity - Joint Ventures Grant



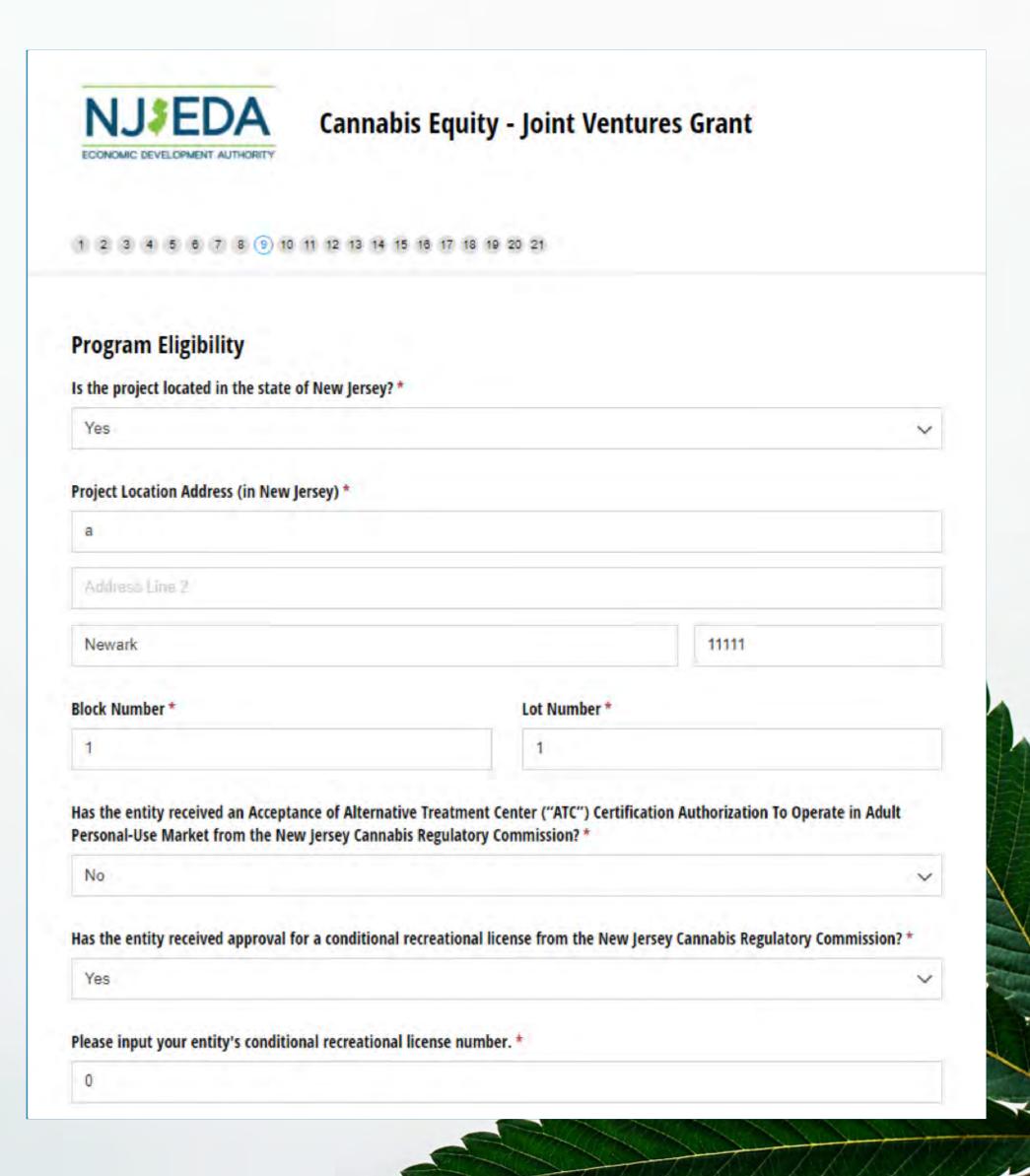
Yes No NA - Applicant Organization is Government Entity



00-00000	
Applicant New Jersey Tax ID Number *	
0000000000	
Applicant Organization's Phone Number *	
(111) 111-1111	
Applicant Organization's Website	
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Please provide a high-level, 2-3 short paragraph description of the applican are involved in, your company's mission statement, the markets or custom information about your business that the NJEDA should understand to review	er base the company serves, and any other
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nformation about your business that the NJEDA should understand to review test Please upload a Tax Clearance Certificate from the NJ Division of Taxation h	er base the company serves, and any other w your application. *

○ Yes ○ No	
Please note that this requires additional questions to determine eligibility of the reque	ested financial assistance.
Religious Affiliation Form *	
Upload or drag files here.	
Test Document.pdf 32.3 KB	$\underline{\downarrow}$ \otimes
The NJEDA will need to collect additional information from you if your entity is involved download the religious activity questionnaire form. <u>DOWNLOAD HERE</u> .	ed in religious activities or is religiously affiliated. Please
Has the applicant, or any related entities, previously received NJEDA assista	ance?*
The state of the s	
◯ Yes ◯ No	
■ Yes ○ No	
Please list the entities who have received this assistance. * Test Org 2 Please describe the NJEDA assistance the applicant company previously receiprograms through which you received NJEDA assistance, the facilities or pro	ojects associated with that assistance, the timeframes
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Please list the entities who have received this assistance. * Test Org 2 Please describe the NJEDA assistance the applicant company previously receiprograms through which you received NJEDA assistance, the facilities or proin which the assistance was provided, and the status of any awards or agree	ojects associated with that assistance, the timeframes

