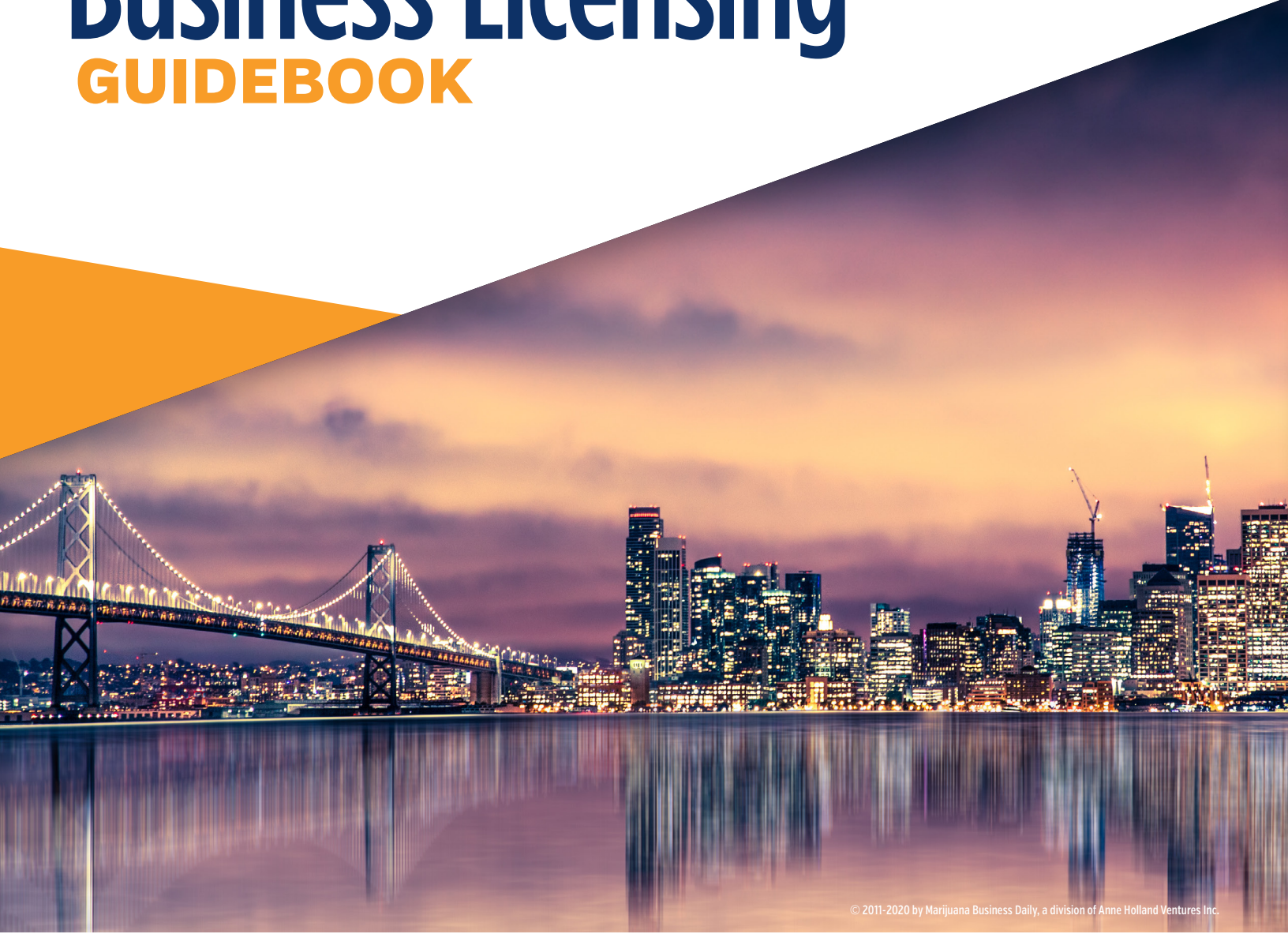


California Cannabis Business Licensing

GUIDEBOOK



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Summary

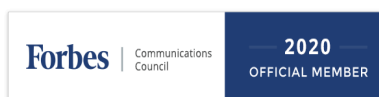
Green Life averages an impressive new exclusive business for sale every 48-72 hours, currently with 11 deals in Escrow. In the past 30 days Green Life has sold 5 businesses. Green Life offers a wide variety of Fully Turn Key operational businesses with revenues between \$1M - \$50M+ per year, Pre-Revenue licenses only, Includes Real Estate which ultimately caters to both existing cannabis companies looking to expand their footprint or for someone brand new looking to enter the fastest growing industry in our generation.

Sold Businesses in the last 30 days

1. **In the last 30 days Green Life Business sold 5 prestigious businesses that include a Cannabis Medical Only Dispensary & Delivery Business business located in Vista, California that sold for \$5.65M. Interestingly enough, this Vista location was incredibly sold by Green Life before it hit the market. - Sold for \$5.65M**
2. **Notice Of Sale Cannabis Campus (1.83 Acres), Retail, Cultivation, Manufacturing & Distribution Licenses For Sale (Los Angeles, CA) #315 - Sold for \$2.2M**
3. **Dispensary Cannabis Business For Sale, Santa Ana, Fully Operational #276 -Sold for \$4.5M**
4. **Turn Key Cannabis Manufacturing Type 6 & Distribution Licenses For Sale (Santa Rosa, CA) #284 - Sold for \$450,000.**
5. **Cannabis Distribution License For Sale (Long Beach, CA) #282 -Sold for \$275,000.**

Green Life Business Group INC.

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FROM THE EDITOR



John Schroyer

Marijuana Business Daily

Welcome to the first edition of the California Cannabis Business Licensing Guidebook. California's legal marijuana market, which relaunched in 2018 under a new statewide framework, has a crucial caveat that led to the creation of this report: Local authorities are the true gatekeepers of the industry.

That's because, in order for any plant-touching company to get a state license with which to deal in marijuana, that company must first obtain local approval.

Local governments also have the power to layer on more regulations—and fees—for businesses, up to and often including total bans on all types of cannabis companies.

The power wielded by local governments has led to the oft-lamented fact that only about one-third of the municipalities and counties in the entire state of California have opted into the marijuana program.

This framework also has led to a wide patchwork of rules, making California a maze for anyone new to the industry or out-of-state operators looking to expand into California. Some cities allow for every type of marijuana company available for both medical and recreational cannabis businesses. Others allow only testing labs. Some allow only cultivation. And some allow only medical marijuana companies, not adult use.

But the one-third number is slowly but steadily changing, with more business licenses going up for grabs as time goes on. The reason for that is multifold, but a major driver in 2020 has been the recession and government tax shortfalls. As local and state officials have been looking for ways to shore up their tax revenues, many have become more open to the idea of allowing the seemingly recession-proof marijuana industry to gain more of a legal foothold across California.

The cannabis industry landscape in California will continue to evolve for years to come. And the rules that do exist will most certainly change, as will the dynamics of each market. Los Angeles, for example, still has hundreds of marijuana business licenses to issue.

For that reason, this guide is only the first iteration.

This guidebook is intended to give you the tools to find your way through the California regulatory maze in order to compare business opportunities in various cities and counties and learn what you need to know to get started there. This includes details on:

- What types of businesses are allowed.
- Costs associated with starting and operating a cannabis business in key markets.
- How many businesses of each type are allowed—and how many are already operating.
- Changes being considered by the local agencies overseeing the industry.

Where possible, the information included in this guide was collected directly from the cities and counties. A huge thank you to Chris Casacchia for his help in collecting that information.

As always, we'd like to know more about what you need in your cannabis journey. Feel free to reach out with any questions or comments!

A handwritten signature in black ink, appearing to read 'John Schroyer', written in a cursive style.

John Schroyer
Senior Reporter



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STATE REGULATION, LICENSING AND FEE OVERVIEW

California is easily the most complex state in the nation when it comes to navigating marijuana business licensing.

For one thing, there are currently three separate state agencies that oversee different business types:

- The Department of Food and Agriculture (CDFA) oversees all cultivation.
- The Department of Public Health (CDPH) oversees all manufacturers and edibles makers.
- The Bureau of Cannabis Control (BCC)—a wing of the larger Department of Consumer Affairs—oversees every other business type, including retailers, delivery operations, distributors, microbusinesses, testing labs and events.

There are also a whopping 18 different marijuana business licenses for entrepreneurs to choose from, including 10 separate cultivation permits.

License types include:	
Type 1: Cultivation, specialty outdoor, small; up to 5,000 square feet of canopy	Type 4: Cultivation, nursery
Type 1A: Cultivation, specialty indoor, small; up to 5,000 square feet of canopy	Type 6: Manufacturer 1 (nonvolatile solvent process)
Type 1B: Cultivation, specialty mixed-light, small; up to 5,000 square feet of canopy	Type 7: Manufacturer 2 (volatile solvent process)
Type 2: Cultivation, outdoor, small; 5,001-10,000 square feet of canopy	Type 8: Testing lab
Type 2A: Cultivation, indoor, small; 5,001-10,000 square feet of canopy	Type 9: Retailer, non-storefront (i.e. delivery)
Type 2B: Cultivation, mixed-light, small; 5,001-10,000 square feet of canopy	Type 10: Retailer, dispensary storefront
Type 3: Cultivation, outdoor, medium; 10,001 square feet to one acre of canopy	Type 10A: Retailer, dispensary, no more than three sites
Type 3A: Cultivation, indoor, medium; 10,001-22,000 square feet of canopy	Type 11: Distribution
Type 3B: Cultivation, mixed-light, medium; 10,001-22,000 square feet of canopy	Type 12: Distribution, transport only

Fees also run the gamut.

For instance, a specialty cottage outdoor cultivation operation license—the smallest and cheapest available for craft growers—costs \$135 to apply and \$1,205 for the annual permit. By contrast, the most expensive cultivation permit, a medium indoor license, runs \$8,655 just to apply and \$77,905 for annual renewal.

(“Large” cultivation licenses won’t be issued by the state until 2023, but many commercial operators get around that through license stacking, or obtaining multiple cultivation permits for the same facility, to expand the square footage of canopy for growing.)

Fees for business types through the Bureau of Cannabis Control also vary widely and are usually dependent on the company’s estimated annual gross revenue. For example, a retailer expecting to gross \$500,000 or less will pay only \$2,500 for an annual license fee, but a retailer that projects more than \$7.5 million in revenues will see that license fee jump to \$96,000. License fees can easily reach six figures for microbusinesses and distributors particularly.

The regulations themselves are just as complex. The BCC’s rules, 138 pages long, can be viewed here:

https://bcc.ca.gov/law_regs/cannabis_order_of_adoption.pdf

(The schedule of license fees starts on page 17.)

The CDPH’s regulations for manufacturers can be found here: https://www.cdph.ca.gov/Programs/CEH/DFDCS/MCSB/CDPH%20Document%20Library/DPH17010_FinalClean.pdf

(The schedule of license fees starts on page 24.)

And the CDFA’s regulations for growers can be found here: https://www.cdfa.ca.gov/cal cannabis/documents/OCal_Modified_Text_of_the_Proposed_Regulations_8_31_20.pdf

Cultivation license fee schedule can be found here: <https://www.cdfa.ca.gov/cal cannabis/documents/CannabisCultivationFees-Eng-Sp.pdf>

The above links likely will change in 2021, because Gov. Gavin Newsom has pledged that the three regulatory agencies will be merged at some point. Newsom wants to create a singular regulatory body for the entire marijuana industry—the Department of Cannabis Control.

The current three regulatory agencies rolled out a new license database in September 2020 to house all marijuana licensees. Previously, each agency had its own database of licensed companies.

