

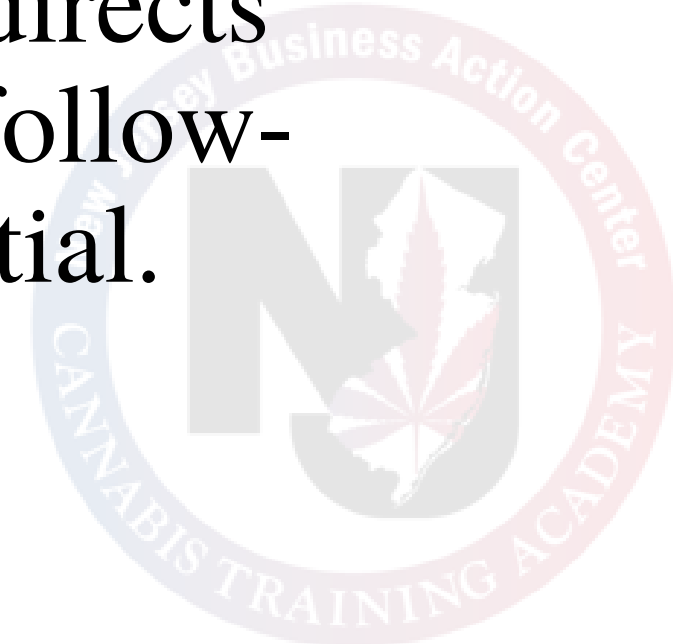


# NJBAC CANNABIS TRAINING ACADEMY OVERVIEW



# NJBAC Helps Local Businesses

- New Jersey Business Action Center (NJBAC) is a business advocacy team within the Department of State, dedicated to solving problems and maximizing growth opportunities for local businesses.
- NJBAC provides business support for small, medium and large companies & non-profit organizations.
- NJBAC connects local businesses to government agencies, directs businesses to appropriate officials, facilitates meetings and follow-ups with regulatory agencies at no cost and strictly confidential.



# NJBAC Helps Local Businesses

## 30 PLUS YEARS OF SERVICE TO NJ BUSINESSES

### Three Offices Devoted to Business Advocacy:

**Office of Business Advocacy** – Help with real estate site searches, to find the right location whether growing or consolidating, navigating permitting, energy efficiency grants incentives, financing, and workforce development programs

**Office of Small Business Advocacy** – From startups to main street, help small businesses access funding, licenses, certifications, tax compliance, business planning and mentoring

**Office of Export Promotion** – Companies interested in global business activities can tap into a number of resources, like creating an export plan, guidance in identifying global export markets, guiding you through foreign custom procedures and access to federal grants to fund export plans



# Meet the NJBAC Cannabis Training Academy Team

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- Melanie Willoughby; *Executive Director of the NJBAC*
- Penni Wild; *Deputy Executive Director of the NJBAC*
- Bionda Rizvani; *Program Administrator of the NJBAC Cannabis Training Academy*
- Jessica F. Gonzalez; *Attorney, Professor & Consultant to NJBAC Cannabis Training Academy*
- Kelly Whyman; *CEO of Cann Do LLC & Consultant to NJBAC Cannabis Training Academy*
- Sarah Londberg; *Contractor for Cann Do LLC & Consultant to NJBAC Cannabis Training Academy*



# NJBAC Cannabis Training Academy Pillars

**EDUCATE.** NJBAC has prepared a course catalog for over 60 courses pertaining to application preparedness, business plan development and tutorials for application submission. *All courses will be available at no cost.*

**EMPOWER.** NJBAC shall onboard instructors with cannabis related experience and a track record of success in their respective field to teach courses.

**ESTABLISH.** NJBAC shall onboard mentors for each course to provide additional support through on-going mentorship for prospective cannabis entrepreneurs.