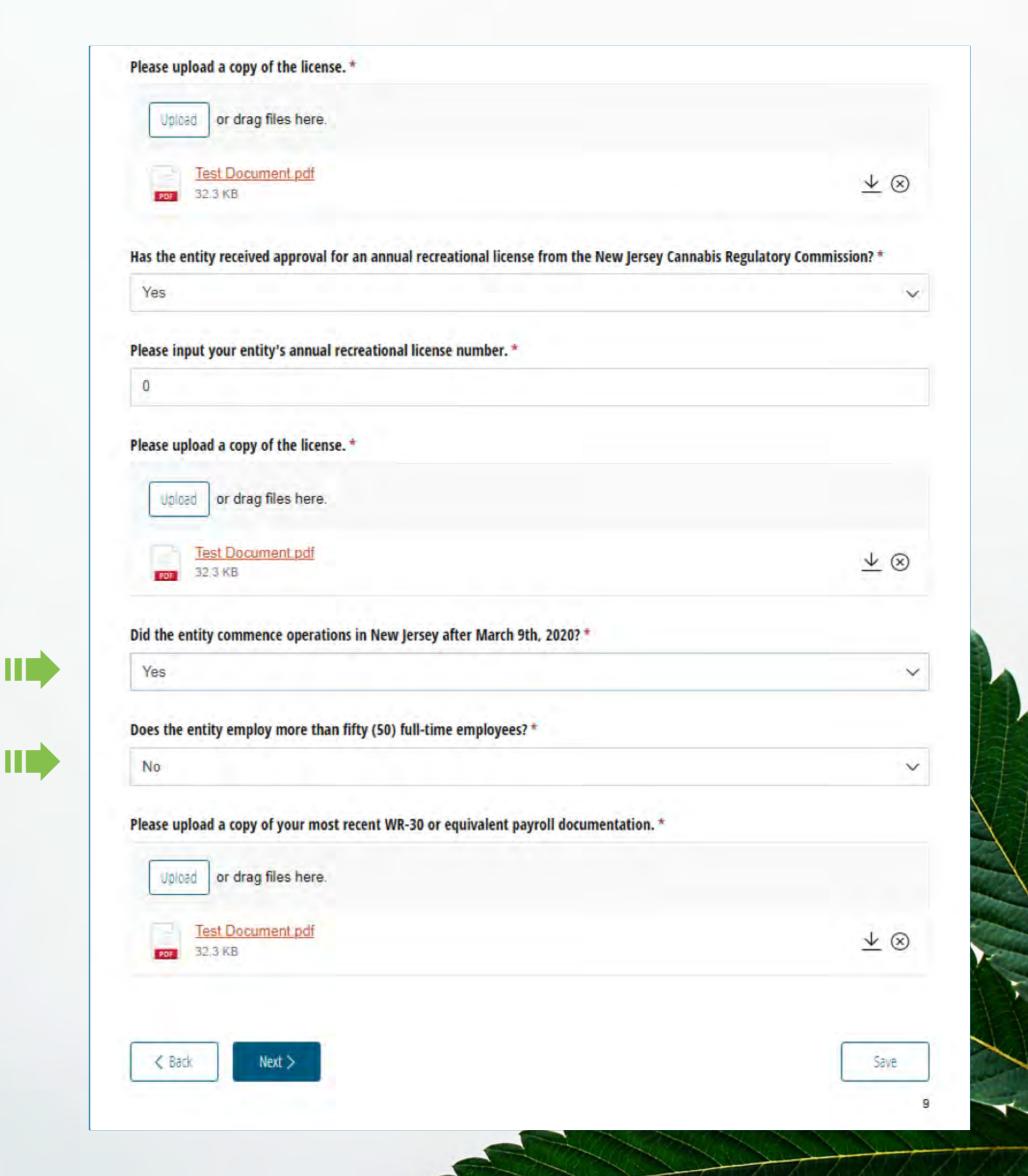
PROVIDE BUSINESS QUALIFICATION INFORMATION



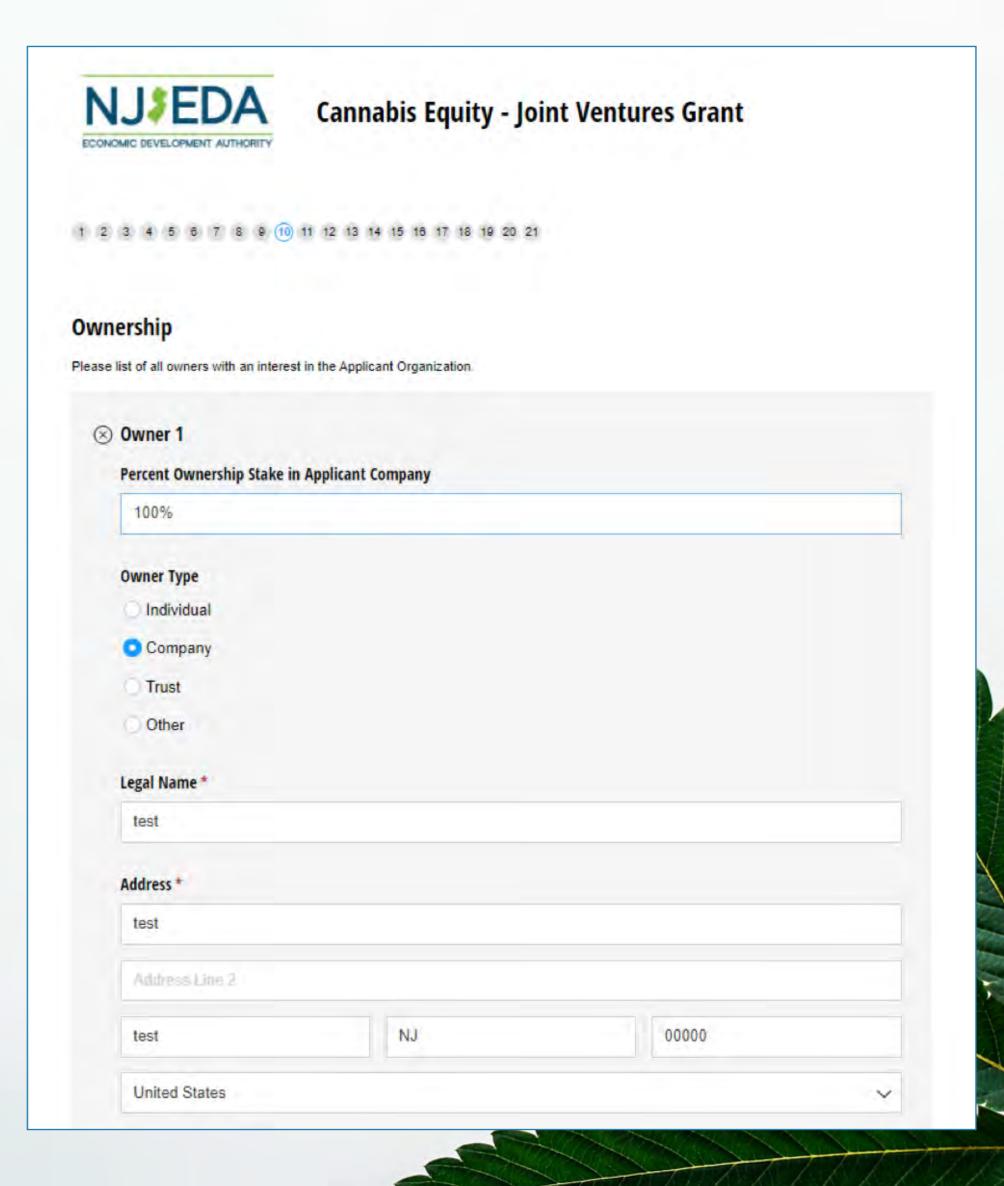
PROVIDE BUSINESS QUALIFICATION INFORMATION