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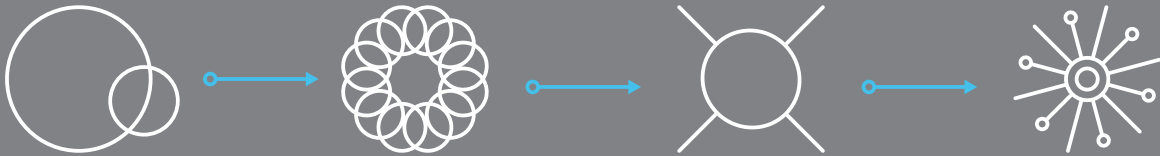
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MUNICIPALITY: Adelanto

Population: 34,160

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Manager/City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	Other Fees
Cultivation	\$7,000	
Retail	\$7,000	
Manufacturing	\$7,000	
Distribution/Transportation	\$7,000	
Nurseries	\$7,000	
Testing	\$7,000	

*Land use application is a separate application and fee.

Types of Business	Local Tax Requirement
Cultivation	\$0.415 per square foot
Retail	3% of gross receipts
Distribution, Manufacturing or Testing	1% of gross receipts

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, for cannabis cultivation, manufacturing, distribution/transportation, nurseries and testing.
----------------------------------	---

COUNTY: Alameda

Population: 1.7 million

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Community Development Agency

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation	\$8,000 (new)	\$30,000
	\$2,900 (retailer in good standing)	
	\$3,200 (renewal)	
Retail	\$8,000 (new)	\$23,000
	\$2,700 (renewal)	
Combined Cannabis Operations*	\$2,900 (new)	\$30,000
	\$3,200 (renewal)	
Delivery	\$2,400 (new)	
	\$1,100 (renewal)	
Testing Labs		

*Must engage in at least three of the following commercial cannabis operations: cultivation, distribution, manufacturing and retail. All of these activities must occur on the same premises.

Local Tax Requirements

No additional local tax requirements for cannabis businesses.

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	10	
Retail	5	4
Combined Cannabis Operations*	14	
Delivery	No cap	
Testing Labs	No cap	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, for cannabis cultivation, manufacturing, distribution/transportation, nurseries and testing.
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MUNICIPALITY: Alturas

Population: 2,509

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation	No application fee	\$54
Retail	No application fee	\$54
Processing	No application fee	\$54

Local Tax Requirement

10% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	No cap	0
Retail	No cap	0
Processing	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, for cannabis cultivation, manufacturing, distribution/transportation, nurseries and testing.
Potential For New Licenses?	None at this time

MUNICIPALITY: Banning

Population: 31,253

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning Commission, with City Council holding entitlement authority

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation	Regulatory Permit fee, \$4,700	Conditional Use Permit fee, \$10,000
Retail	Regulatory Permit fee, \$5,000	Conditional Use Permit fee, \$10,000
Processing	Regulatory Permit fee, \$4,700	Conditional Use Permit fee, \$10,000

Types of Business	Local Tax Requirement
Retail and Processors	10% of gross revenue
Cultivators	\$15 per sq. ft. of canopy space annually

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	No cap	0
Retail	3	0
Processing	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, for cannabis cultivation, manufacturing, distribution/transportation, nurseries and testing.
Potential For New Licenses?	Yes, several cultivators and retail in the approval process

CURRENT PROPOSED CHANGES

Proposed changes to tax rates and distributors' conditional use. Ballot measure to determine the amount of retail allowed.

MUNICIPALITY: Berkeley

Population: 121,643

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Environmental Health inspects businesses and issues operating permits.

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation		Operating permit annual fee is currently being determined. In the meantime, businesses are charged \$170/hr for inspections through the City's Environmental Health Division.
Retail		
Processing/Manufacturing		

Types of Business	Local Tax Requirement
Medical Cannabis	2.5% of gross receipt
Nonmedical Cannabis	5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	6 over 10,000 sf; total cap on commercial cultivation of 180,000 sf	0
Storefront Retail	7	6
Delivery-only Retail	7	0
Retail Nursery Microbusinesses	2	0 (1 has discretionary approval)
Processing	No cap	5
Testing labs	No cap	3
Manufacturing	No cap	5
Distribution	No cap	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?

Yes, for all except storefront Retailers and Delivery-only retailers. These have an equity component which must be developed before a selection process can begin.

Potential For New Licenses?

Yes

CURRENT PROPOSED CHANGES

Development of an equity program and selection process

MUNICIPALITY: Brisbane

Population: 4,693

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning Commission

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail—Delivery Only	\$1,090	
Manufacturing	\$1,090	Sliding scale based on gross receipts: \$50-\$40,178
Distribution/Warehousing	\$1,090	See full details here
Lab/Research and Development	\$1,090	

Types of Business	Local Tax Requirement
Retail—Delivery Only	3% of gross receipts
Manufacturing	3% of gross receipts
Distribution/Warehousing	1% of gross receipts
Lab/Research and Development	1% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail—Delivery Only	No cap	2
Manufacturing	No cap	1
Distribution/Warehousing	No cap	0
Lab/Research and Development	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?

Yes. Businesses must receive conditional use permit approval to operate a specific location first from the Planning Commission. Following use permit approval, the business may apply for a business license.

Potential For New Licenses?

Lab/R&D has potential for new licenses due to the expanded zoning options.

CURRENT PROPOSED CHANGES

The Planning Commission recommended zoning amendments to the City Council to conditionally permit storefront retail in the NCRO-1 (max. 1 storefront), NCRO-2 (max. 1 storefront), SP-CRO (no limit), TC-1 (no limit), M-1 (no limit), TC-2 (no limit), subject to Planning Commission approval of a use permit. These zoning amendments are pending City Council review in 2021.

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Currently only a few businesses are conditionally permitted, in one zoning district (TC-1 District). Vacancy rates in the TC-1 district are very low. Additionally, many property owners in the TC-1 District will not lease to cannabis businesses for a variety of reasons, which has been an impediment for many businesses interested in operating in Brisbane.

MUNICIPALITY: Capitola

Population: 10,080

REGULATORY OVERVIEW

Medical, recreational or both? Both

Agency/Board providing regulatory oversight Capitola Police/Compliance

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$1,662	\$2,550

Local Tax Requirement

7% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	2	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses? No

Potential For New Licenses? No - limited to 2

MUNICIPALITY: Carpinteria

Population: 13,457

REGULATORY OVERVIEW

Medical, recreational or both? Both

Agency/Board providing regulatory oversight **Planning Commission**

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation	Not permitted	N/A
Retail	Not permitted	N/A
Processing	Not permitted	N/A
Manufacturing	TBD	TBD
Testing	TBD	TBD
Distribution	TBD	TBD
Delivery	TBD	TBD
Delivery	\$2,400 (new) / \$1,100 (renewal)	

Local Tax Requirements

TBD

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Manufacturing	TBD	0
Testing	TBD	0
Distribution	TBD	0
Delivery	TBD	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Not at this time
Potential For New Licenses?	Yes, once licensing program is operational

CURRENT PROPOSED CHANGES

Carpinteria's commercial cannabis licensing program under development. The program eventually will create a limited number of licenses for cannabis distribution, manufacturing, testing and delivery. Retail storefront and commercial cultivation will remain prohibited.

MUNICIPALITY: Cathedral City

Population: 54,902

REGULATORY OVERVIEW

Medical, recreational or both? Both

Agency/Board providing regulatory oversight Local Government and State Government

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation		
Retail/Dispensary		
Laboratories	\$7,500 deposit—Cannabis license & Conditional Use Permit	Renewal: \$5,900 Amendment: \$500 Transfer: \$4,500
Distribution		
Manufacturing		

Types of Business	Local Tax Requirement
Cultivation	\$15 per square foot
Retail/Dispensary	10% gross receipts
Manufacturing	<ul style="list-style-type: none"> • Infused products: \$0.40 per unit/gram infused product • Oils (per gram): Crude \$0.05; Distillate \$0.10 and Boutique \$0.40 • Other items (e.g., rolled joints): 10% gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	No cap	24
Retail/Dispensary	No cap	13
Processing/Manufacturing	No cap	13

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, within certain zoning areas
Potential For New Licenses?	Yes, within certain zoning areas

CURRENT PROPOSED CHANGES

No local changes planned

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

There is a moratorium on retail south of I-10. There can be additional retail north of I-10.

MUNICIPALITY: Ceres

Population: 48,769

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation	Not permitted	Not permitted
Retail	\$3,374	Based upon gross receipts
Processing	\$3,374	Flat fee, per development agreement terms

(Other - add categories as needed)

Local Tax Requirements

\$20,000 per month if gross receipts total less than \$500,000 in previous month.
 \$40,000 if gross receipts total \$501,000-\$800,000 in previous month.
 \$60,000 if gross receipts total \$801,000-\$1,100,000 in previous month.
 \$70,000 per month if gross receipts total more than \$1,100,000 in previous month.

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	2	2
Processing	1	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Not for Retail, but potentially for other cannabis-related businesses
Potential For New Licenses?	Limited, based upon City Council direction

CURRENT PROPOSED CHANGES

No changes proposed at this time.

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

New retail sites have opened near Ceres, which has affected local sales.

MUNICIPALITY: Chula Vista

Population: 271,651

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Chula Vista

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees
Cultivation	New Application: \$7,493 New Background Review: \$1,155 (for each required check)
Retail	Resubmittal Application: \$2,800 (application that is substantially similar to 2019 submission)
Processing	Resubmittal Background Review: \$663 (for each required check) Phase Two Inspection Phase II Fee: \$16,570
Distribution	Background Review Fee (CVPD): \$347 per premises owner to be checked

Types of Business	Local Tax Requirement
Cultivators	\$15 per square foot of canopy
All other cannabis businesses	7% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	10	0
Retail	12 (3 per council district)	0 (2 pending)
Processing	No cap	0
Distribution	No cap	0
Testing	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Not at this time
Potential For New Licenses?	City will re-evaluate in one year

CURRENT PROPOSED CHANGES

Update to fees

MUNICIPALITY: Coalinga

Population: 16,534

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Coalinga

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation		\$48,729
Retail	Pre-Application Fee: \$539	\$57,305
Manufacturing (nonvolatile)	Regulatory Permit Application Fee: \$2,200 Employee Permit: \$524	\$66,110
Manufacturing (volatile)	Employee Transfer Fee: \$64	\$68,768
Testing Labs	Site Plan Review Fee (new construction only): \$1,315 Conditional Use Permit Application Fee: \$1,892	\$12,629
Distribution	Environmental Review: \$5,000 deposit	\$11,787
Nursery	Annual Regulatory Permit Renewal Fee: \$409	\$48,714
Microbusinesses		\$73,928

Types of Business	Local Tax Requirement
Cultivation	\$7 per square foot of total canopy
Retail	10% of gross revenue
Manufacturing, Testing and Distribution	\$25 per square foot for the first 3,000 square feet, \$10 per square foot thereafter.
Nurseries	\$2 per square foot of total canopy

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	No cap	2
Retail	2	1
Processing	No cap	2
Distributors	No cap	2
All other	No cap	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Unknown

MUNICIPALITY: Commerce

Population: 12,808

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation		
Manufacturing	Application Screening: \$13,025 per type of activity (nonrefundable)	
Testing	Development Agreement: \$16,520 deposit	
Distribution	Commercial Cannabis Permit: \$16,845 deposit	
Non-storefront retail (delivery)		
Microbusiness		

Local Tax Requirement

No specific local tax requirements

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	No cap	17
Retail - Delivery	No cap	17
Distribution	No cap	21
Testing Labs	No cap	1
Manufacturing	No cap	22
Microbusiness	No cap	3

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

Several cannabis-related measures are on the November ballot:

- City Attorney Impartial Analysis - Ordinance 737 - 2SBK
- City Attorney Impartial Analysis - Ordinance 738 - Commerce Concentrates
- City Attorney Impartial Analysis - Ordinance 740 - Summit Manufacturing
- City Attorney Impartial Analysis - Ordinance 741 - AE Investment Group
- City Attorney Impartial Analysis - Ordinance 743 - RD Commerce v3
- City Attorney Impartial Analysis - Ordinance 744 - RS Innovations
- Ordinance 759

COUNTY: Contra Costa

Population: 1.2 million

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Contra Costa County Dept. Conservation and Development

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation		
Retail - storefront		Business License: \$100, plus \$10 per employee
Retail - delivery only	\$5,500 deposit, plus time and materials	Health Permit: \$597 + \$2,985
Manufacturing		
Distribution		Business License: \$100, plus \$10 per employee
Testing		Health Permit: \$597 + \$1,492

Types of Business	Local Tax Requirement
Cultivation	Per square foot Indoor: \$7 Mixed light: \$4 Outdoor: \$2 Nursery: \$1
Retail	4% of gross receipt
Manufacturing	2.5% of gross receipt
Distribution	2% of gross receipts
Vertical integration with retail	4% of gross receipts
Vertical integration without retail	2.5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	10	0
Retail - storefront	4	0
Retail - delivery only	No cap	0
Manufacturing	No cap	0
Distribution	No cap	0
Testing	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: Costa Mesa

Population: 113,615

REGULATORY OVERVIEW

Medical, recreational or both?	Neither yet
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	TBD	TBD
Cultivation	TBD	TBD
Processing	TBD	TBD

Types of Business	Local Tax Requirement
All cannabis businesses	6% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	Not permitted	
Cultivators	Not permitted	
Processors	Not permitted	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

On July 21, 2020, the City Council approved Measure Q to appear on the Nov. 3, 2020, General Election ballot. That measure would allow cannabis retail storefront (retail) and retail non-storefront (delivery) uses in specified areas of the city.

MUNICIPALITY: Culver City

Population: 39,214

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail - Storefront	\$10,272	First permit category: \$27,771 Each additional permit category: \$12,788
Retail - Delivery Only	\$7,879	
Cultivation	\$8,342	
Manufacturing	\$8,766	
Additional categories applied for simultaneously	\$5,379	

*All categories also require background checks to be paid by the applicant. View full fee schedule [here](#).

Types of Business	Local Tax Requirement
Retail - medicinal	5% of gross receipts
Retail - adult use	6% of gross receipts
Cultivation	\$12 per square foot of canopy
Manufacturing	4% of gross receipts
Distribution	2% of gross receipts
Testing	1% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail - Storefront	3	0
Retail - Delivery Only	5	3
Cultivation	1	0
Processing/Manufacturing	7	1
Distribution	7	3
Testing Lab	4	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Yes

MUNICIPALITY: Davis

Population: 69,289

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning Department, Police

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	New: \$17,196 Renewal: \$13,618	
Retail and Delivery	New: \$17,349 Renewal: \$15,672	
Delivery (Davis based)	New: \$15,942 Renewal: \$14,092	
Delivery (Based outside Davis)	New: \$15,632 Renewal: \$14,820	
Manufacturing - volatile	New: \$16,712 Renewal: \$14,862	
Manufacturing - nonvolatile	New: \$13,420 Renewal: \$12,940	
Research & Development/Testing Labs	New: \$13,944 Renewal: \$13,796	
Distribution	New: \$13,752 Renewal: \$12,940	

Types of Business	Local Tax Requirement
Retail (nonmedical), distribution, cultivation, and other cannabis businesses	10% of gross proceeds
Manufacturing, research & development and testing labs	5% on receipts from \$0-\$50,000/month; 4% on receipts from \$50,001 to \$100,000/month; 3% on receipts over \$100,001/month

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	5	5
Delivery only	No cap	3
Cultivation	No cap	NA
Processing	No cap	NA
Manufacturing	No cap	3
Testing Lab	No cap	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: Desert Hot Springs

Population: 28,885

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	\$6,115	
Cultivators	\$6,115	
Processors	\$6,115	

Types of Business	Local Tax Requirement
Cultivation	\$25.50 per square foot for first 3,000 sq feet; \$10.20 for each additional sq ft
Dispensaries	10% on gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	No cap	
Cultivators	No cap	
Processors	No cap	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	

COUNTY: El Dorado

Population: 192,843

REGULATORY OVERVIEW

Medical, recreational or both?	Medical only
Agency/Board providing regulatory oversight	Planning and Building Department, Police

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	N/A	N/A
Cultivators	N/A	N/A
Processors	N/A	N/A

Types of Business	Local Tax Requirement
Retail	4% of gross receipts
Nursery	4% of gross receipts
Outdoor cultivation	\$2 per square foot
Indoor cultivation	\$7 per square foot
Mixed-light cultivation	\$4 per square foot
Distribution	2% of gross receipts
Manufacturing (Level 1)	2.5% of gross receipts
Manufacturing (Level 2)	no tax
Testing lab	0.5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	No cap	5

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

County has not yet issued any commercial cannabis use permits for any commercial cannabis activities.

MUNICIPALITY: Emeryville

Population: 12,104

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Emeryville

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail - Storefront	\$3,000 deposit	Annual renewal: \$714
Cultivation	Not permitted	Not permitted
Manufacturing		
Distribution	\$3,000 deposit	Annual renewal: \$714
Retail - Delivery		
Testing		

Types of Business	Local Tax Requirement
Testing	1% of gross receipts, rebated for receipts from testing product manufactured or distributed from Emeryville companies
Distribution	1% of gross receipts
Manufacturing	2% of gross receipts
Retail - storefront and delivery	3% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail - Storefront	2	1
Manufacturing	No cap	3
Distribution	No cap	0
Delivery	No cap	1
Testing	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses? Yes, for all uses except storefront retail

Potential For New Licenses? Yes, for all uses except storefront retail

CURRENT PROPOSED CHANGES

Currently, cannabis manufacturing, distribution and delivery uses are allowed only in zones that do not permit residential uses. The Planning Commission is considering amendments to the regulations to allow these cannabis uses in the Mixed Use with Residential (MUR) and Mixed Use with Residential, South (MURS) zoning districts.

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Demand for space for cannabis businesses is extremely strong due to Emeryville's support of the industry, central location and competitive tax rate structure.

MUNICIPALITY: Eureka

Population: 26,998

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Eureka

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation, indoor, not more than 10,000 square feet of cultivation area	\$500	\$8,000
Cultivation, indoor, not more than 5,000 square feet of cultivation area	\$500	\$4,500
Distribution, cannabis on site, with or without transportation	\$500	\$6,000
Distribution, transportation only, no cannabis on site	\$500	\$1,500
Manufacturing, nonvolatile, more than 5,000 square feet	\$500	\$6,500
Manufacturing, nonvolatile, 5,000 square feet or less of floor area	\$500	\$3,000
Manufacturing, volatile, large	\$500	\$8,500
Manufacturing, volatile, small	\$500	\$5,000
Retail	\$500	\$5,500
Research & Development	\$500	\$1,000
Testing, where no commercial cultivation, processing, manufacturing, wholesale, retail or distribution of cannabis occurs	\$500	\$1,000

Local Tax Requirement
None

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	No cap	6
Distribution	No cap	21
Manufacturing, nonvolatile	No cap	17
Manufacturing, volatile	No cap	2
Retail	No cap	6
Research & Development	No cap	0
Testing, where no commercial cultivation, processing, manufacturing, wholesale, retail or distribution of cannabis occurs	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

New cannabis code going to City Council in November, including cannabis event language.

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Eureka is the manufacturing and distribution hub for Humboldt County.

MUNICIPALITY: Firebaugh

Population: 8,336

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Firebaugh - Police Chief

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	\$7,500	Business License, based on gross earning: \$50-\$200
Cultivation	\$7,500	Live Scan: \$73 per person/employee Zoning Verification Letter: \$67.50
Processing	\$7,500	Owner/Manager Background Check: \$300 Employee Background Check: \$250 Dispensaries: \$25 per sq. feet for first 3,000 sq. ft. (min.), with remaining space at \$10 per square foot

Local Tax Requirement
No local tax

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	1 per 10,000 population	0
Cultivation	No cap	0
Processing	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: Fresno

Population: 530,093

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Office of Cannabis Oversight

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation	TBD	TBD
Dispensaries	TBD	TBD
Processing	TBD	TBD
Retail	TBD	TBD

Types of Business	Local Tax Requirement
Cultivation	\$6 per square foot of canopy space
Retail	4% of gross receipts
Distribution	1% of gross receipts
Manufacturing	4% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries		0
Cultivation	16	0
Processing		0
Retail	14	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, in September 2020
Potential For New Licenses?	City Council may authorize an additional 7 retail per current ordinance

CURRENT PROPOSED CHANGES

Potential amendment to clarify language around microbusinesses.

MUNICIPALITY: Goleta

Population: 30,821

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	New: \$14,662; Renewal: \$11,879	Cannabis License Monitoring & Compliance Fee: \$9,204
Cultivation	New: \$14,662; Renewal: \$11,879	
Processing	New: \$14,662; Renewal: \$11,879	

Types of Business	Local Tax Requirement
Nonmedical retail	5% of gross receipts
Cultivation	4% of gross receipts
Processing/Manufacturing	2% of gross receipts
Nursery	1% of gross receipts
Distribution/Transport	1% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	6	
Cultivation		
Processing		

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	

MUNICIPALITY: Grover Beach

Population: 13,528

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	Application deposit: \$6,000 for existing building; \$10,000 for new construction	
Cultivation	Application deposit: \$6,000 for existing building; \$10,000 for new construction	
Processing/Manufacturing	Application deposit: \$6,000 for existing building; \$10,000 for new construction	

Types of Business	Local Tax Requirement
Retail	5% of gross receipts
Manufacturing/Distribution/Testing	3% of gross receipts
Cultivation	\$5 per square foot of cultivation

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	4	
Cultivation	No cap	
Processing/Manufacturing	No cap	
Distribution	No cap	
Testing	No cap	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	No

MUNICIPALITY: Half Moon Bay

Population: 12,973

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Half Moon Bay

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	Prohibited	N/A
Cultivation	Two step licensing and permitting process, deposit based: Pre-application minimum \$1,762 Application minimum \$7,013	
Processors	Prohibited	N/A
Local Tax Requirement		
No local cannabis tax.		

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	Depends on site constraints	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

MUNICIPALITY: Hanford

Population: 56,910

REGULATORY OVERVIEW

Medical, recreational or both? Both

Agency/Board providing regulatory oversight Hanford Police Department

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation	\$9,286	\$32,000
Retail	\$9,286	\$32,000
Processing	\$9,286	\$32,000
All other categories	\$9,286	\$32,000

Types of Business	Local Tax Requirement
Cultivation	Per square foot: Exclusively using artificial light: \$7 Mixed light: \$4 No artificial light: \$2 Nursery: \$1
Lab Testing	1% of gross receipts
Retail Sales	4% of gross receipts
Distribution	2% of gross receipts
Manufacturing	2.5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	2	0
Retail	2	0
Processing	2	0
Distribution	1	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Only during an enrollment period
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

Tax rates scheduled to change on July 1, 2021.

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Market development has been slow going but it is starting to pick up. Both dispensaries are moving forward.

