



County of Humboldt

Project Trellis Cannabis Business Micro-Grant

Updated Nov. 11-20-2020

Thank you for your interest in the Project Trellis Cannabis Business Micro-Grant Program. As specified in Humboldt County Resolution 20-33, the program's purpose is to:

...bolster the cannabis industry, and protect future cannabis excise tax revenues by providing services to populations and communities in Humboldt County who were adversely affected by the criminalization of cannabis, to develop a framework for supportive programs designed to sustain and grow Humboldt County's cannabis industry, and to assist cannabis businesses as they work to overcome the financial and logistical challenges of coming into compliance.

Please see the [Project Trellis Cannabis Business Micro-Grant webpage](#) for more details as found in the [applications instructions](#), [Notice of Funding Availability \(NOFA\)](#), and [scoring rubric](#). Please contact [Peggy Murphy](#) at pmurphy@co.humboldt.ca.us or (707) 599-0125 to discuss any questions about your application.

Update Notice

The Project Trellis Cannabis Business Micro-grant Notice of Funds Available (NOFA) and application were updated November 20th, 2020, based on input from the Board of Supervisor's and the public.

Grant Amount

The total allocation for the current year is \$516,492 and will be allocated to selected project proposals. Individual applicants may apply for up to \$10,000. Collaborative, mutually beneficial cooperatives and associations may apply for up to \$50,000.

The link to the application form, instructions, and example scoring rubric can be found at <http://gohumco.org/236/Project-Trellis-Micro-Grants>.

Eligibility

As defined by Resolution 19-45 as amended by Resolution 20-33, to be eligible for funding, applicants must be:

- 1) a Humboldt County based business, cooperative or association (examples include, but are not limited to: Cannabis Cooperative Association, Road Maintenance Association, Agricultural Cooperative), or nonprofit organization
- 2) having 75% or more of its operations based in Humboldt County;
- 3) currently licensed and registered to operate in Humboldt County*;
- 4) whose activities are specific to the cultivation, processing, manufacturing, distribution or retail of cannabis, or whose organization provides support and/or services to the cannabis industry.

*If an applicant is not licensed or registered, but is in the process of doing so, it may apply for grant funds for the purpose of completing the licensing and permitting process.

Application Process

Applications should be submitted electronically. However, hard copies are accepted if some documents are easier to submit in paper format. Applications are to be submitted electronically via the

online application form found at: <http://gohumco.org/236/Project-Trellis-Micro-Grants>. Electronic attachment formats accept are: PDF, JPEG, or PNG. A PDF download is available via the online application platform, which can be returned via email, including all required attachments, to pmurphy@co.humboldt.ca.us. Hard copies can be mailed or delivered to the County of Humboldt County Administrative Office's Office of Economic Development, Attn: Peggy Murphy, 520 E Street, Eureka, CA 95501. Only complete applications, including all required attachments, will be accepted for consideration.

Applications may be subject to public disclosure pursuant to the California Public Records Act.

Please contact Peggy Murphy by phone at 707-599-0125 or email at pmurphy@co.humboldt.ca.us to discuss any questions about your application.

Application Packet Checklist

Required (per County Resolution 19-45) All documents listed below must be submitted at the time of application to be considered for funding. Applicants may be required to submit other documentation depending on the nature of their application and project. Document formats accepted for upload are PDF, JPEG, PNG.

- Completed Application/Coversheet
- Project Narrative
- Project Budget that includes revenue and expenses
- Documentation certifying legal status of business
- Proof of business or agency licensing
- Proof of regulatory compliance
- Any accompanying and supportive project documents such as site maps, equipment specifications, contractor bids and estimates.

Optional Attachments that may be Included:

- Timeline with expected project milestones and completion dates
- Letters of support: attach documentation of collaboration and/or project need in the form of Letters of Support, Letters of Partner Commitment, and/or Memoranda of Understanding
- Brief resumes of key personnel
- Market Analysis
- Business Plan
- Associated Research



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Application Coversheet

Applicant Name and Title

Street Address

Street Address Line 2

City State

Postal / Zip Code Country

Applicant Phone Applicant Email

Applicant interest in project/site

Business/Association Name

Please note: Applications may be disclosed pursuant to the California Public Records Act. If you are including information you consider confidential in this application, please see the “additional information” section of Narrative questions.



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Applicant Eligibility

- Are you applying as a Humboldt County based business, cooperative, association, or nonprofit organization? Yes No
- Are 75% or more of its operations based in Humboldt County? Yes No
- Are you currently licensed and registered to operate in Humboldt County? Yes No
- Are the activities of your business, association, or organization, specific to the cultivation, processing, manufacturing, distribution or retail of cannabis, or whose organization provides support and/or services to the cannabis industry? Yes No



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Business or Association Type

\$10,000 Eligibility

- Cultivation (as defined in Humboldt County Code 719 3)
- Retail
- Manufacturing
- Distribution
- Cannabis Support Business

Cultivation Lighting (as defined in Humboldt County Code 719-3)

- Outdoor
- Mixed Lighting
- Indoor

\$50,000 Eligibility

Cannabis Cooperative (As defined in California Business and Professions Code § 26220 et seq.)