# NJBAC Cannabis Training Academy Format

**Classes** will be available virtual, on demand. Students learn at their own pace. Courses will be a mix of PowerPoint, video instruction, and supporting course material. Transcripts will be available for each course/video; all videos will be captioned and made available as an audio file as well. ***All courses will be translated into Spanish.***

**Live Q&A sessions** by mentors from the industry will help students with their individual questions, initially, once every two weeks. More sessions may be added as required.



# Instructors & Mentors

## *Providing Access to Vetted Professionals*

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- All instructors and mentors shall go through a proper vetting process to ensure they are knowledgeable in their respective fields and can relay information in a way that is relatable and digestible.
- Instructors shall teach courses, prepare supplementary materials, and hold weekly virtual office hours.
- Mentors shall be assigned to specific courses & hold weekly virtual Q&A sessions with students.
- Students, instructors, and mentors are free to engage with one another for services.



# Pop-Up Webinars

## *Current Events & Hot Topics*

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- ✓ Ancillary cannabis businesses
- ✓ Cannabis consumption lounges
- ✓ Q&A with Cannabis Hiring/Staffing Agency
- ✓ Cannabis Advocacy
- ✓ Cannabis Best Practices
- ✓ Seed to Sale Training
- ✓ Any other webinars pertaining to current events.





## Cannabis Training Academy Student Journey

Overview of what students will learn and be able to accomplish at each level.

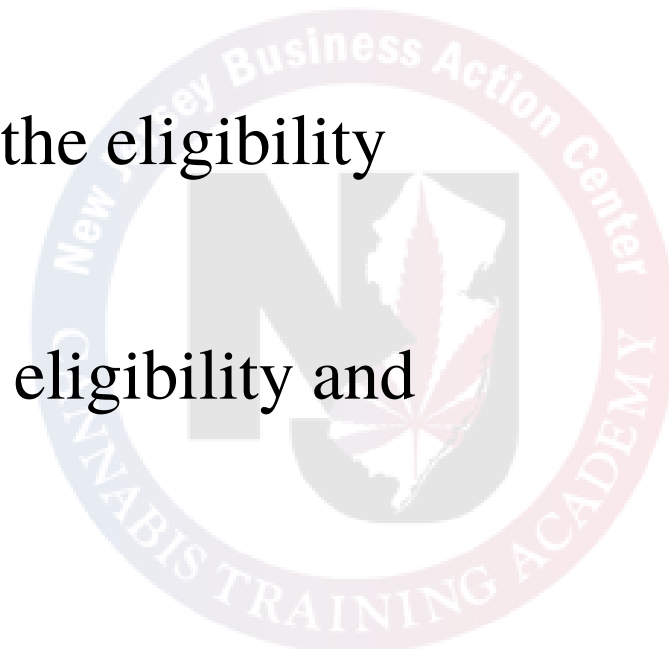


# NJBAC Cannabis Training Academy: *Course Overview*



# Leveling up: Level 1 *Qualification Courses*

License Type	<b>What license type can I apply for?</b> This course will provide an overview of the 6 different licenses types available.
Application Type	<b>What type of application can I submit?</b> This course will provide an overview of the two ways an applicant can apply for a state cannabis license in NJ.
Business Category	<b>What is my business category?</b> This course will provide an overview of the two different business categories an applicant may select.
Social Equity	<b>Do I qualify as a Social Equity Applicant?</b> This course will provide an overview of the eligibility and qualifications for Social Equity businesses.
Diversely Owned	<b>Do I qualify as a Diversely Owned Applicant?</b> This course will provide the eligibility and qualifications for Diversely-Owned businesses.
Impact Zone	<b>Do I qualify as an Impact Zone Applicant?</b> This course will provide the eligibility and qualifications for Impact Zone businesses.



# Leveling up: Level 2

## *Introduction To Cannabis Laws & Regulations*

History of U.S. Cannabis Prohibition

**How and why was cannabis made illegal?** This course will provide an overview of the history of U.S. cannabis prohibition.

NJ Medical & Adult Use Cannabis Legalization

**How did we get here?** This course will provide an overview of the history of adult-use and medical cannabis legalization in NJ.