MUNICIPALITY: Hayward

Population: 159,620

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Hayward

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail Dispensaries	\$6,000 Use Permit Application	\$15,000 Annually
Cultivation	\$6,000 Use Permit Application	\$15,000 Annually
Manufacturing	\$6,000 Use Permit Application	\$15,000 Annually
Distribution	\$2,000-6,000 Use Permit Application	\$15,000 Annually
Delivery	\$2,000 Site Plan Review Application	\$15,000 Annually
Microbusiness	\$6,000 Use Permit Application	\$15,000 Annually

Local Tax Requirement
7% local tax

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail Dispensaries	3	1
Cultivation	No cap	0
Manufacturing	No cap	1
Distribution	No cap	0
Delivery	No cap	0
Microbusiness	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No. New licenses expected in early 2021
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

City is currently updating regulatory and land use ordinances related to cannabis, which were adopted in 2017.

MUNICIPALITY: Hesperia

Population: 95,274

REGULATORY OVERVIEW

Medical, recreational or both?	Medicinal only
Agency/Board providing regulatory oversight	City Council - Staff

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail - Non-Storefront (Delivery)	\$9,000	\$50

Local Tax Requirement
4% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail - Non-Storefront (Delivery)	No cap	17

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	No

MUNICIPALITY: Hollister

Population: 39,749

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Development Services/Cannabis Affairs Office

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries		\$7,492
Cultivation		\$7,492
Processing		\$7,492

Types of Business	Local Tax Requirement
Dispensaries	5% of gross receipts
Cultivation	\$7 per square foot
Processing	5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	2	1
Cultivation	No cap	2
Processing	No cap	3

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

COUNTY: Humboldt

Population: 135,558

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Board of Supervisors

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	Conditional Use Permit: \$4,500 deposit Cannabis Special Permit: \$3,250 deposit	
Cultivation		
Processing		
Local Tax Requirement		
10% of gross receipts		

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	No cap	
Cultivation	3,500 (1,205 acres)	
Processing	No cap	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: Irvine

REGULATORY OVERVIEW

Medical, recreational or both?	Only cannabis testing labs
Agency/Board providing regulatory oversight	State

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	Not permitted	
Cultivators	Not permitted	
Processors	Not permitted	
Cannabis Testing Laboratory	\$7,167	

Local Tax Requirement

None

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cannabis Testing Laboratories	No cap	6 have current permits

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: La Mesa

Population: 59,556

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Finance Department, Building Division

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail		\$35 base fee, \$3 per employee
Cultivation		\$35 base fee, \$3 per employee
Processing/Manufacturing		\$35 base fee, \$3 per employee

Types of Business	Local Tax Requirement
Cultivation	Indoor: \$7 per square foot of canopy space Nursery: \$1 per square foot of canopy space
Cannabis manufacturing, processing or microbusiness (nonretail)	2.5% of gross receipts
Dispensary, non-storefront	No tax for medicinal; 4% for adult use
Testing lab	1% of gross receipts
Distribution	2% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	No cap	5
Cultivation	No cap	0
Processing/Manufacturing	No cap	0
Other	No cap	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

COUNTY: Lake

Population: 64,386

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Community Development Department Board of Supervisors

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail		
Cultivation		
Manufacturing/Processing		\$4,160
Distribution/Transportation		
Other		

Types of Business	Local Tax Requirement
Cultivation	Per square foot: Outdoor: \$1.03 Mixed light: \$2.06 Indoor: \$3.09 Nursery \$1
Retail	4% of gross receipts
Manufacturing/Processing/ Transportation/Distribution/Other:	2.5% gross receipts

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
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Potential For New Licenses?	Yes
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CURRENT PROPOSED CHANGES

The county is inviting sealed proposals for a cannabis equity assessment and equity program development. These steps are required by the state as part of the Type 1 Cannabis Equity Grant awarded to Lake County.

The first stage requires an equity assessment to be conducted in the county pursuant to state requirements. The second stage involves development of the local equity program using the assessment. A ballot measure would require minimum Community Benefit Fees of:

- \$32,000 in 2020.
- \$42,000 in 2021 and 2022.

\$52,000 beginning in 2023 for the remainder of the term of the development agreement.

The county's goal is to complete both stages by Dec. 31, 2020, in preparation of its application for the Type 2 program funding. That application window is anticipated to open by February 2021.

COUNTY: Lassen

Population: 30,573

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning Commission, with the Board of Supervisors as the appeal body.

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	Class III Use Permit: \$1350 Associated Initial Study: \$2000 deposit Authorization to operate: \$200 EIR (if applicable): \$2019 Environmental Health Department fees pursuant to section 3.18.120 of the Lassen County Code	
Cultivation	Not permitted	N/A
Processing	Not permitted	N/A

Types of Business	Local Tax Requirement
Cultivation	Artificial lighting: \$2 Both natural and artificial lighting: \$1.50 No artificial lighting: \$0.50 Nursery: \$0.50
Retail (non-storefront and microbusiness)	4% of gross receipts
Testing lab	1% of gross receipts
Distribution	2% of gross receipts
Manufacturing, processing, microbusiness (nonretail) and other business types	2.5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	No cap	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Our county does not allow cultivation of commercial marijuana/cannabis, only industrial hemp.

COUNTY: Lompoc

Population: 42,760

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Lompoc

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries		
Cultivation	License application fee is \$11,900 plus \$1,100 per each financially interested party.	
Processing		
(Other: Testing Lab, Manufacturing, Microbusiness, or Distribution)		

Types of Business	Local Tax Requirement
Dispensaries	6% tax on gross sales
Cultivation	1% of gross receipts
Manufacturing/Distribution	\$0-\$2 million in annual revenue - \$15,000 annually; more than \$2 million in annual revenue - \$30,000 annually
Testing Lab	no tax
Microbusiness	6% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	No cap	11
Cultivation	No cap	0
Processing	No cap	2
Distribution	No cap	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None.

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

City has received 45 license applications, of which 27 have been issued a license.

MUNICIPALITY: Long Beach

Population: 467,354

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Office of Cannabis Oversight, City Manager's Office

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation	\$394	\$2,946/year
Dispensaries	\$394	\$2,946/year
Manufacturing	\$394	\$2,946/year
Distribution	\$394	\$2,946/year
Testing Labs	\$394	\$2,946/year

Types of Business	Local Tax Requirement
Cultivation	\$12 per square foot of total canopy
Dispensaries	Medical - 6% gross receipts; Adult-Use - 8% gross receipts
Manufacturing, Distribution and Testing Labs	1% Gross Receipts
Testing Lab	no tax
Microbusiness	6% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	No Cap	12
Dispensaries	32	27
Manufacturing	No Cap	25
Distribution	No Cap	28
Testing Labs	No Cap	3

BUSINESS OPPORTUNITY

Accepting New Business Licenses? Yes, for all types other than dispensaries.

Potential For New Licenses? Yes, for all types other than dispensaries.

CURRENT PROPOSED CHANGES

Proposed 1% increase on Dispensary business license tax rates in fiscal year 2021.

MUNICIPALITY: Los Angeles

Population: 4 million

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Los Angeles Department of Cannabis Regulation

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	Full fee schedule available here .	
Cultivation		
Processing		
Manufacturing		
Distribution		
Testing Labs		

Types of Business	Local Tax Requirement
Retail (Medical)	5% of gross receipts
Retail (Adult-Use)	10% of gross receipts
Cultivation	2% of gross receipts
Transportation	1% of gross receipts
Testing Labs	1% of gross receipts
Other	2% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail - Storefront	550	189
Cultivation	Bound by undue concentration limits, defined in Los Angeles Municipal Code Sec. 104.01	236
Delivery	No cap	0
Distribution	No cap	250
Manufacturing (nonvolatile)	No cap	218
Testing Labs	No cap	18

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Yes. The department will be accepting new applications for cultivation, distribution, manufacturing, testing and retail activities. Only social equity applicants may apply for retail licenses.

MUNICIPALITY: Lynwood

Population: 70,504

REGULATORY OVERVIEW

Medical, recreational or both?	Medical
Agency/Board providing regulatory oversight	Building & Safety Division and Planning Division

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	\$0	\$2,946/year
Cultivation	\$7,762	\$2,946/year
Manufacturing	\$7,762	\$2,946/year
Distribution	\$7,762	\$2,946/year
Delivery	\$3,402	\$2,946/year

Local Tax Requirement

None

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation		0
Manufacturing	18	1
Distribution		3
Delivery		0
Testing	1	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses? No

Potential For New Licenses? No

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

None

MUNICIPALITY: Malibu

Population: 12,777

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning Dept

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$4,080	\$700
Cultivation	Not permitted	N/A
Processors	N/A	N/A

Types of Business	Local Tax Requirement
Retail, nonmedical	2.5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	2	2

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	No

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

None

MUNICIPALITY: Mammoth Lakes

Population: 12,518

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Cannabis Review Authority (includes staff from Community Development, Finance, and Police Dept.)

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	\$2,500 deposit	\$4,000 annually
Cultivation	\$2,500 deposit	\$4,000 annually
Manufacturing	\$2,500 deposit	\$4,000 annually
Distribution	\$2,500 deposit	\$4,000 annually

Types of Business	Local Tax Requirement
Retail	2% of gross receipts
Cultivation	2% of gross receipts
Manufacturing	2% of gross receipts
Distribution	2% of gross receipts
Testing	1% of gross receipts

The Town Council can increase these tax rates on an annual basis by up to 1% each year up to the following maximums: Retail: 8%; Cultivation, Manufacturing, Distribution, and Testing: 4%

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	No specific cap, but buffers from sensitive uses and separation from other cannabis retailers limit the overall potential number of retail locations to 4	2 operating; 3 approved; 1 being processed for a conditional use permit
Cultivators	No cap	0
Processors	No cap	1

(Other - add lines as needed)

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, but the applicant is required to have a location prior to submittal of an application.
Potential For New Licenses?	Retail potential is low; Cultivation or manufacturing is moderate, but industrial zoned spaces are limited

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Retail sales remain strong.

MUNICIPALITY: Marysville

Population: 12,518

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Marysville Cannabis Review Committee

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	\$10,000 application fee resulting in an annual Permit to operate.	
Cultivation	N/A	N/A
Processing	N/A	N/A

Local Tax Requirement

None

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	2	2
Cultivation	No cap	0
Processing	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Commercial only, no availability for new dispensaries

CURRENT PROPOSED CHANGES

Measure N will appear on the November Ballot, proposing a tax on Hemp products.

COUNTY: Mendocino

Population: 86,749

REGULATORY OVERVIEW

Medical, recreational or both? Both

Agency/Board providing regulatory oversight Mendocino County Board of Supervisors

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	\$636	
Cultivation	\$636	
Manufacturing	\$636	
Testing Labs	\$636	
Microbusiness	\$636	
Distribution/ Transportation	\$60	

Types of Business	Local Tax Requirement
Dispensaries	5% of gross receipts
Cultivators	2.5% of gross receipts
Distribution, delivery, manufacturing, processing, nursery, testing labs and transportation	\$2,500 flat rate

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	No cap	275; 880 under review
Dispensaries	No cap	20
Processing	No cap	12
Distribution - Transport Only Cultivator	No cap	156
Distribution - Transport Only	No cap	0
Self-Distribution	No cap	33
Distribution Facility	No cap	17
Manufacturing	No cap	9
Testing Labs	No cap	1
Microbusiness	No cap	10

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes. Phase 2 Cannabis Cultivation Permit applications are being accepted now. Phase 3 opening has not yet been determined.
Potential For New Licenses?	Yes

MUNICIPALITY: Merced

Population: 83,316

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning Commission

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	\$10,259	Annual \$22,494
Cultivation	\$7,757	Annual \$19,651
Cultivation - Nursery Only	\$7,757	Annual \$16,421
Processing/Manufacturing	\$7,757	Annual \$35,047
Distribution	\$7,757	Annual \$13,500
Testing	\$7,757	Annual \$6,730

Types of Business	Local Tax Requirement
Dispensaries	Medicinal - 4% of gross receipts Adult-Use - 7% of gross receipts
Cultivation	\$7 per square foot of cultivation area or 4% of gross receipts, whichever is greater
Cultivation - Nursery Only	\$0.50 per square foot of nursery area
Processing/Manufacturing	\$7 per square foot of manufacturing area
Distribution	\$1 per square foot of distribution area or 2% of gross receipts, whichever is greater
Testing	\$0.25 per square foot of building area

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	5	3; 5 total licensees
Cultivators	No cap	0; 2 total licensees
Processors (Manufacturers)	No cap	0; 3 total licensees
Distributors	No cap	0; 3 total licensees
Testing	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	All but retail sales/dispensaries
Potential For New Licenses?	City Council has authority to consider increased number of allowed retail licenses with public hearing

CURRENT PROPOSED CHANGES

Staff considering several ideas including some reduction in taxes. None recommendations have been made at the City Council level thus far.

