



# NEW JERSEY CANNABIS

## RETAIL STORE LICENSING

YOUR ROADMAP



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[www.CannabisLicenseExperts.com](http://www.CannabisLicenseExperts.com)

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# TRUST THE EXPERTS AND GET LICENSED FASTER!

Your path to opening up a Cannabis Retail Store starts here. We're with you, every step of the way.

# Cannabis Retailer Licensing Journey Map

- |   |   |    |  |
|---|---|----|--|
| 1 | Prepare a Business Plan                         | 7  | Prepare Application Regulatory Plans & Procedures        |
| 2 | Apply for a Conditional License                 | 8  | Prepare a Financial Plan & Raise Capital                 |
| 3 | CRC Application Review & Scoring                | 9  | Apply for a Conditional to Annual Conversion Application |
| 4 | Conditional License Issued & Valid for 120 Days | 10 | CRC Application Review & Scoring                         |
| 5 | Secure Retail Location & Local Approval         | 11 | Facility Inspection                                      |
| 6 | Obtain Liability Insurance                      | 12 | Annual License Issued                                    |

*CRC: Cannabis Regulatory Commission*

## Secure your Licenses and Authorizations

The Cannabis Regulatory Commission (CRC) has responsibility for regulating cannabis retail stores in the State of New Jersey under the New Jersey *Cannabis Regulatory, Enforcement Assistance, and Marketplace Modernization (CREAMM) Act of 2021*. To open and operate a cannabis retail store and sell recreational cannabis, you must obtain a Class 5 Retailer license. There are two pathways to obtaining a license. You can either 1) apply for a conditional license and convert to an annual license during the 120-day conditional license period; or 2) directly apply for an annual license. Conditional licenses are beneficial as they allow applicants time to complete all regulatory requirements for an annual license and are granted priority review by the CRC.

### 1. Cannabis Retail Conditional License

To obtain a conditional license the CRC will review and score your application in the order submitted. Priority review will be granted to Social Equity, Diversely-Owned, and Impact Zone businesses. Applicants that meet the eligibility criteria set out in the *CREAMM Act* and N.J.A.C. 17:30 will be awarded a conditional license.

### 2. Cannabis Retail Annual License

Once businesses obtain a conditional license they will have 120 days to convert to an annual license. Conditional licensees may apply for a 45-day extension granted on a case-by-case basis by the CRC. Businesses must pass a facility inspection before final approval of the annual license is obtained.

## Class 5 Retailer Conditional License

To submit an application for a Class 5 Retailer conditional license, you must pay an application submission fee of \$200 and a conditional license approval fee of \$800.

To be eligible for a Class 5 Retailer conditional license, you must meet the following criteria:

- Register your legal entity that will hold the license with the State of New Jersey Division of Revenue and Enterprise Services in the Department of Treasury and obtain a Federal Employer Identification Number (FEIN).
- Determine whether your business qualifies as a Social Equity, Diversely-Owned, or Impact Zone business.
- Identify a *proposed* retail location. The retail location must be secured during the 120-day conditional license period.
- Prepare a full Business Plan which includes the description of your business, how you will execute the goals of your business, management profile(s), and a financial plan detailing your budget and overview of proposed financing to fund the operational costs of your business.
- Prepare a Regulatory Compliance Plan detailing how your business will comply with the laws of the *CREAMM Act* and the rules and regulations for cannabis businesses under N.J.A.C. 17:30.
- Prepare a plan for how your business will obtain liability insurance.
- Each owner has an adjusted gross income of no more than \$200,000 or \$400,000 if filing jointly for the previous tax year.
- Disclose all persons and entities who hold interest in the business. At least one owner must have been a New Jersey resident for at least two years.



## Class 5 Retailer Conditional to Annual Conversion License

To submit an application for a Class 5 Retailer conditional to annual conversion license, you will pay a conditional conversion submission fee of \$200 and an approval fee of \$800. Once the application is approved the annual license fee for a Class 5 Retailer is \$10,000.

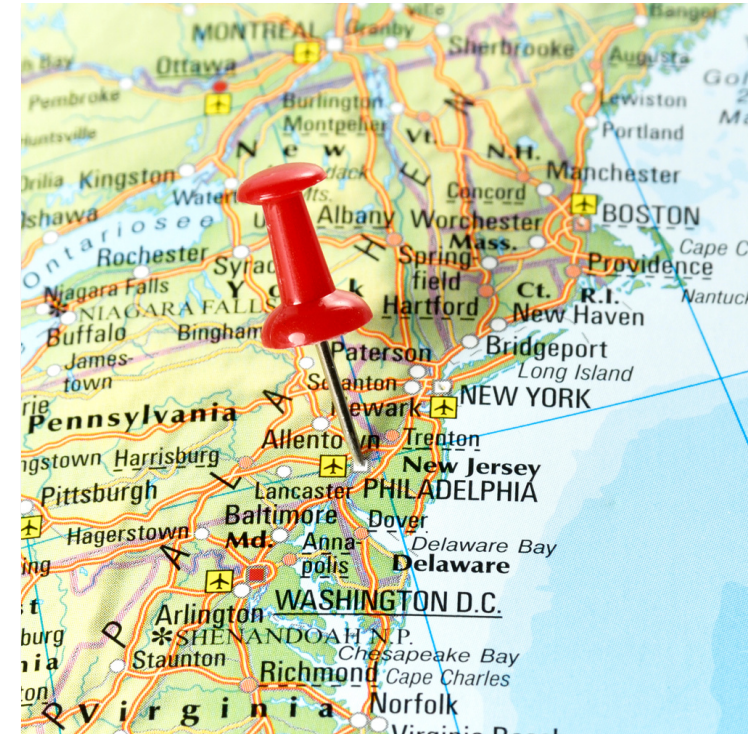
To be eligible for a Class 5 Retailer annual license, you must meet the following criteria:

- Secure a business location that is compliant with local codes and ordinances in regards to zoning and distance setback requirements from any specified sensitive use sites such as, schools, playgrounds, day care centers or places for religious worship.
- Obtain approval from the local municipality where your dispensary will be located in the manner as determined by the local municipality.
- All owners with decision making authority must submit to a background check verifying the individual's criminal history does not include a disqualifying offense.
- Provide a Financial Plan and sources of funding.
- Prepare a Site Plan detailing the layout of the business and a description of its suitability to meet the operational and safety needs of your business.
- Prepare Standard Operating Procedures (SOP).
- Prepare an Environmental Impact Plan, Safety and Security Plan, Community Impact Plan, and a Workforce Development and Job Creation Plan.
- Pass a facility inspection. Successful completion of the facility inspection will result in issuance of an annual license and payment of the annual license fee. Once the license fee is paid you're ready to open for business!

# Trust The Experts And Get Licensed Faster!

With over 9 years experience, the team at Cannabis License Experts has submitted over 250 cannabis and psychedelics license applications, with ZERO REFUSALS from Health Canada or any provincial governments. There are several reasons to trust Cannabis License Experts with your application, including:

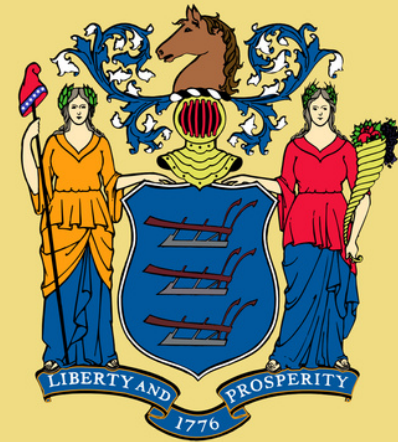
1. Once your licensing project begins, one of our Senior Regulatory Specialists will be assigned to guide you through the entire process, effectively acting as your Project Manager for the duration of the application process, all the way through until you are licensed.
2. Our experienced team will help you navigate through the process and ensure your application is completed in a thorough and accurate manner, so you avoid any unnecessary delays.
3. Licensing packages cover all applicable requirements including: Floor plan design, detailed security plan, completion of all application documents, preparation of Standard Operating Procedures (SOPs), site evidence packages, timely response to all RMIs, and more.
4. We offer competitive rates and industry-leading value and results.
5. Our services are not limited to licensing – we offer additional solutions through our own team, as well as a network of partners, covering all the aspects to successfully set up your business.



# Additional Services

Cannabis License Experts prides itself in offering solutions beyond the licensing journey, to help ensure you have the necessary tools to establish your operation. This includes:

- Business Plan services
- Gap assessments
- Commercial real estate broker services
- Facility design (new and retrofit of existing structures)
- Production equipment providers
- Security equipment providers
- Security tendering
- Insurance broker services
- Banking services
- POS recommendations/setup
- Digital platform services
- Budtender training (retail)
- Interior design
- Post-licensing audits
- Retainer packages for ongoing consultation





### Steve St. Michael

Cannabis 228

5 ★



"Cannabis License Experts have made our Cannabis application a breeze. No hassles, no trying to call the Government looking for answers wondering where your application is at. You can call your Cannabis License Experts representative at anytime. If they don't have the answer you were looking for they get right on it and provide you with your request."

### Matthew Caton

YIELD Cannabis Co.

5 ★



"Cannabis License Experts, and their team were retained by our company to help us along the way with a Retail Cannabis License. Brian Wolf along with Kalpna Mistry and their team of experts were there the entire way through the process. At times, when we had questions as clients, their team was always available for support. I feel, without Cannabis License Experts' assistance in this endeavor, we would have been months behind an already competitive process."

### Omid Meimandi

Power Plant Smoke

5 ★



"It's been an absolute pleasure working with CLE. They are extremely knowledgeable in this new industry. I was able to obtain a License because of CLE who helped with every step of the Application process. I will be using their services again in the short future."