

DELIVERY LICENSE PRESENTATION RECAP

Licensing Workgroup Meeting November 10, 2021



**Adrian Wayman – Founder & Owner
Cannabis Delivery Company in Portland, OR**



<https://www.businessinsider.com/why-its-so-hard-to-start-cannabis-weed-marijuana-company-2021-8>

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- Opened in 2017
- He estimates it was about \$250,000 to start up, including inventory.
 - No limitations on how big he can get.
- Delivery only licenses allowed him to get into the industry.
- He works with over 100 producers and processors.

- He operates like any storefront but without foot traffic. No onsite sales, all sales are via delivery.
- They are licensed like any other cannabis retail store. (He currently has two licenses, one with the state and one with the city of Portland.)
- They must have all the same equipment, cameras, safes, etc.
 - Sales data and deliveries are tracked through Metric, a system put in place by the Oregon Liquor Control Commission. They check ID at delivery, require a signature and the system tracks all deliveries to the consumer.
- Recently passed HB 2519 will allow them to deliver to adjacent counties and jurisdictions now too.
- Oregon has no cap on licenses, but the issue is finding a location that fits land and building use.
 - Delivery Only license allowed him to find a location that's within 1000 ft of a storefront retail because he's not walk-up retail.

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- There needs to be a lockbox in the vehicle, but he's grateful there are no cameras in the delivery vehicles required because it wouldn't be affordable.
- Orders are placed online via a website. Payment is taken upon delivery.
 - They take credit/debit, apply pay or cash at delivery.
- For an order they must collect the customers name, date of birth, address and the information must be stored for 2 years.
- Delivery drivers must have a Cannabis Handlers Permit, which is similar to an alcohol serving permit.
 - There's an online course that goes over how to verify ID, make sure you aren't selling to anyone visually intoxicated, etc..
 - The card is valid for 3 years, you pass a background check, no felony record.