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Several businesses str still getting underway with tenant improvements. The market is missing a testing facility thus far.

MUNICIPALITY: Modesto

Population: 215,030

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$24,750	\$154
Cultivation	\$14,750 - \$24,750	\$154
Manufacturing	\$14,750 - \$24,750	\$154

Types of Business	Local Tax Requirement
Retail	8% of gross receipts
Distribution	6% of gross receipts
Microbusiness	4% of gross receipts
Manufacturing	4% of gross receipts
Cultivation	2.5% of gross receipts
Testing Labs	2.5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	10	6
Cultivation	No cap	0
Manufacturing	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Not accepting dispensary licenses at this time
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

Council is considering updating ordinance to include cannabis deliveries, reaffirm prohibition of on-site consumption and modify background language for cannabis operators and employees.

MUNICIPALITY: Montebello

Population: 62,632

REGULATORY OVERVIEW

Medical, recreational or both?	N/A
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	Not permitted	
Cultivation	Based on Development Agreement	
Retail: Non-storefront delivery	Based on Development Agreement	
Manufacturing	Based on Development Agreement	
Distribution	Based on Development Agreement	

Types of Business	Local Tax Requirement
Cultivation	\$10 per square foot
Retail - Non-storefront delivery	2% of gross sales
Manufacturing	2% of gross sales
Distribution	2.5% of gross sales

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	15	1
Manufacturing	21	2
Retail - Non-storefront delivery	24	3
Distribution	21	2

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Based on City Council discretion and activation of current licenses.

COUNTY: Monterey

Population: 434,061

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Cannabis Program, Resource Management Agency, Health Department, Environmental Health Bureau, Agricultural Commissioner's Office

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation (indoor, mixed light, outdoor and nursery)	Administrative or coastal administrative land use permit	Variable
Distribution	Cannabis Business Permit Application Deposit (Initial)	\$4,474
Retail	Cannabis Business Permit Application Deposit (Renewal)	\$1,028
Testing	Annual Business License Fee (Initial)	\$226
Manufacturing	Annual Business License Fee (Renewal)	\$91

Commerical Cannabis Activity	Local Tax Requirement
Cultivation	
- mixed light	\$5 per square foot
- indoor	\$8 per square foot
- nursery	\$1 per square foot
- outdoor	\$2.5 per square foot
Distribution	3% of gross receipts
Retail	4.5% of gross receipts
Testing	1% of gross receipts
Manufacturing	3.5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	Allowable zoning areas only, no cap	6
Cultivators	Allowable zoning areas only, no cap	88
Processors	Allowable zoning areas only, no cap	42
Manufacturers	Allowable zoning areas only, no cap	13

BUSINESS OPPORTUNITY

Accepting New Business Licenses?

Yes. Land use entitlement obtained through an administrative or coastal administrative permit, cannabis business permit and annual business license

Potential For New Licenses?

Yes

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

For the first time ever, cannabis was featured as a supplement in the 2019 edition the Monterey County Crop Report. Total production value for cannabis cultivation during 2019 was calculated at nearly \$450 million.

MUNICIPALITY: Morro Bay

Population: 10,581

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City manager

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	N/A	N/A
Cultivation	Not permitted	
Processing	Not permitted	

Types of Business	Local Tax Requirement
Dispensaries	5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	2	0, legal challenge to both permits

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	No

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

May establish cultivation, processing, manufacturing, testing and distribution in the future. The city issued two dispensary permits, but a legal challenge is preventing those businesses from advancing.

MUNICIPALITY: Napa

Population: 79,263

REGULATORY OVERVIEW

Medical, recreational or both?	Medicinal
Agency/Board providing regulatory oversight	Community Development Department

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries		
Cultivation	\$2,500	
Manufacturing		

Types of Business	Local Tax Requirement
Dispensaries	5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	No cap	18
Cultivation	0	0
Manufacturing, only as ancillary use to a food processing facility	No cap	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: Needles

Population: 4,982

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Code Enforcement

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	\$20,000 deposit	\$5,000
Cultivation	\$20,000 deposit	\$5,000
Processing/Manufacturing	\$20,000 deposit	\$5,000

Local Tax Requirement

10% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	No cap	4
Cultivators	No cap	14
Processors	No cap	3

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Market conditions in Needles are very good because of our low electricity rates of \$0.809/kw. Four cultivation projects are near opening, and new applications are being processed.

MUNICIPALITY: Nevada City

Population: 3,142

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries		
Cultivation	\$5,000 (min deposit for first application); \$2,500 (min deposit for additional applications)	
Processing	\$5,000 (min deposit for first application); \$2,500 (min deposit for additional applications)	

Commerical Cannabis Activity	Local Tax Requirement
Cultivation - mixed light	\$1-\$4 per square foot of canopy space, depending on the type of lighting used in the facility
Nursery	\$0.50 per square foot of canopy space
Dispensary or Delivery Service	4% of gross receipts
Manufacturing, Processing or Testing	2% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	1	1
Cultivators	No cap	
Processors	No cap	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
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Potential For New Licenses?

COUNTY: Nevada

Population: 99,755

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Board of Supervisors

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries		\$997 (minimum)
Cultivation	Administrative Development Permit: \$1,971 (minimum)	\$997 (minimum)
Processors	Commercial Cannabis Permit: \$1,598 (minimum)	\$997 (minimum)
(Other - add categories as needed)		\$997 (minimum)

Commerical Cannabis Activity	Local Tax Requirement
Cultivation	≤2,500 sq ft of canopy: Not less than \$1,250 per growing cycle 2,500-5,000 sq ft of canopy: Not less than \$2,500 per growing cycle >5000 sq ft of canopy: Not less than \$5,000 per growing cycle
All other cannabis businesses (including nurseries)	2.5% of gross receipts

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: Oakdale

Population: 23,455

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	\$5,000	\$15,000 month
Cultivation		TBD by development agreement
Manufacturing		TBD by development agreement
Distribution		TBD by development agreement
Testing Labs		TBD by development agreement

Local Tax Requirement
Up to 15% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	2	2
Cultivation	No cap	0
Manufacturing	No cap	0
Distribution	No cap	0
Testing Labs	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Not accepting new dispensary applications, but will consider cultivation and processing applications.
Potential For New Licenses?	There is potential for cultivation and processing.

CURRENT PROPOSED CHANGES

None at this time

MUNICIPALITY: Oakland

Population: 429,082

REGULATORY OVERVIEW

Medical, recreational or both? Both

Agency/Board providing regulatory oversight **Cannabis Regulatory Commission**

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries		Gross Sales more than \$999,999: - First permit: \$11,301 - Additional permits: \$5,635
Cultivators	\$32 DOJ processing fee per form	Gross Sales \$500,000-\$999,999: - First permit: \$5,812.00 - Additional permits: \$2,162
Processors	Application fee: \$2,923 for first application	Gross Sales less than \$500,000: - First permit: \$3,154 - Additional permits: \$1,164
Other	Additional permits at the same location: \$862	Dispensary: \$15,151 On-Site Consumption \$2,133

Local Tax Requirement

Variable depending on type of business, gross receipts and employee count. [Read here](#)

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	8 new permits per calendar year	Permitted: 10 Approved, yet to open: 7
Cultivation	No cap	
Processing/Manufacturing	No cap	
Retail: Delivery Only	No cap	
Distribution/Transportation	No cap	
Testing Labs	No cap	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

On April 21, 2020, Oakland received \$6.6 million for “not only embracing the challenge of creating pathways to participate in a legitimate cannabis marketplace, but for doing so in a thoughtful way that seeks to uplift all communities.” This funding will be used for applicants and licensees specifically identified by local jurisdictions as being from communities most harmed by cannabis prohibition.

MUNICIPALITY: Oceanside

Population: 176,080

REGULATORY OVERVIEW

Medical, recreational or both?	Cultivation - Both Medical only for all other businesses
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries		
Cultivation	\$8,452	Administration fee: \$210, plus \$4 disabled access
Retail - Non-Storefront	\$8,452	Business license surcharge: \$152
Testing Labs	\$8,452	Fire Inspection: \$366.00
Distribution	\$8,452	
Manufacturing	\$8,452	

Local Tax Requirement

None

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivators	12	0
Testing Lab	No cap	0
Retail: Non-Storefront	2	1
Manufacturing	No cap	0
Distribution	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, through Oct. 1, 2020
Potential For New Licenses?	Only for medical distribution, manufacturing and testing lab.

CURRENT PROPOSED CHANGES

A cannabis business tax measure on the November ballot would establish tax ranges, which would ultimately need council approval to enact.

MUNICIPALITY: Pacifica

Population: 38,759

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning Commission, City Council if appealed Police Department administers annual license renewals

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail		\$22,059
Cultivation	Background Check: \$600 Security Plan Application: \$400	N/A
Manufacturing	Planning Department Application: \$10,000 deposit	\$22,059
Testing		\$22,059

Types of Business	Local Tax Requirement
All cannabis businesses	6% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	5	5 fully entitled
Manufacturing	No cap	
Testing	No cap	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, for manufacturing or testing. Entitlement permits and licensing required prior to opening business
Potential For New Licenses?	Yes

MUNICIPALITY: Palm Desert

Population: 53,185

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Palm Desert - Community Development Department and Finance Department

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$2,894	Business license fees vary based on annual sales
Cultivation	\$2,894	Business license fees vary based on annual sales
Manufacturing	\$2,894	Business license fees vary based on annual sales
Distribution	\$2,894	Business license fees vary based on annual sales
Delivery	\$2,894	Business license fees vary based on annual sales

Local Tax Requirement

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	6	6
Cultivation	3	1
Manufacturing	3	2

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Unlikely

CURRENT PROPOSED CHANGES

Changes to the City's Cannabis Regulations are not being considered at this time.

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Dispensary sales seem to be doing well and growing. Cultivation has not had much impact in Palm Desert. It is assumed that there is currently too much available supply and many cultivators have been up and running for years in surrounding cities.

MUNICIPALITY: Palm Springs

Population: 48,375

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Cannabis Sub Committee

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	\$4,092 + related inspection fees	
Cultivation	\$4,092 + related inspection fees	
Manufacturing	\$4,092 + related inspection fees	
Distribution	\$4,092 + related inspection fees	
Lounge	\$4,092 + related inspection fees	
Renewals	\$1,000 + audit fee (if applicable)	

Types of Business	Local Tax Requirement
Dispensaries	Permitted: 10% of gross receipts
	Non-permitted: 15% of gross receipts
Cultivation	10% of gross receipts
	*All cannabis businesses located in Cannabis Overlay Zone, as defined in Palm Springs Zoning Code 92.28.00, receive a 50% tax deduction
Manufacturing	Permitted: 2% of gross receipts
	Non-permitted: 15% of gross receipts
Testing	Permitted: no tax
	Non-permitted: 15% of gross receipts
Distribution/Transportation	Permitted: no tax
	Non-permitted: 15% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	No cap	14
Cultivators	No cap, restricted to cannabis overlay zone	3
Processors	No cap	5
Lounge	No cap	5

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes, but finding a location in the largest challenge

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

All lounges are also dispensaries. The cannabis market continues to grow in Palm Springs with several new locations opening this year. There are presently 34 permitted cannabis businesses in various stages of the process and 13 submitted applications pending review. The city launched its cannabis social equity program and received its first qualified equity applicant.