Road Maintenance (As defined in Humboldt County Code Section 314 55.4.12.1.8.4)

Nonprofit Cooperative Associations (As defined in California Food and Agriculture Code 54001 et seq)

Nonprofit Mutual benefit Corporations (As defined in Corporations Code 7110 et seq; and consisting of 2 or more entities)

Agricultural Cooperatives (As defined as user owned, user controlled, and user benefitting with Articles of Incorporation as required by the California Secretary of State)

Other

If Other, please explain

What amount of the business is Humboldt owned? "Humboldt owned" is defined by registered residency of owners

100% Humboldt owned

51% 99% Humboldt owned

1% 50% Humboldt owned

0% Humboldt owned

Ownership Structure and Owners

Single Member LLC



of FTE Employees

5

Summarize the business/association and its activities
Word Limit: 250

Please include this summary on a separate paper included with submission.



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Proposal Request

Program / Project Name	<input type="text" value="Lucy Gulch Culvert Upgrades"/>
Requested Amount	<input type="text" value="USD 0.00 \$10,000.00"/>
Total project cost/funding needed:	<input type="text" value="USD 0.00 \$99,306.00"/>
Additional Funding Sources	<input type="text" value="Sales Revenue & Grant funds from other sources"/>
Type of project	<input type="checkbox"/> Planning <input checked="" type="checkbox"/> Implementation <input type="checkbox"/> Technical Assistance <input type="checkbox"/> Capital Investment <input type="checkbox"/> Other
Project Address	<input type="text" value="██████████ Hyampom, Ca 96046 (Humboldt County)"/>

Project Assessor's
Parcel Number (APN):

317-063-006 & 317-064-002

Does the project/business consist of a qualified outdoor cultivating operation (as per Humboldt County Land Use Ordinance) that produces less than 10,000 sq. ft. of cannabis (not including co ops and associations whose cumulative area may exceed 10,000 square feet)?

Yes
 No

Which of the following licenses, permits, or agreements do you currently have, or are in the process of obtaining, as are applicable to your business/organization. Applicants may be required to submit other documentation depending on the nature of their application and project. Acceptable attachment formats are PDF, JPEG, and PNG. When uploading documents, please label with the applicable title from the list below.

- CDFA Cannabis Cultivation Annual Permit
- CDFA Cannabis Cultivation Provisional Permit
- CDFW Lake And Streambed Alteration (LSA) Agreement or written verification if not needed.
- Humboldt County Annual Permit
- Humboldt County Provisional Permit
- Jurisdiction Business License
- California Department of Tax and Fee Administration tax permit
- Motor Carrier Permit
- California Department of Public Health's Manufactured Cannabis license
- CDFA Weighmaster license
- Articles of Incorporation
- Federal Employer Identification Number (FEIN)

Licenses, Permits, &
Agreements

Please include copies of licenses, permits and agreements to this application for submission.



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Explanation of Narrative Questions

Please provide narratives that respond to the following prompts. For more information on narrative responses, please refer to the [scoring rubric](#).

Project Overview: In this section, describe the proposed project and anticipated use of requested funds. Also, describe other attempts to secure alternative funding, and how or why the requested micro grant is needed to become solvent.

Word Limit: 500

Please provide this narrative on a separate piece of paper to be submitted with this application.

Economic Impacts: Describe the economic impact, sustainability, civic impact of the business/association. Describe how the project supports industry growth and development and will enhance Humboldt County's competitive edge and will add to the sustainability of Humboldt County's cannabis industry. Describe how operations are expected to add to revenues collected through the Cannabis Excise Tax. Describe how the project and/or grant request will result in the creation and/or retention of jobs. Describe how the applicant will use funding to increase long term sustainability of their business/association. Describe any other community impacts the business/association supports through civic engagement such as volunteering activism, or organizing, etc.

Word Limit: 500

Please provide this narrative on a separate piece of paper to be submitted with this application.

Environmental Impacts: In this section, describe the effort made to reduce environmental impact. Describe how the project has, or will have, a positive effect on the environment and long term sustainability. Please make sure to indicate if these efforts are planned, in process, or established. Based on the scoring criteria for this section please focus on one or more of the following:

Word Limit: 500

Please provide this narrative on a separate piece of paper to be submitted with this application,.

Project Process:

Describe activities/work already conducted toward meeting objectives (i.e. prior research, planning, permitting, investment). Describe per AB 1291, if applicant has provided, or is in progress of, an attestation (under 20 employees) or formed a Labor Peace Agreement (20 and above employees). Describe applicant knowledge of cannabis industry best practices, as well as, how applicant has or will secure the necessary resources (skilled personnel skills, plan, business structure, etc.) needed to achieve desired outcomes. Describe how funding will help applicant meet clearly stated objectives and outcomes can be measured/demonstrated.

Word Limit: 500

Please prepare this narrative on a separate piece of paper to be submitted with this application.