NOTE: Businesses in operation before March 9, 2020 do not qualify for this grant program.

NOTE: Businesses with more than 50 full-time employees do not qualify for this grant program.

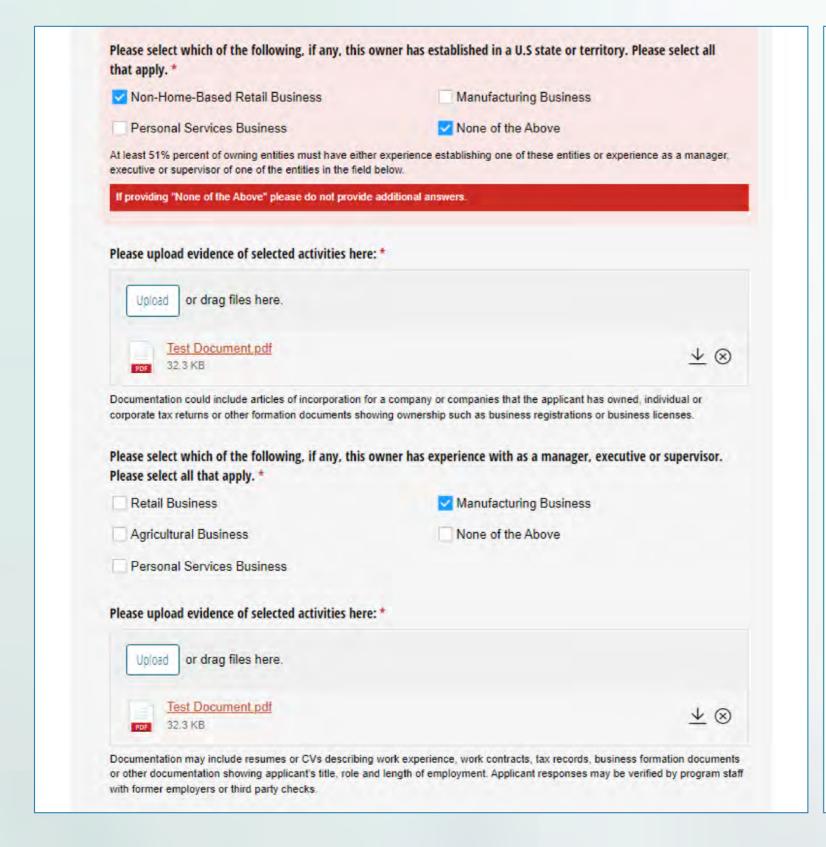


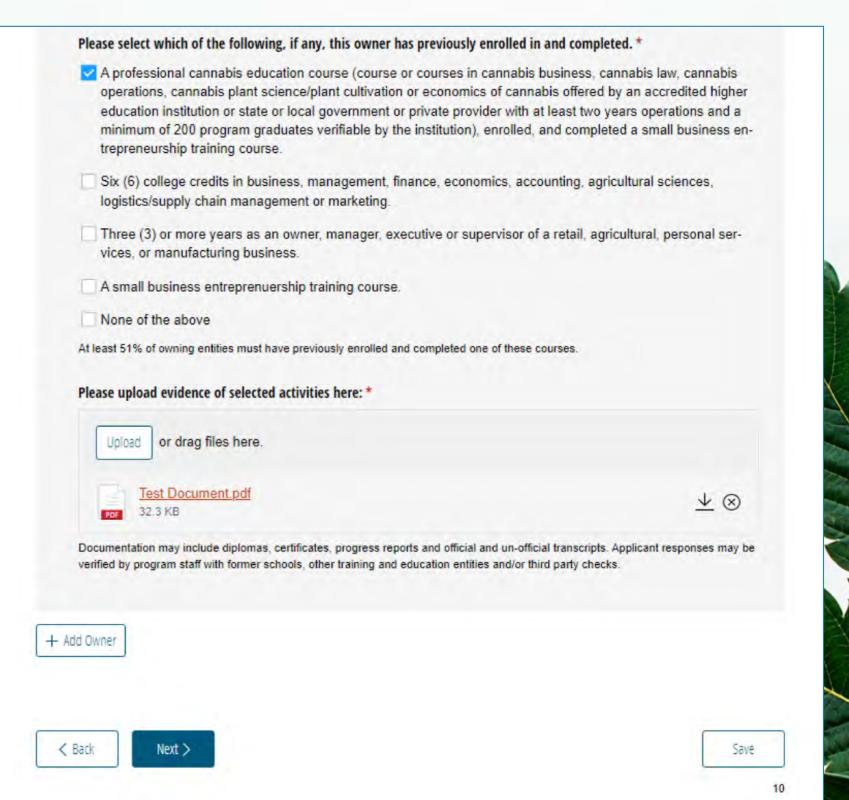
PROVIDE OWNER INFORMATION