MUNICIPALITY: Pasadena

Population: 138,101

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$15,592	
Cultivation	\$15,443	
Testing Labs	\$13,654	

Plus facility and processing fees

Local Tax Requirement

10% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	6	
Cultivation	4	
Testing Labs	4	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
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Potential For New Licenses?

MUNICIPALITY: Paso Robles

Population: 32,212

REGULATORY OVERVIEW

Medical, recreational or both?	Delivery services for medical use are allowed. Commercial manufacturing, storage and storefronts are not allowed.
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Delivery Services for Medical Use	N/A	Company based inside city limits: Based on gross receipts Company based outside city limits: \$80

Local Tax Requirement	
Retail	Up to 10% of gross receipts - no tax in effect as of Aug. 21, 2020

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Delivery Services for Medical Use	No cap	14

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

COUNTY: Placer

Population: 398,329

REGULATORY OVERVIEW

Medical, recreational or both? All commercial activities are prohibited

Agency/Board providing regulatory oversight **None**

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	N/A	N/A
Cultivators	N/A	N/A
Processors	N/A	N/A

Local Tax Requirement

N/A

BUSINESS OPPORTUNITY

Accepting New Business Licenses? No

Potential For New Licenses? No

MUNICIPALITY: Pomona

Population: 152,361

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City and State

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail - Storefront		
Cultivation		
Manufacturing	\$5,032.96 Phase 1 & 2	New CCPP Permit: \$1,819
Distribution	\$6,699.44 Phase 3 & 4 (Same for all permit types)	Renewal: \$4,019.85
Testing		
Microbusiness		

Types of Business	Local Tax Requirement
Retail (includes storefront, delivery and retail component of microbusiness)	4.25% of gross receipts
Cultivation	\$7.25 per square foot of canopy space
Distribution	2.25% of gross receipts
Manufacturing	2.75% of gross receipts
Testing	1% of gross receipts

*Tax rates are adjusted to Consumer Price Index

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
StoreFront Retail	2	0
Microbusiness	2	0
Manufacturing, Cultivation, Distribution or Testing	4	0
Total Licenses Available	8	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Not at this time

MUNICIPALITY: Redding

Population: 91,772

REGULATORY OVERVIEW

Medical, recreational or both?	Both, but no retail cannabis at this time.
Agency/Board providing regulatory oversight	City of Redding Development Services Department

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$6,392.40	\$29,725.50
Cultivation	\$5,327.70	\$29,725.50
Processing	\$5,327.70	\$29,725.50
All Other Commercial	\$5,327.70	\$29,725.50

Types of Business	Local Tax Requirement
Retail	5% of gross receipts
Cultivation	\$3 per square feet
Other Commercial	3% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	6	5 (6th is slated to open soon)
Cultivation	No cap	2
Processing	No cap	0
Other Commercial Businesses	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, for all except retail.
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

No

MUNICIPALITY: Redwood City

Population: 86,200

REGULATORY OVERVIEW

Medical, recreational or both?	Neither
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	N/A	N/A
Cultivators	N/A	N/A
Processors	N/A	N/A

Local Tax Requirement	Local Tax Requirement

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Rules under development		

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

Redwood City currently has a study session under way to determine whether to develop zoning and cannabis ordinance amendments that allow for retail storefront cannabis sales and to provide input on the number, location and local regulatory requirements for retail storefront cannabis businesses.

MUNICIPALITY: Rio Dell

Population: 3,390

REGULATORY OVERVIEW

Medical, recreational or both?	Both, but medical is required for businesses to participate in adult-use commercial operations
Agency/Board providing regulatory oversight	City of Rio Dell Planning Commission

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$2,500	\$2,000
Cultivation	\$2,500	\$2,000
Processing	\$25	\$2,000
Manufacturing		

Types of Business	Local Tax Requirement
Cultivation	\$2 per square foot
All other cannabis activities	2% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	3 in town center	1, opening this fall
Cultivators	No cap	1 indoor (3 approved and 5 pending)
Processors	No cap	2
Manufacturing	No cap	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

COUNTY: Riverside

Population: 2.5 million

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning Commission recommendation and Board of Supervisors approval

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	Deposit-based fees (Initial deposit around \$15,000)	State fees only
Cultivation	Deposit-based fees (Initial deposit around \$15,000)	State fees only
Processing	Deposit-based fees (Initial deposit around \$15,000)	State fees only

Local Tax Requirement

Not taxed - Public benefit fee rates established pursuant to the Board of Supervisors B-9 Policy - Commercial Cannabis Activities

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	No cap	1 approved (6 in approval process)
Cultivation	No cap	None approved
Processing	No cap	None approved

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

A change to separation requirements between cannabis retailers has been proposed in conjunction with a cannabis retailer application.

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

The cannabis market is strong throughout Riverside County. Planning staff is processing multiple cannabis applications including retail, cultivation, microbusiness and distribution activities.

MUNICIPALITY: Sacramento

Population: 508,529

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Office of Cannabis Management

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail - Storefront	\$23,610	\$20,800
Retail - Delivery Only	\$23,610	\$20,800
Retail - Delivery Only, Less than \$500,000	\$9,760	\$8,580
Cultivation - up to 5,000 square feet	\$9,700	\$8,570
Cultivation - up to 10,000 square feet	\$20,210	\$17,840
Cultivation - up to 22,000 square feet	\$28,910	\$25,300
Distribution - up to \$5 million	\$9,200	\$8,100
Distribution - up to \$20 million	\$19,000	\$17,300
Distribution - more than \$20 million	\$33,600	\$30,400
Manufacturing - Type 1 (Class A)	\$4,440	\$3,700
Manufacturing - Type 1 (Class B)	\$8,880	\$8,400
Manufacturing - Type 1 (Class C)	\$17,660	\$15,500
Manufacturing - Type 1 (Class D)	\$30,900	\$25,625
Manufacturing - N or P (Class A)	\$2,590	\$2,290
Manufacturing - N or P (Class B)	\$7,670	\$6,750
Manufacturing - N or P (Class C)	\$16,920	\$14,875
Manufacturing - N or P (Class D)	\$28,410	\$23,400
Microbusiness (3 of: Cultivation, Distribution, Manufacturing or Retail)	\$36,800	\$35,100
Testing Lab	\$14,270	\$12,570

Local Tax Requirement

4% of gross tax receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail - Storefront	30	29
Cultivation	No cap District 6: maximum licensed area of 2.5 million sq. ft.	54
Manufacturing	No cap	23
Distribution	No cap District 6: maximum licensed area of 2.5 million sq. ft.	28
Delivery (medicinal & adult-use)	No cap, except in District 6: 50	48
Testing Lab	No cap	4
Microbusiness	No cap	3

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, except for storefront retail
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

Sacramento will be adding 10 new storefront retail permits over the next 2 years for equity members.

COUNTY: San Benito

Population: 62,808

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	San Benito County Agricultural Commissioner

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	Not permitted	
Cultivation/Processing	\$10,650 Deposit	Permit renewal fees TBD
Manufacturing	\$10,650 Deposit	Permit renewal fees TBD
Distribution	\$10,650 Deposit	Permit renewal fees TBD
Testing Lab	\$10,650 Deposit	Permit renewal fees TBD
Microbusiness	\$10,650 Deposit	Permit renewal fees TBD

Types of Business	Local Tax Requirement
Cultivation/Processing	\$5 per square foot
Manufacturing	4% of gross receipts
Distribution	4% of gross receipts
Testing Lab	1.25% of gross receipts
Microbusiness	3.5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation/Processing	50	4 provisional/not yet in operation
Manufacturing	No cap	1/not yet in operation
Distribution	No cap	0
Testing Lab	No cap	1/not yet in operation
Microbusiness	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Yes

MUNICIPALITY: San Bernardino

Population: 215,941

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail		
Cultivation	Phase I: \$2,647	
Manufacturing	Phase II: \$2,034	
Distribution	Phase III: \$1,708	
	Phase IV: \$1,237	
Microbusiness		

Types of Business	Local Tax Requirement
Retail	4% of gross receipts
Cultivation	\$7 per square foot of canopy
Manufacturing	2.5% of gross receipts
Distribution	2% of gross receipts
Microbusiness	Based on business mix
Testing	1% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	17	
Cultivation	No individual cap*	
Manufacturing	No individual cap*	
Distribution	No individual cap*	
Microbusiness	No individual cap*	
Testing	No individual cap*	

* The number of cannabis businesses allowed to operate in San Bernardino cannot exceed 1 per 12,500 residents across business types

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

MUNICIPALITY: San Diego

Population: 1.4 million

REGULATORY OVERVIEW

Medical, recreational or both? Both

Agency/Board providing regulatory oversight **Development Services Department**

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	Varies based on Deposit Accounts	Currently none, fee study underway
Facilities (includes Cultivation, Distribution and Manufacturing)	Varies based on Deposit Accounts	Currently none, fee study underway
Testing	Varies based on Deposit Accounts	None

Local Tax Requirement

8% of gross receipts for all nonmedical cannabis operators

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	36	21
Facilities (includes Cultivation, Distribution and Manufacturing)	40	6 (40 approvals granted)

BUSINESS OPPORTUNITY

Accepting New Business Licenses? Yes, pursuant to SDMC 112.0102 (a) and (b).

Potential For New Licenses? Limited

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Retail market seems robust.

MUNICIPALITY: San Francisco

Population: 883,305

REGULATORY OVERVIEW

Medical, recreational or both?

Both

Agency/Board providing regulatory oversight

Office of Cannabis oversees adult-use cannabis businesses. Article 33 medical cannabis dispensary permits overseen by the Department of Public Health.

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail - Storefront	\$5,000, first year waived for equity applicants	\$5,000 annually
Retail - Delivery	\$5,000, first year waived for equity applicants	\$5,000 annually
Cultivation	\$5,000, first year waived for equity applicants	\$5,000 annually
Manufacturing	\$5,000, first year waived for equity applicants	\$5,000 annually
Testing Lab	\$5,000, first year waived for equity applicants	\$5,000 annually
Microbusiness	\$5,000, first year waived for equity applicants	\$5,000 annually

Local Tax Requirement

No specific tax rate on cannabis businesses

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail - Storefront	No cap	43
Cultivation	No cap	44
Retail - Delivery	No cap	39
Distribution	No cap	48
Manufacturing	No cap	42
Testing Lab	No cap	1
Microbusiness	No cap	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

City Council weighing proposal to halt new cannabis retail permit applications.

MUNICIPALITY: San Jose

Population: 1 million

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Division of Cannabis Regulation

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail - Storefront		\$143,333
Retail - Delivery		\$143,333
Cultivation	Initial Application Processing Fee: \$2,785	\$143,333
Manufacturing	Zoning Code Verification: \$2,599 See full fee schedule here .	\$143,333
Distribution		\$143,333
Lab Testing		\$143,333

Types of Business	Local Tax Requirement
Retail	10% of gross receipts
Manufacturing	3% of gross receipts
Distribution	2% of gross receipts
Lab Testing	No tax

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	16	16
Cultivation	No cap	0
Manufacturing	No cap	0
Distribution	No cap	0
Lab Testing	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Yes

MUNICIPALITY: San Leandro

Population: 89,703

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Retail businesses: Board of Zoning Adjustments (BZA) and City Council Nonretail businesses: BZA

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail - Storefront	\$10,000 deposit (Conditional Use Permit)	\$35,000
Cultivation	Not permitted	Not permitted
Manufacturing	\$10,000 deposit (Conditional Use Permit)	
Testing Labs	\$10,000 deposit (Conditional Use Permit)	
Distribution/Delivery	\$128	

Types of Business	Local Tax Requirement
Retail - Storefront	5% of gross receipts
Manufacturing	3% of gross receipts
Testing Labs/Distribution	2% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	3	3
Manufacturing	No cap	3
Testing Lab	No cap	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, for manufacturing, processing/packaging and lab testing; distribution permitted as ancillary function
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

The city plans code changes to will allow stand-alone distribution permits (currently distribution is only allowed as an ancillary use associated with another cannabis use type). The City Council has also directed staff to move forward with removing Type 7 (volatile extraction) as an allowed use type.