Introduction to the CREAMM Act.

**What is the CREAMM Act?** This course will provide an overview of the CREAMM Act, the statute that legalized adult-use cannabis in NJ.

Introduction to CRC Regulations (Part 1)

**What are the CRC regulations I need to follow?** This course will provide an overview of the CRC regulations all applicants must follow to apply for and operate a cannabis establishment in NJ.

Introduction to CRC Regulations & the Notice of Application Acceptance (Part 2)

**What are the CRC regulations I need to follow?** This course will provide an overview of the CRC regulations all applicants must follow to apply for and operate a cannabis establishment in NJ.

Municipal Laws

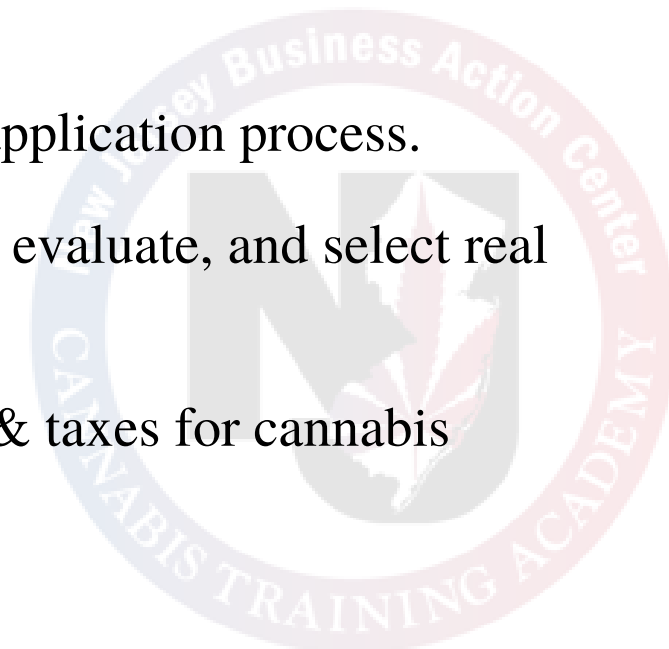
**What is municipal approval?** This course will provide an overview of the municipal application process.

Real Estate Considerations

**How can I obtain site control?** This course will provide an overview of how to assess, evaluate, and select real estate for your cannabis establishment.

Funding, Banking, and Taxation

**How do I pay for this?** This course will provide an overview of fundraising, banking, & taxes for cannabis establishments.





# Leveling up: Level 3

## *NJ-CRC Portal Tutorial*

CRC Portal Overview

**What is the CRC portal?** This course will provide an overview of the CRC portal to submit your application.

CRC Portal Tour

**How I work within the CRC portal?** This course will provide a virtual tour of the CRC portal.

CRC Portal Setup

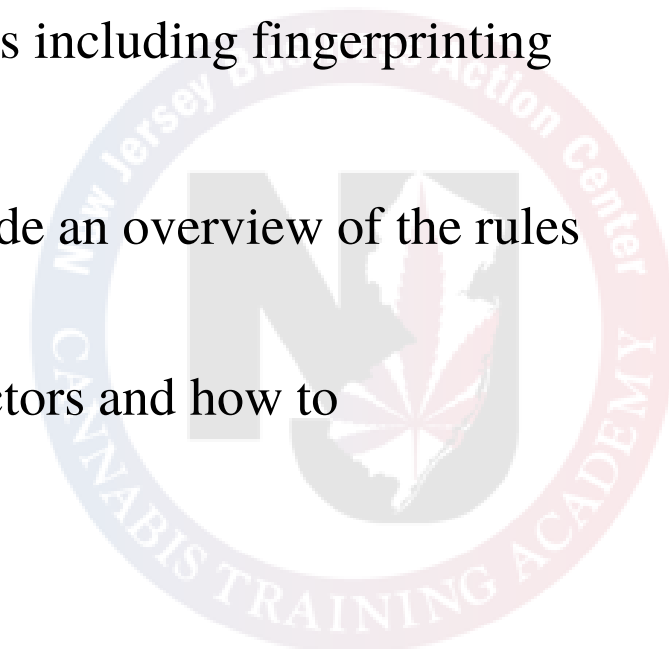
**How can I make sure I get this right?** This course will provide tips and tricks to best prepare for an easy and accurate submission.