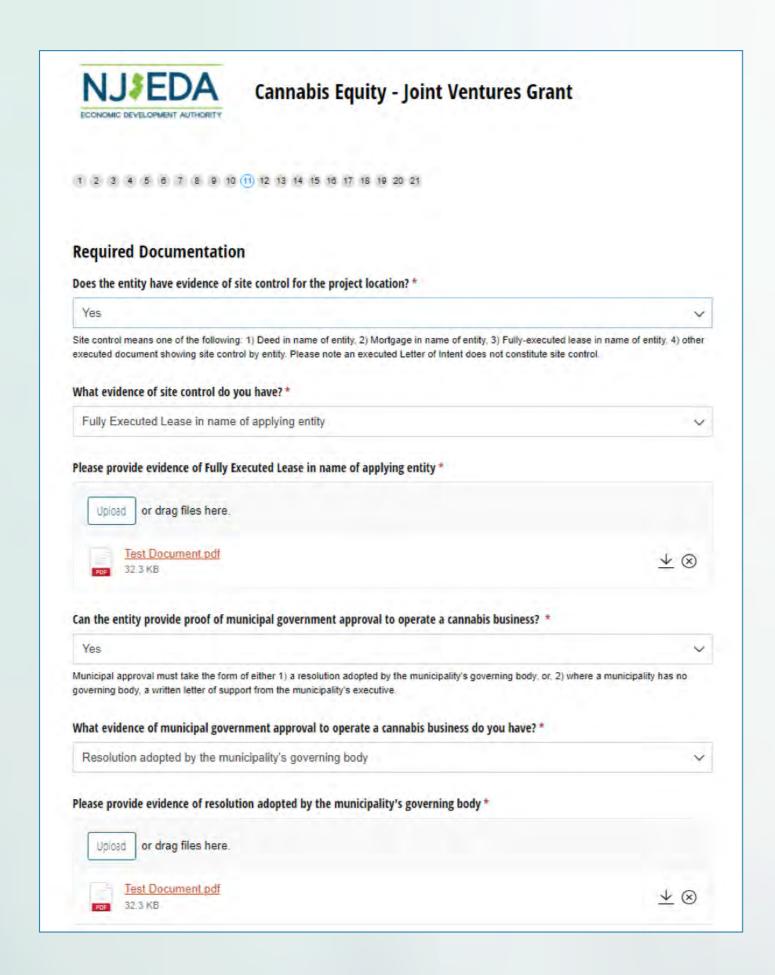
PROVIDE OWNER QUALIFICATION INFORMATION

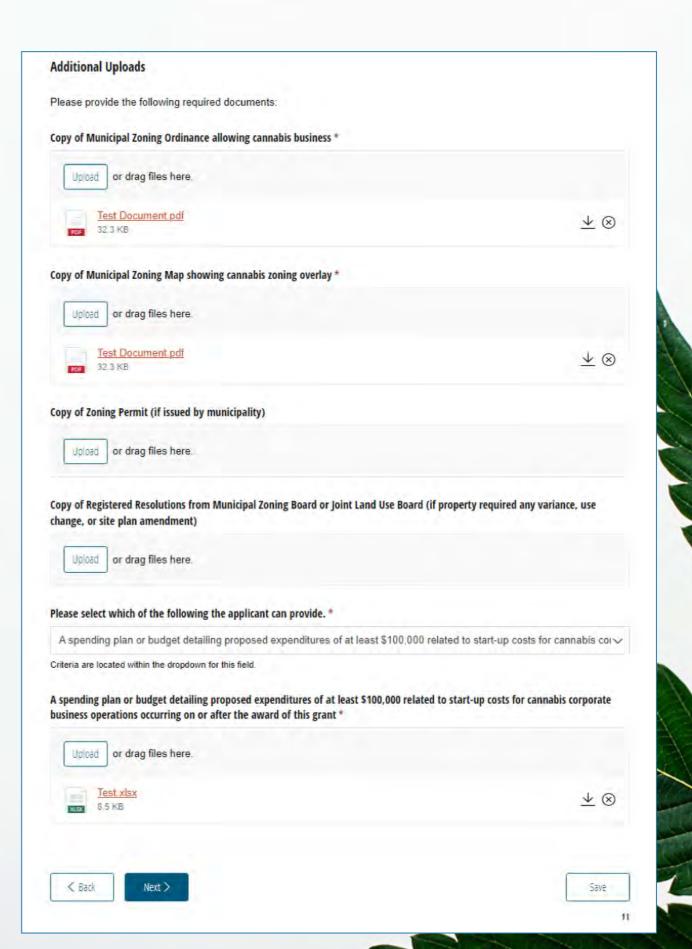
NOTE: A resume is acceptable as proof of entrepreneurship or management experience, but a third-party verification will be conducted to confirm the information provided.