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

The city is actively seeking applications for cannabis manufacturing, packaging and laboratory testing facilities.

MUNICIPALITY: San Luis Obispo

Population: 47,446

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail - Storefront	\$23,886	\$96,074
Retail - Non-Storefront	\$23,886	\$69,890
Cultivation	\$23,886	\$76,629
Distribution	\$23,886	\$69,890
Manufacturing	\$23,886	\$76,407
Processing	\$23,886	\$69,890
Testing Labs	\$23,886	\$69,890
Microbusinesses	\$23,886	\$69,890

Types of Business	Local Tax Requirement
Retail and Microbusiness	6% of gross receipts
Cultivation	\$7 per square foot of canopy space
Distribution	2% of gross receipts
Manufacturing, Processing, Microbusiness (nonretail) and Other	2.5% of gross receipts
Testing Labs	1% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail - Storefront	3	1
Cultivation (indoor only)	Maximum 70,000 sq ft. of cumulative canopy area	0
Manufacturing	No cap	0
Retail - Non-Storefront	No cap	1
Microbusinesses	No cap	0
Testing	No cap	0
Distribution	No cap	0

* The city anticipates one more dispensary opening in November 2020. The city also has one other dispensary acquiring its land use permit, one microbusiness acquiring its land use permit, and one other retail - non-storefront business that has been issued a Contingent Operator Permit.

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, during the annual license period, July 1-31 every year, with the City Manager authorized to open other application periods throughout the year
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

MUNICIPALITY: San Rafael

Population: 58,704

REGULATORY OVERVIEW

Medical, recreational or both? Both

Agency/Board providing regulatory oversight Department of Economic Development

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	Not permitted	
Cultivation	Not permitted	
Distribution	\$4,100	
Manufacturing - Infusions	\$4,100	
Retail - Non-Storefront	\$4,100	
Testing Labs	\$4,100	

Types of Business	Local Tax Requirement
Retail - Non-Storefront (Delivery)	4% of gross receipts
Distribution	1% of gross receipts
Manufacturing - Infusions	3% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail - Non-Storefront (Delivery)	4	2
Manufacturing - Infusions	10	5
Testing Labs	4	1
Distribution	4	2

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Delivery companies are growing and doing strong business, manufacturers are struggling.

MUNICIPALITY: Santa Ana

Population: 332,725

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning and Building Agency

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries (Medical Marijuana)	\$16,781.58	\$2,040 annually + 6% of monthly gross sales
Retail - Storefront (Adult-Use)	\$16,781.58	\$2,040 annually + 8% of monthly gross sales
Cultivation	\$16,781.58	\$2,040 annually + 6% of monthly gross sales
Distribution	\$16,781.58	\$2,040 annually + 6% of monthly gross sales
Testing Labs	\$16,781.58	\$2,040 annually + 1% of monthly gross sales
Manufacturing	\$16,781.58	\$2,040 annually + 6% of monthly gross sales

Types of Business	Local Tax Requirement
Dispensaries (Medical Marijuana)	6% of gross receipts
Retail - Storefront (Adult-Use)	8% of gross receipts or \$25 per square foot, whichever is higher
Cultivation and Manufacturing	6% of gross receipts or \$10 per square foot, whichever is higher
Distribution	6% of gross receipts or \$4 per square foot, whichever is higher

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries (Medical Marijuana)	20	19
Retail - Storefront (Adult-Use)	30	19
Cultivation	No cap	2
Distribution	No cap	7
Testing Labs	No cap	2
Manufacturing	No cap	2

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

The city is considering ordinance amendments that would allow relocation of existing dispensaries and establish consumption lounges/cafes.

COUNTY: Santa Barbara

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning & Development Department oversees cannabis-related land use entitlements, County Executive Office oversees cannabis business licenses

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation	\$3,250	n/a
Cultivation - Nursery	\$3,250	n/a
Manufacturing - Nonvolatile	\$3,250	n/a
Manufacturing - Volatile	\$3,250	n/a
Testing Labs	\$3,250	n/a
Retail - Non-Storefront	\$3,250	n/a
Retail - Storefront	\$3,250 Retail selection process deposit: \$4,100	n/a
Distribution	\$3,250	n/a
Microbusiness	\$3,250	n/a

Types of Business	Local Tax Requirement
Cultivation	4%
Cultivation - Nursery	1%
Manufacturing	3%
Retail	6%
Distribution	1%
Microbusiness	6%

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation*	No cap	73
Cultivation - Nursery*	No cap	35
Manufacturing - Nonvolatile	No cap	0
Manufacturing - Volatile	No cap	0
Testing Labs	No cap	0
Retail - Non-Storefront	No cap	1
Retail - Storefront	6	0
Distribution	No cap	0
Microbusiness	No cap	0

*Cultivation businesses have no set number of licenses, but the county has set two distinct acreage caps on cultivation:

- Unincorporated: 1,575 acres
- Carpinteria Agricultural Overlay District: 186 acres

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Cannabis operators in Santa Barbara County produce/supply a significant amount of cannabis product throughout California. Cultivation and nursery operations, in particular, are experiencing an increase in demand as a result of increased consumer demand at the retail level, driven largely by the the COVID-19 pandemic and the associated stay-at-home orders imposed statewide.

MUNICIPALITY: Santa Cruz

Population: 273,213

REGULATORY OVERVIEW

Medical, recreational or both? Both

Agency/Board providing regulatory oversight City

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$1,596	
Cultivation		
Manufacturing		

Types of Business	Local Tax Requirement
Retail and Other	7% of gross receipts
Cultivation and Manufacturing	6% of gross receipts
Distribution	2% of gross receipts
Testing Labs	1% of gross receipts
Combined Businesses	Rate applicable to each business segment

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	5	
Cultivation	No cap	
Manufacturing	No cap	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?

Potential For New Licenses?

COUNTY: Santa Cruz

Population: 273,213

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning Department and Cannabis Licensing Office

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	N/A	\$3,700
Cultivation	At cost, generally around \$1,500	\$2,700-\$7,000, depending on operations and completeness of license application
Processing	At cost, generally around \$1,500	\$2,700-\$5,000, depending on operations and completeness of license application
Distribution	At cost, generally around \$1,500	\$2,000-\$4,000, depending on operations and completeness of license application
Manufacturing	At cost, generally around \$1,500	\$2,000-\$5,000, depending on operations and completeness of license application. Type S licensees: \$500

Types of Business	Local Tax Requirement
Retail	7% of gross receipts
Cultivation	6% of gross receipts
Manufacturing	6% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	12	12
Cultivation	No cap	35
Processing	No cap	0
Distribution	No cap	8
Manufacturing	No cap	19

BUSINESS OPPORTUNITY

Accepting New Business Licenses? Yes

Potential For New Licenses? Yes

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Recent regulatory changes have increased interest in doing business here and increased licensing inquiries.

MUNICIPALITY: Santa Monica

Population: 91,411

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council, Finance Department

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	Conditional Use Permit Application: \$19,257.25 Retailer Permit Application (4 inspections): \$1,822.10 Renewal: \$1,822.10	\$109.41
Cultivation	Not permitted	
Light Manufacturing	Conditional Use Permit: \$19,257.25 Light Manufacturing Permit Application: \$99.58	\$109.41 Permit: \$99.58

Types of Business

No special taxes for legally permitted businesses

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	2	0
Light Manufacturing	No cap	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

The appeals process for two cannabis retail businesses is ongoing.

MUNICIPALITY: Santa Rosa

Population: 177,586

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City manager

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	Existing site: \$14,595 New site/development: \$19,839	
Cultivation	\$12,349	
Manufacturing - Non-Volatile	\$12,349	

Types of Business	Local Tax Requirement
Retail - Adult Use	3% of gross receipts
Cultivation	2% of gross receipts or \$5 per square foot
Manufacturing	1% of gross receipts

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: Shasta Lake

Population: 10,248

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$518	\$518
Cultivation	\$518	\$518
Distribution	\$518	\$518
Retail Nursery	\$518	\$518

Types of Business	Local Tax Requirement
Retail	6% of gross receipts
Cultivation	\$3 per square foot
Retail Nursery	6% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	3	3
Cultivation	No cap	4
Distribution	No cap	3
Retail Nursery	No cap	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: Solvang

Population: 5,876

REGULATORY OVERVIEW

Medical, recreational or both?	Medical only
Agency/Board providing regulatory oversight	City of Solvang

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries		
Cultivators		
Processors		

Local Tax Requirement	Local Tax Requirement
5% of gross receipts	

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	1	0
Cultivators	2	0
Processing	3	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	1 medical license is available
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Potential For New Licenses?

MUNICIPALITY: Sonoma

Population: 11,248

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Sonoma

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail - Storefront	\$11,000	
Retail - Non-Storefront	\$11,000	
Manufacturing	\$11,000	
Testing Labs	\$11,000	

Types of Business	Local Tax Requirement
Retail and Delivery	4% of gross revenue
Manufacturing	2% of gross revenue
Distribution	2% of gross revenue
Testing Labs	1% of gross revenue
Cultivation	\$10 per square foot

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail - Storefront	1	0
Retail - Non-Storefront	1	0
Manufacturing	1	0
Testing Labs	1	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses? No

Potential For New Licenses?

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

The city is in the process of issuing its first licenses for a commercial cannabis retail location.

COUNTY: Sonoma

Population: 494,336

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Board of Supervisors

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Cultivation	Application fees vary depending on size and lighting	
Retail/Dispensaries		
Manufacturing	Permits processed on "at cost" basis. Average range:	
Testing Labs	- Zoning: \$2,500 - Minor Use Permits: \$3,000-\$6,000	
Distribution & Transportation	- Conditional Use Permits: \$15,000-\$17,000	
Nurseries		

Types of Business	Local Tax Requirement
Retail/Dispensaries	2% of gross receipts
Cultivation	\$1.07-\$12.06 per square foot, depending on size and lighting
Manufacturing	3% of gross receipts

View complete table of cannabis tax rates [here](#).

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail/Dispensaries	9 in unincorporated county	5
Cultivation	Limited by land use type	85
Manufacturing	Limited by land use type	8
Testing Labs	Limited by land use type	1
Distribution & Transportation	Limited by land use type	8
Nurseries	Limited by land use type	3

*Some of the operations are permitted for multiple business types

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: South Lake Tahoe

Population: 22,036

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Development Services Department and Police Department

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail/Dispensaries	\$27,804	\$14,885 + \$85 per employee
Cultivation	\$27,804	\$8,635 + \$85 per employee
Manufacturing	\$27,804	\$8,635 + \$85 per employee
Distribution	\$27,804	\$8,635 + \$85 per employee
Testing Lab	\$27,804	\$8,635 + \$85 per employee

Local Tax Requirement

None. Voluntary community benefit provided through development agreement.