# Leveling up: Level 4

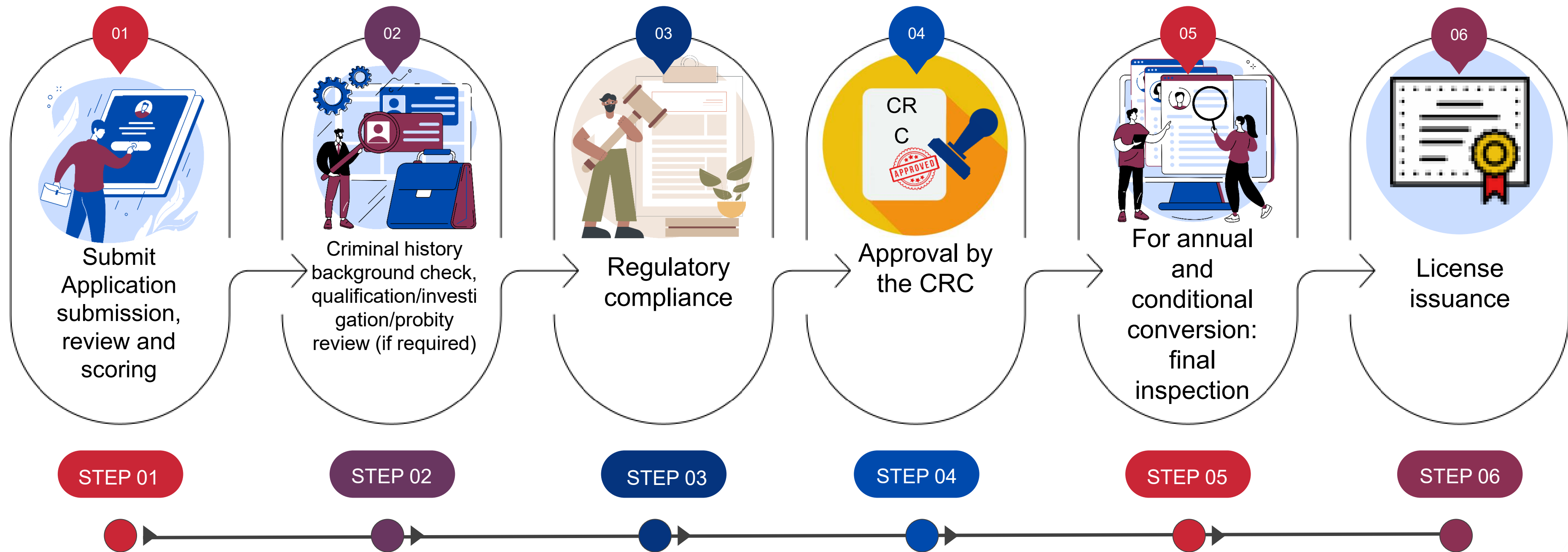
## *Application Preparedness*

Application Scoring Criteria	<b>What's the score for approval?</b> This course will provide an overview of the scoring criteria for conditional and annual applicants.
Application Fees	<b>How much does it cost to submit my application?</b> This course will provide an overview of the application and renewal fees.
Business Formation Documents	<b>How do I set up my business with NJ?</b> This course will provide an overview of how to form your company and the different formation documents necessary for the application.
Personal History Disclosure Forms	<b>What is Personal History and Entity Disclosure Form?</b> This course will walk students through the personal history and entity disclosure forms and the parties required to fill out both.
Live Training, Part 3: Location Information	<b>How do I approach a prospective municipality?</b> Guidance on how to work with municipalities, ask the right questions, and gain the approval you need.
Criminal Background Checks	<b>What else do I need to disclose?</b> This course will provide an overview of disclosure forms including fingerprinting and criminal history background check requirements.
Management Service Agreements ("MSA") and Financial Source Agreements ("FSA")	<b>What are management service contractors &amp; financial sources?</b> This course will provide an overview of the rules and regulations for MSAs and FSAs.
Vendor Agreements	<b>What are Vendor Contractors?</b> This course will provide an overview of Vendor Contractors and how to memorialize relationships with vendor contractors.