PROVIDE REQUIRED DOCUMENTATION





PROVIDE ADDITIONAL BUSINESS INFORMATION



Cannabis Equity - Joint Ventures Grant



Additional Information

Has the applicant, to the best of their knowledge, received priority application designation and status as a Social Equity Business for a recreational cannabis license? *

No	~
xplaination of Social Equity Business <u>here</u> .	
the applicant's project location located in a NJ CRC Impact Zone Designated Community?*	
Yes	~
xplaination of Impact Zone Community here.	
id the applicant's planned project location become vacant or under-utilized during the COVID-1	19 pandemic? *
Yes	~
nder-utilized properties are physically occupied commercial properties, including retail storefronts, that have uring the COVID-19 pandemic.	e become vacant or under-utilized
lease Explain: *	
Test	
	//
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PROVIDE DEMOGRAPHIC INFORMATION

	Cannabis Equity - Joint Ventures Grant
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Diversity	, Equity, & Inclusion
for assistan	on, we would like more information about the diversity of your organization. Answers have no impact on eligibili ce and providing information is optional, to be used for tracking purposes only. Within each of these questions, to answer" can be selected if that is the case OR if the question is not applicable to your organization.
With which	of the following does the majority owner of the applicant organization self-identify (if applicable)? *
Minority	
Woman	
Veteran	
LGBTQ	
Disable	d .
None o	the above
Prefer r	ot to answer
Please indic	ate the majority owner's race(s): *
Black o	African American
America	n Indian and Alaskan Native
Asian	
Native I	Hawaiian or Other Pacific Islander
Other	
Prefer r	ot to answer
Please selec	t the ethnicity or ethnicities that the majority owner most closely identifies with: *
Black	
East As	ian (e.g. Chinese, Korean)
Latino/a	/x or Hispanic
Middle	Eastern/ Northern African (e.g. Egyptian, Iranian)
North A	merican Aboriginal, Alaska Native, First Nations, Metis, or Inuit
South A	sian (e.g. Thai Vietnamese)
Other	

Please select v	
	siness Enterprise (SBE)
Disadvan	taged Business Enterprise (DBE)
Minority-C	Owned Business Enterprise (MBE)
Woman-C	Owned Business Enterprise (WBE)
Veteran-C	Owned Business Enterprise (VOB)
Disabled	Veteran-Owned Business Enterprise (DVOB)
None of the	ne above
Prefer not	to answer
Additional D	E&I Information
In this section	
	, we would like more information about any actions your organization has taken or is taking with respect to ity, and Inclusion.
Diversity, Equ Please describ detail as possi	
Diversity, Equ Please describ detail as possi underrepreser	e whether your organization's leadership team is made up of a diverse group of individuals. Please provide as mu ble about the composition of your leadership team as it relates to groups that have been historically nted (minority, woman, veteran, LGBTQ, disabled).
Diversity, Equipment of the Please described detail as possion underrepreser Question	e whether your organization's leadership team is made up of a diverse group of individuals. Please provide as muble about the composition of your leadership team as it relates to groups that have been historically ated (minority, woman, veteran, LGBTQ, disabled).
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PROVIDE APPLICANT INFORMATION



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COMPLETE LEGAL QUESTIONNAIRE



Cannabis Equity - Joint Ventures Grant

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Legal Questionnaire

Applicant Name: [Test Org]

Persons (entities or individuals) applying for NJEDA programs are subject to the Authority's Disqualification/Debarment Regulations (the "Regulations"), which are set forth in N.J.A.C. 19:30-2.1, et seq. Applicants are required to answer the following background questions ("Legal Questionnaire") pertaining to causes that may lead to debarment, disqualification, or suspension from eligibility under the Regulations and Executive Orders 34 (Byrne 1976) and 189 (Kean 1988) after consideration of all relevant mitigating factors. Governmental entities are not required to submit this Legal Questionnaire and may leave it empty.

Note that this form has recently been modified.

Please review this form in its entirety prior to providing any responses or certifications

DEFINITIONS

Notwithstanding any terms defined elsewhere or otherwise herein, the following definitions shall govern in responding to this Legal Questionnaire:

"Affiliates" means any entities or persons having an overt or covert relationship such that any one of them directly controls or has the power to control another. For the purposes of application for, or ongoing compliance with, Authority-administered programs, this includes:

- any entities or persons having an ownership interest in Applicant company of 10% or greater;
- · any entities in which Applicant holds an ownership interest of 10% or greater; and
- any entities that are named in the application and/or agreement, or that will receive a direct benefit from the financing, incentive, or other agreement with the Authority.

Note that any entities or persons fitting these definitions will need to be listed in Part C below.

"Legal Proceedings" means any civil, criminal, or administrative proceedings in a State or Federal court or administrative tribunal in the United States or any territories thereof.

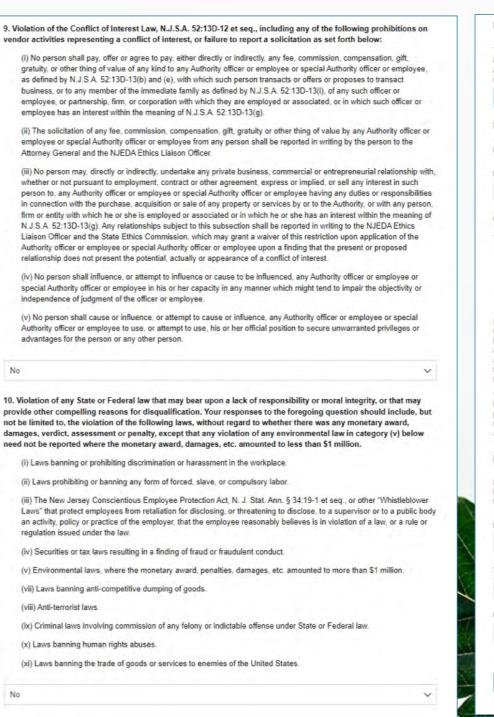
RELEVANT TIMEFRAMES

Responses should be given based on the following "look-back" periods:

- . For civil matters, those that were either pending or concluded within 5 years of the reporting date;
- For criminal matters, those that were either pending or concluded within 10 years of the reporting date;
- For environmental regulatory matters, those that were either pending or concluded within 10 years of the reporting date; and
- For all other regulatory matters, those that were either pending or concluded within 5 years of the reporting date.