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail/Dispensaries	4	2
Cultivation	2	0
Manufacturing	4	0
Distribution	2	0
Testing Lab	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Testing Lab Only
Potential For New Licenses?	Testing Lab Only

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

Adult use regulations were adopted in February 2019, and the competitive process for development agreements completed in August 2019. Several retail, microbusiness and cultivation businesses are in the process of opening.

COUNTY: Stanislaus

Population: 550,660

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Board of Supervisors

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	Phase 1: Registration Interest, \$4,359 non-refundable deposit	
Cultivation	Phase 2: Cannabis Application, \$8,500 minimum processing fee/deposit (apply \$4,359 deposit), and \$1,012 per person criminal background and live scan minimum fee/deposit.	
Cultivation - Nursery	Phase 3: Initial application evaluation, third party review.	Phase 6:
Manufacturing	Must score a minimum of 80% and pass background screening to continue.	\$5,000 permit fee;
Distribution	Phase 4: Final applicant ranking. Completed through a county interview process.	\$5,000 annual renewal
Testing Lab	Phase 5a: Discretionary Land Use Entitlement Application, applicable department fees apply. Required Entitlements & California Environmental Quality Act (CEQA) review. Public Hearing.	

Types of Business	Local Tax Requirement	
Retail	8% of gross receipts	
Cultivation	<i>Mixed Light</i>	<i>Indoor</i>
- up to 5,000 square feet	\$5 per square foot	\$6 per square foot
- up to 10,000 square feet	\$5.50 per square foot	\$7 per square foot
- up to 22,000 square feet	\$6 per square foot	\$8 per square foot
Cultivation - Nursery	\$1 per square foot	
Manufacturing	8% of gross receipts	
Distribution	3% of gross receipts	
Testing Lab	2.5% of gross receipts	

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	7	7
Cultivation Distribution Manufacturing Nursery	No cap	29
Testing Lab	No cap	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	No

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

The industry seems to be doing well amid the COVID pandemic. Our focus now is getting approved businesses up and running and focusing on the purpose of our program, which is the eradication of the illegal operations in our community.

MUNICIPALITY: Stockton

Population: 311,178

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Community Development Department

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail - Storefront	\$3,570	\$16,973 + operating fees
Retail - Non-Storefront	\$3,570	\$16,973 + operating fees
Cultivation	\$3,570	\$16,973 + operating fees
Manufacturing	\$3,570	\$16,973 + operating fees
Distribution	\$3,570	\$16,973 + operating fees
Testing Labs	\$3,570	\$16,973 + operating fees
Microbusiness	\$3,570	\$16,973 + operating fees

Types of Business	Local Tax Requirement
Retail	5% of gross receipts
Cultivation	5% of gross receipts
Manufacturing	3% of gross receipts
Distribution	1% of gross receipts
Microbusiness	5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail - Storefront	No cap, 2 issued annually	5
Retail - Non-Storefront	No cap	5
Cultivation	No cap	3
Manufacturing - Nonvolatiles	No cap	0
Testing Labs	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: Thousand Oaks

Population: 127,690

REGULATORY OVERVIEW

Medical, recreational or both?	Medical
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Dispensaries	Phase 1 - Eligibility \$3,919	
	Phase 2 - Initial Ranking \$2,973	
Cultivation	Phase 3 - Interview & Inspection \$2,473	
	Phase 4 - Final Approval \$3,142	
Manufacturing	Location Certification (per location) \$269.00	
Nursery	Background Review (Each Owner/Manager) \$442	
Distribution	Cannabis Business Permit Issuance Fee \$5,308	
	Employee Permit Application Fee \$292	
Testing Labs	Renewal Fees	
	Business Permit Renewal Fee \$6,416	
	Employee Permit \$102	
Delivery	Business Appeal Fee \$1,445	
	Location Transfer Fee \$1,588	
	Ownership Transfer Fee \$1,401	

Microbusiness

Types of Business	Local Tax Requirement
Dispensaries, Delivery and Microbusiness	4% of gross receipts
Cultivation:	
- Artificial lighting	\$7 per square foot
- Mixed lighting	\$4 per square foot
- Natural lighting	\$2 per square foot
Nursery	\$1 per square foot
Testing Labs	1% of gross receipts
Distribution	2% of gross receipts
Manufacturing, Nonretail Microbusiness or Other	2.5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Dispensaries	2	0
Testing Lab	1	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Delivery from outside city only
Potential For New Licenses?	Delivery from outside city only

MUNICIPALITY: Truckee

Population: 16,561

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Planning Commission

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail/Dispensaries	Not permitted	
Cultivation	Not permitted	
Manufacturing	Not permitted	
Delivery Service	\$6,500 initial deposit for Use Permit	

Local Tax Requirement

State taxes; no additional local tax requirements.

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Delivery Service	No cap; based on zoning and approvals	2 operating, 1 pending

BUSINESS OPPORTUNITY

Accepting New Business Licenses? No business license program at this time; cannabis license required as part of Use Permit.

Potential For New Licenses?

MUNICIPALITY: Vallejo

Population: 121,913

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail		Annual Regulatory Permit Per Permitted Site \$8,288 Appeal of Revocation Decision Per Appeal Request \$4,773 Modification of Permit Conditions Per Application \$1,279 Appeal of Modification Decision Per Appeal Request \$1,464
Cultivators		
Processors		

Types of Business	Local Tax Requirement
Retail (Adult Use)	7% of gross receipts
Cultivation	5% of gross receipts
Manufacturing	5% of gross receipts
Distribution	2% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
General Cannabis Business	11	11

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	No

MUNICIPALITY: Watsonville

Population: 53,920

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Community Development Department

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$11,638	
Cultivation	\$9,408	
Manufacturing	\$9,408	
Distribution	\$9,408	
Processing	\$9,408	
Testing	\$9,408	

Local Tax Requirement

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	3 (1 equity)	0
Cultivation	6 (1 equity)	5
Manufacturing	14 (1 equity)	
Distribution	1 (1 equity)	
Processing	2 (1 equity)	0
Testing	No cap (1 equity)	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes, during specific application period
Potential For New Licenses?	Yes

MUNICIPALITY: West Hollywood

Population: 36,854

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	Business License Commission and City Council

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$9,880	Initial Year \$4,035; Renewals \$2,070
Consumption Lounge	\$9,880	Initial Year \$4,035; Renewals \$2,070
Delivery	\$5,025	Initial Year \$2,735; Renewals \$1,015
Cultivation	Not permitted	N/A

Local Tax Requirement

7.5% gross receipts business tax on adult-use/recreational sales

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	11	6
Consumption Lounges	16	1
Delivery	8	3

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	No
Potential For New Licenses?	No

CURRENT PROPOSED CHANGES

The City recently made a number of regulatory changes to its ordinance, a summary of these changes will be provided on the city's website within the next several weeks. However, all of the information provided above (including number of licenses) is up to date and will not change.

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

The dispensary market continues to remain strong, however the consumption lounge market has been slowed by COVID-19.

MUNICIPALITY: West Sacramento

Population: 53,727

REGULATORY OVERVIEW

Medical, recreational or both? Both

Agency/Board providing regulatory oversight **Planning Commission and City Council**

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	N/A	N/A
Cultivation	\$5,000 (deposit only; time and materials)	
Manufacturing	\$5,000 (deposit only; time and materials)	
Testing labs	\$5,000 (deposit only; time and materials)	
Distribution	\$5,000 (deposit only; time and materials)	
Processing	\$5,000 (deposit only; time and materials)	

Local Tax Requirement

2.5% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivation	No cap	0
Processing	No cap	0
Distribution	No cap	3
Manufacturing	No cap	2
Testing labs	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

CURRENT PROPOSED CHANGES

None

COMMENTS ON CURRENT MARKET CONDITIONS IN THIS LOCATION?

West Sacramento has a suitable building stock for cannabis companies. No retail in any form.

MUNICIPALITY: Willits

Population: 4,935

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$14,459	
Cultivation	Up to 5,000 square feet: \$3,943 Up to 10,000 square feet: \$7,886 Up to 22,000 square feet: \$17,350	
Manufacturing	\$17,530	
Distribution	\$10,410	
Packaging and Processing	\$9,254	
Infusion	\$2,429	
Testing Lab	\$3,470	

Types of Business	Local Tax Requirement
Retail	4% of gross receipts
Cultivation:	
- Artificial Lighting	\$7 per square foot
- Mixed Lighting	\$4 per square foot
- Nursery	\$1 per square foot
Manufacturing	2.5% of gross receipts
Distribution	2% of gross receipts
Packaging and Processing	2.5% of gross receipts
Infusion	2.5% of gross receipts
Testing Lab	1% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	3	

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Yes

MUNICIPALITY: Woodlake

Population: 7,640

REGULATORY OVERVIEW

Medical, recreational or both?	Both
Agency/Board providing regulatory oversight	City of Woodlake

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	\$2,399	\$10,144
Cultivation	\$2,399	\$10,139-\$15,209
Manufacturing	\$2,399	\$20,234
Testing Lab	\$2,399	\$4,454
Distribution	\$2,399	\$4,454

Types of Business	Local Tax Requirement
Retail	5% of gross receipts
Cultivation	\$6 per square foot
Manufacturing	4% of gross receipts

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Retail	2	2
Cultivation	No cap	2
Manufacturing	No cap	1
Other	No cap	0

BUSINESS OPPORTUNITY

Accepting New Business Licenses?	Yes
Potential For New Licenses?	Cultivation, Manufacturing, Distribution, Testing

COUNTY: Yolo

Population: 220,500

REGULATORY OVERVIEW

Medical, recreational or both? Both**Agency/Board providing regulatory oversight** Department of Community Services, Cannabis Task Force

LOCAL BUSINESS TAXES & FEES

Types of Businesses Licensed	Application Fees	License Fees
Retail	Not permitted	N/A
Cultivation	\$13,569 Initial Application \$4,158 Annual License Renewal	Seasonal license (April 15-Dec. 15), up to 1/4 acre: \$15,833 Each additional 1/4 acre up to 1 acre: \$4,737 Year-round annual license, up to 1/4 acre: \$22,931 Each additional 1/4 acre up to 1 acre: \$7,54
Processors	Not permitted	N/A
Processing/Manufacturing	\$7,757	Annual \$35,047
Distribution	\$7,757	Annual \$13,500
Testing	\$7,757	Annual \$6,730

Local Tax Requirement

4% gross receipts for cultivation; 5% for other license types

SUPPLY CHAIN DYNAMICS

Business Type	Number Businesses Allowed	Number of Businesses Operating (As of August 2020)
Cultivators	78	47
Disribution (for own product only)	78	1

BUSINESS OPPORTUNITY

Accepting New Business Licenses? No**Potential For New Licenses?**

CURRENT PROPOSED CHANGES

The Board of Supervisors is developing a Cannabis Land Use Ordinance on allowed cannabis license types, assumed numbers of operations, allowed locations based on zoning, controls on overconcentration and required buffers from identified sensitive uses.

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Alameda County.....	12	Nevada City.....	86
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Berkeley.....	15	Oakland.....	89
Brisbane.....	17	Oceanside.....	91
Capitola.....	19	Pacifica.....	93
Carpinteria.....	20	Palm Desert.....	94
Cathedral City.....	22	Palm Springs.....	95
Ceres.....	24	Pasadena.....	97
Chula Vista.....	25	Paso Robles.....	98
Coalinga.....	26	Placer County.....	99
Commerce.....	28	Pomona.....	100
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Costa Mesa.....	32	Redwood City.....	103
Culver City.....	33	Rio Dell.....	104
Davis.....	35	Riverside County.....	105
Desert Hot Springs.....	37	Sacramento.....	106
El Dorado County.....	38	San Benito County.....	108
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Hanford.....	49	Santa Ana.....	123
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Marysville.....	73	Vallejo.....	147
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Merced.....	76	West Hollywood.....	149
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