# What is an Annual License?

“Annual License” is the state license required to begin cannabis operations.

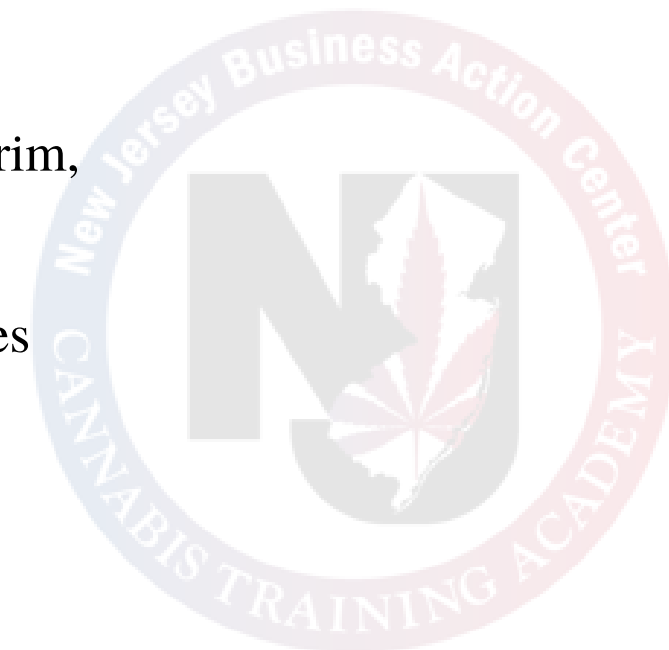




# Legacy to Legal (“L2L”) Curriculum

## Current Contemplated Courses

<b>Tax Structures and Regulations</b>	Guide applicants through the regulatory environment, IRS 280E requirements, tax planning and prep, sales tax, audited financial statements, policies/procedures
<b>Foundation and Evolution of Cannabis Genetics</b>	Genetics, growth conditions, quality and high-quality harvest – science – new seeds, new strains
<b>Supply Chain and Inventory Management</b>	Establishing proper relationships, purchasing, reporting
<b>Create a Scalable Business</b>	Structure and scale your business for growth
<b>Regulations, Risk Management, and Reporting</b>	Internal controls, security, reporting
<b>Required Regulatory Testing</b>	Licensed labs must sample and test all batches of plants, flowers, trim, and product before being marketed
<b>Best Business Practices in the Cannabis Industry</b>	Transacting business within the cannabis industry and best practices



# How NJBAC Can Assist *Cannabis Entrepreneurs Now*

**BUSINESS NAME:** Your business name reflects your brand and is your first piece of marketing. To check availability for the name you want, visit:

<https://www.njportal.com/DOR/BusinessNameSearch/Search/Availability>

**EIN Number:** Your EIN # registers your company for federal tax purposes. Once you know your name is available, visit [www.IRS.gov](http://www.IRS.gov)

**Create Legal Entity/Business Registration** to set up your legal structure and all your accounts, including employee withholding and state taxes. Visit:

<https://www.nj.gov/treasury/revenue/gettingregistered.shtml>

After completing the steps above, register as a woman/minority/veteran-owned or small business. Learn about business certification and eligibility at:

<https://www.nj.gov/treasury/revenue/business-cert-program.shtml>

**Call NJBAC at 1-800-Jersey7 OR LIVE CHAT at [www.business.nj.gov](http://www.business.nj.gov)**

**Register for Updates on Academy at: <https://www.nj.gov/state/bac/cannabis>**