Note that in cases where Applicant has previously submitted and certified a legal questionnaire to the Authority, the Applicant may refer to its prior legal questionnaire and report only those matters that are new or have changed in status since the date of last reporting.

Part A. Past Proceedings Has Applicant, or any officers or directors of Applicant, or any Affiliates of Applicant, been found or conceded or admitted to being quilty, liable or responsible in any Legal Proceeding, or conceded or admitted to facts in any Legal Proceedings that demonstrate responsibility for any of the following violations or conduct? (Any civil or criminal decisions or verdicts that have been vacated or expunged need not be reported.) 1. Commission of a criminal offense as an incident to obtaining or attempting to obtain a public or private contract, or subcontract there under, or in the performance of such contract or subcontract. 2. Violation of the Federal Organized Crime Control Act of 1970, or commission of embezzlement, theft, fraud, forgery, bribery, falsification or destruction of records, perjury, false swearing, receiving stolen property, obstruction of justice, or any other offense indicating a lack of business integrity or honesty. * 3. Violation of the Federal or State antitrust statutes, or of the Federal Anti-Kickback Act (18 U.S.C.874). 4. Violation of any law governing the conduct of elections of the Federal Government, State of New Jersey or of its political 5. Violation of the "Law Against Discrimination" (P.L. 1945, c169, N.J.S.A. 10:5-1 et seq., as supplemented by P.L. 1975, c127), or of the act banning discrimination in public works employment (N.J.S.A. 10:2-1 et seq.) or of the act prohibiting discrimination by industries engaged in defense work in the employment of persons therein (P.L. 1942, c114, N.J.S.A. 10:1-10, et seq.). * 6. To the best of your knowledge, after reasonable inquiry, violation of any laws governing hours of labor, minimum wage standards, prevailing wage standards, discrimination in wages, or child labor. * 7. To the best of your knowledge, after reasonable inquiry, violation of any law governing the conduct of occupations or professions of regulated industries.* 8. Debarment by any department, agency, or instrumentality of the State or Federal government.



11. To the best of your knowledge, after reasonable inquiry, are Applicant, or any officers or directors of Applicant, or any Affiliates, a party to pending Legal Proceedings wherein any of the offenses or violations described in questions 1-10 above are alleged or asserted against such entity or person? With respect to laws banning or prohibiting discrimination or harassment in the workplace, please provide only information pertaining to any class action lawsuits. Please provide a list of all entities or persons considered to be "Affiliates" of Applicant based upon the above definitions. Certification of Legal Questionnaire and Authorization to Release Information This certification shall be signed as follows: . for a corporation, by a principal executive officer at least the level of vice president · for a partnership, by a general partner, . for a sole proprietorship, by the proprietor. for a governmental entity, by the contact person (business administrator, manager, mayor, etc.); · for other than above, by the person with legal responsibility for the application I hereby represent and certify that I have reviewed the information contained in this Legal Questionnaire, and that the foregoing information is true and complete under penalty of perjury. I am aware that if any of the foregoing statements made by me are willfully false. I am subject to punishment. I further agree to inform the New Jersey Economic Development Authority of any changes in the foregoing information which may occur prior to execution of any agreement with the Authority. and so long as any such agreement is in effect. Failure to disclose relevant matters may render the Applicant ineligible for the financial benefits sought and may subject the Applicant to disqualification, debarment, suspension, or referral to the office of the state's Attorney General The undersigned, on behalf of the Applicant, understands and acknowledges that information and documents provided to the New Jersey Economic Development Authority: (1) are subject to public disclosure during deliberations of the Authority at public meetings regarding the application and as set forth in the minutes of the Authority's public meetings; and (2) are subject to public disclosure under certain laws, including, but not limited to, the Open Public Records Act, N.J.S.A. 47A:1-1 et seq., Pursuant to written policy, the New Jersey Economic Development Authority allows documents to be signed electronically and hereby agrees to be bound by such electronic signatures. Please confirm that you, as a signatory to this document, also agree Legal Questionnaire Date Signed *

DISCLOSURE AUTHORIZATION



Cannabis Equity - Joint Ventures Grant

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Authorization for Disclosure of Social Equity Business and Substantial Good Standing

The Cannabis Equity Grant Program gives priority funding to a Social Equity Business for a recreational cannabis license based on criteria listed in N.J.A.C. 17:30-6.6. In order to evaluate the application, the status of the Applicant regarding Social Equity Business status and substantial good standing status with the New Jersey Cannabis Regulatory Commission (Commission) is requested for the limited purpose of the New Jersey Economic Development Authority's (Authority) review of the Applicant's application for funding under the Cannabis Equity Grant Program.

I, Test 2 Test 2, as an authorized signer for Test Org agree to the following:

If the Applicant has applied as a Social Equity Business, the Applicant gives this authorization for the Commission to disclose to the Authority the status as a Social Equity Business under N.J.A.C. 17:30-6.6.

Further, the Applicant authorizes the Commission to disclose to the Authority the applicant's status of substantial good standing with the Commission.

The Applicant understands and acknowledges that:

- If the Applicant disagrees with the Social Equity Business or substantial good standing status, the Authority does not
 possess additional information regarding either status and that all information regarding either status is held by the
 Commission.
- 2. Neither the Social Equity Business or substantial good standing status are application materials submitted by the Applicant to the Commission. Pursuant to the New Jersey Cannabis Regulatory, Enforcement Assistance, and Marketplace Modernization Act (CREAMMA) at N.J.S.A. 24:6I-36(d)(5) application materials submitted to the Commission are not considered a public record under the Open Public Records Act, N.J.S.A. 47A:1-1 et seq., or the common law concerning access to government records. Thus, the Commission will not be providing any application materials or documents to the Authority and will merely be confirming an Applicant's Social Equity Business or substantial good standing status.
- 3. The Social Equity Business and substantial good standing statuses provided to the Authority by the Commission: (1) are subject to public disclosure by the Authority at public meetings regarding the application and in the minutes of the Authority's public meetings and (2) are subject to public disclosure under certain laws, including, but not limited to, the Open Public Records Act, N.J.S.A. 47A:1-1 et seq., and the common law concerning access to government records.

The undersigned is an authorized representative of Applicant with full authority to execute this Authorization

Signature *



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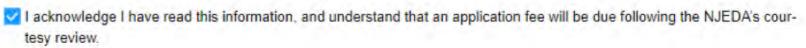
FEE ACKNOWLEDGEMENT



Cannabis Equity - Joint Ventures Grant



Fee Acknowledgment



Please note that this program only accepts credit card as a payment method.

Please hit save to generate the correct Application ID.

Pay by Credit Card Instructions

Application ID#:

Amount Due: \$1,000

Please read this information carefully.

Please be advised that there is a \$1,000 application fee for the Cannabis Equity Grant application. However, you are not required to submit the application fee at this time.

Once the NJEDA receives your application, a courtesy review will be done to determine if your application is likely to be eligible. Once the review is completed, the NJEDA will contact test@test.com with the results of that review, and will provide instructions on making the fee payment at that time.

If NJEDA's review says you are likely to be eligible, it is recommended that you proceed with making the fee payment as soon as possible.

If NJEDA's review says you are not likely to be eligible, it is not recommended that you proceed with making the fee payment. If you choose to ignore this warning and make the application fee payment, your application fee will not be refunded if your application is declined.

All application fees are to be paid by credit card. Please note that personal credit cards can be used, as the credit card does not need to be in the name of the applying business in order to complete the fee payment. Further instructions will be sent following the completion of NJEDA's review.



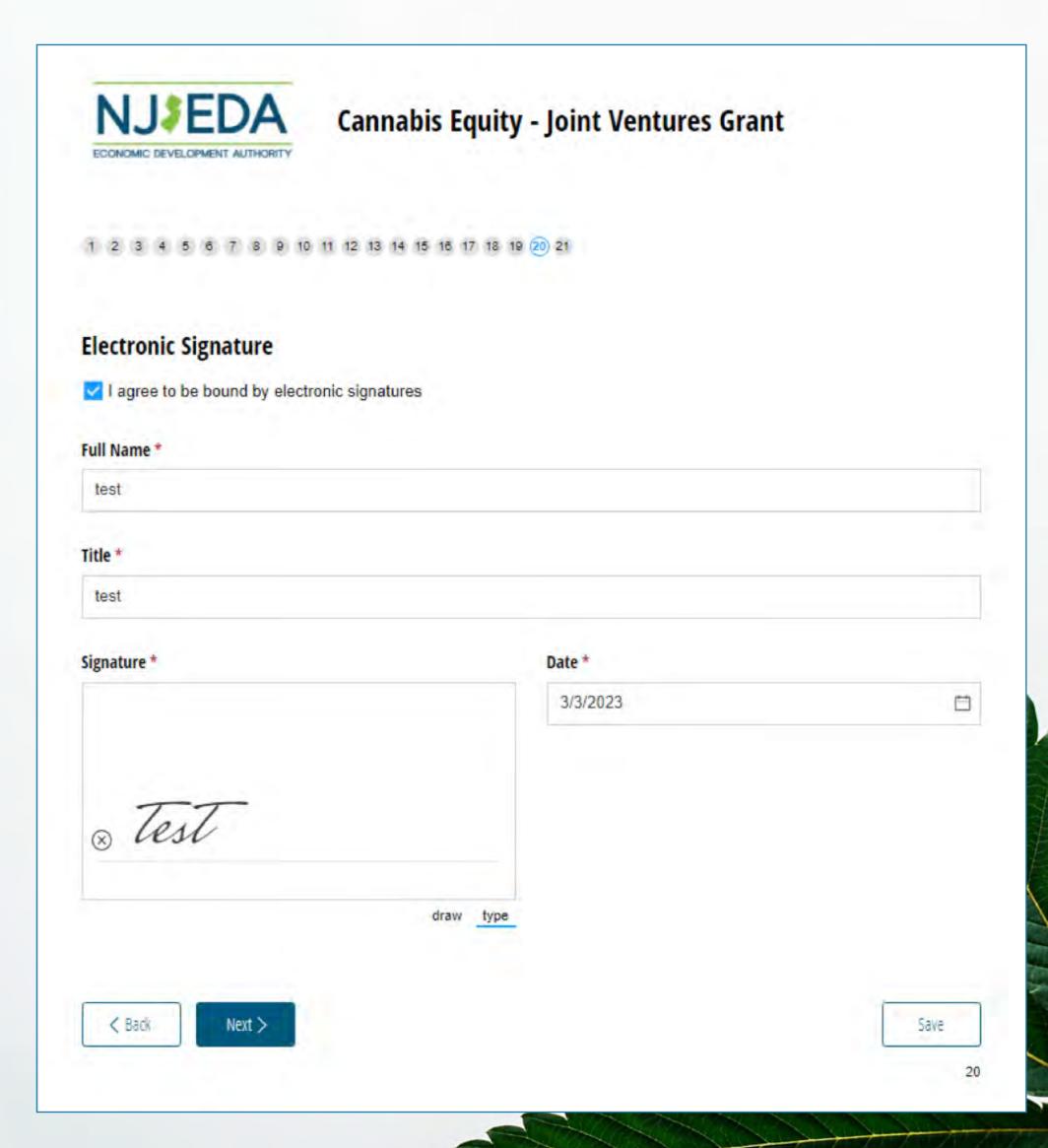


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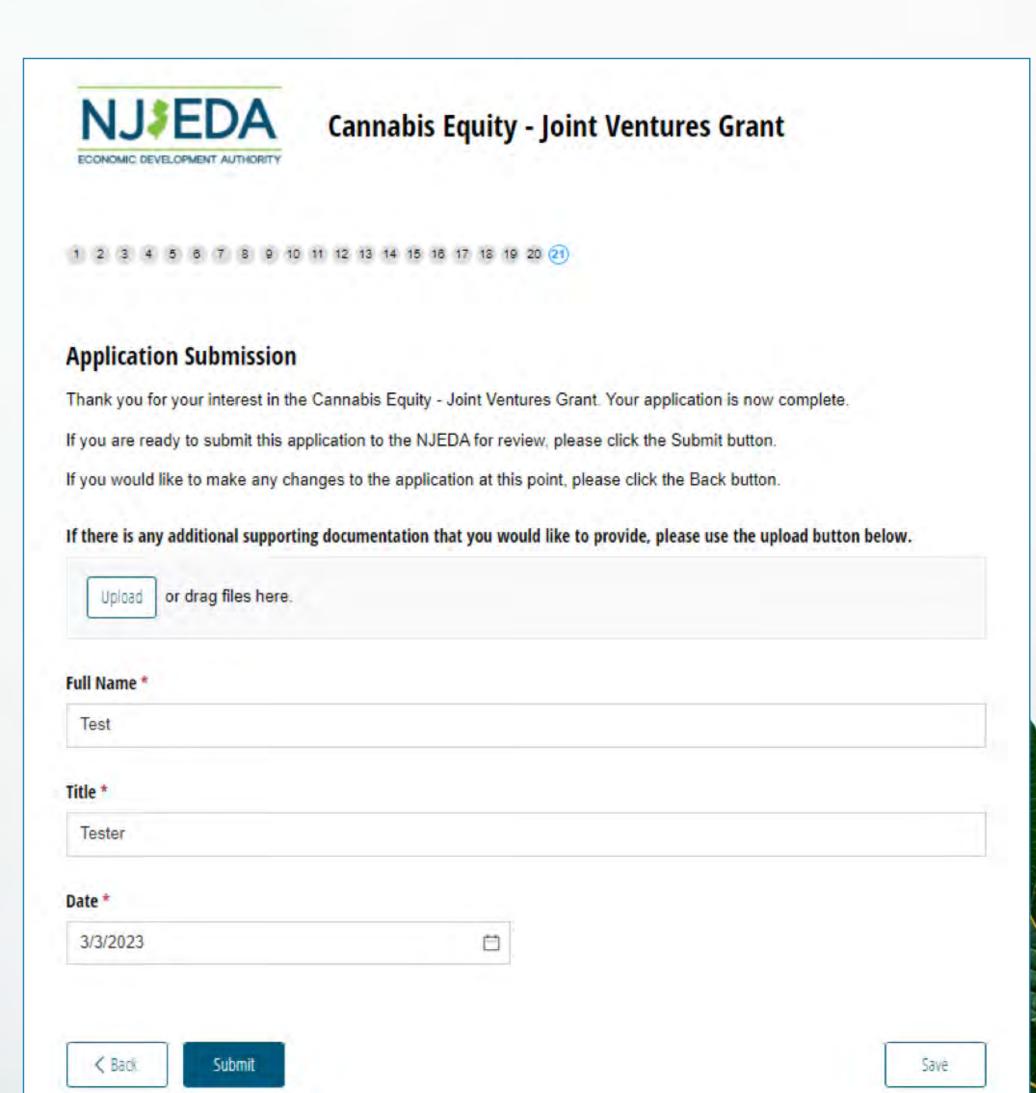
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ELECTRONIC SIGNATURE



SUBMIT APPLICATION



NJEDA RESOURCES

- To learn more about the NJEDA Cannabis Equity Grant Program, visit bit.ly/NJEDA_CannabisGrant
- To check your eligibility for NJEDA's *Joint* Ventures Grant, visit bit.ly/NJEDA_JointVenturesTool
- To ask a specific question, send an email to cannabis@njeda.com
- To reach the NJEDA Call Center, dial 844-965-112

OTHER RESOURCES

- To apply for a recreational cannabis license with the New Jersey Cannabis Regulatory Commission (NJCRC), visit www.nj.gov/cannabis/businesses
- To learn more about the NJCRC priority applications for cannabis licenses, visit www.nj.gov/cannabis/businesses/priority-applications
- To request an extension on your NJCRC cannabis license, visit
 https://www.nj.gov/cannabis/documents/businesses/recreational/Extension%20Requests%20per mitting_licensing.pdf
- To view NJCRC's cannabis webinars, visit www.nj.gov/cannabis/resources/webinars
- To learn more about the NJCRC Office of Minority, Disabled Veterans, and Women Business Development, visit www.nj.gov/cannabis/diversity-inclusion
- To learn more and sign up for updates about the New Jersey Business Action Center (NJBAC) Cannabis Training Academy, visit www.nj.gov/state/bas/cannabis



THANK YOU!

For more information about the Cannabis Equity Grant Program, visit www.njeda.com/cannabis