Additional Information (optional)

Please add any additional information you feel would help the committee to understand your project. This is the place to share any personal, confidential or sensitive information. Applications are subject to disclosure pursuant to the California Public Records Act. However, certain Information about physical or mental health, medical records, personal contact information if there is a compelling interest in withholding the information (must be explained), receipt of public services, trade secrets or other proprietary information may be withheld from disclosure. In addition, information that is in the best interest of the public to withhold, when balanced against the strong public interest in disclosure of the information, as determined by the County, may be withheld.

Word Limit: 250

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Sample Project Budget Format

Applicants must provide a detailed operational budget of the project or grant request that includes revenue and expense.

Applicants may use the following or a similar format for your project budget submittal. For major expenses, please be specific.

Note: The table below is for information only and is not fillable. When complete, please upload your budget file in the field beneath the example.

<i>Project Expense Item</i>	Total Cost (\$)	Requested Amount from Project Trellis Grant Fund	Amount of other funding	Source of Other Funds
Example: Travel	5,000	2,000	3,000	Owner
Direct Salaries & Wages (breakdown by individual position & indicate full or part-time; list indirect staff costs in "Overhead-staff related" section below)				
Staff 1				
Staff 2:... etc.				
Sub-total: all Direct Salaries & Wages				
Benefits & Payroll Taxes				
Consultant & professional fees (specify)				
Travel (describe)				
Equipment (specify)				
Overhead- non-staff related				
Overhead- staff related (breakdown by individual position; include payroll taxes and fringe benefits)				
All Overhead Costs as % of Total Project Cost				
Total Project Cost				

Note 1: "Overhead non staff related" includes office supplies, printing, telephone/fax, postage, rent, and utilities.

Note 2: "Overhead staff related" is comprised of indirect staff costs (e.g. bookkeeper).

Project Budget

Upload files using this box.

Please prepare your project budget on a separate sheet to be included with this application.



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Additional Attachments

Select each item being uploaded.

- Any accompanying and supportive project documents such as site maps, equipment specifications, contractor bids and estimates.
- Timeline with expected project milestones and completion dates
- Letters of support: attach documentation of collaboration and/or project need in the form of Letters of Support, Letters of Partner Commitment, and/or Memoranda of Understanding
- Brief resumes of key personnel
- Market Analysis
- Business Plan
- Associated Research

File upload

Please attach copies of all documents checked above for submission with this application.



Project Trellis Grant Proposal

Project:

Lucy Gulch Culvert Upgrades

December, 2020

Lucy Gulch, LLC

Hyampom, Ca 96046

APN: 317-063-006 & 317-064-002

Permit #: 11459

Summary of Business & Activities:

Established in 2016, after being affected by the War on Drugs and simultaneously earning an undergraduate degree in Microbiology from Humboldt State University, ██████████ founded Lucy Gulch, LLC. Lucy Gulch is a licensed outdoor & mixed light cannabis cultivator in eastern Humboldt county and has a hands on approach throughout the harvest, curing, and manicuring process. Lucy Gulch primarily sells bulk flower but does put a portion of its production into its estate grown brand, ABOVE. Currently, ABOVE, is known as a pre-roll brand but we anticipate adding product categories in the coming year.

Our goal is to cultivate, cure, and process cannabis in a manor that respects and nurtures the natural environment while upholding the values of what it means to be a Humboldt county cultivator. Our farm sits within a rather unique micro climate for Humboldt County, at approximately 4,500 ft above sea level, the inspiration for our brand. We are driven to preserve the essence of cannabis grown within this unique micro climate and relate these terroir based characteristics to the greater cannabis community. We expect to receive our Humboldt county Conditional Use Permit in 2021.

Project Overview:

The Lucy Gulch Culvert Upgrade project is a two year project aimed to protect the numerous stream crossings and road longevity on the cultivation site and to comply with the State Water Resources Control Board (SWRCB) Cannabis Cultivation Policy Order, General Waste Discharge Requirements, and Waiver of Waste Discharge Requirements for Discharges of Waste Associated with Cannabis Cultivation Activities (General Order). The Site Management Plan we had prepared that satisfies these requirements specifically states the need to upgrade five existing culverts and improve erosion control on an additional stream crossing. If granted the requested funds, Lucy Gulch would allocate the \$10,000 to go towards the purchase price of the remaining culverts needed to complete the project. All \$10,000 will be put directly back into the local economy as we will purchase our culverts from C & K Johnson Industries, a locally owned business.

Upgrading these six stream crossings will require active work for approximately two full months over the course of two years, approximately a month of active work in each 2020 and 2021. This project will require Lucy Gulch to purchase five large industrial culverts. Using a rental excavator, dump truck, and hired equipment operators, the old undersized culverts will be removed, the stream crossing prepared with broken rock harvested onsite, new culverts set in place, and roads made driveable once again.

The workload of this project could have been completed in one work period however, due to the sizable required budget) of this project and limited fiscal resources as a young company coming into compliance, the project had to be spread out over the two year timeline to allow for sales revenue to carry the project. The most expensive culvert has been estimated at \$33,000 alone, creating a substantial financial burden, and

reducing our ability to produce cannabis at a competitive rate, an absolutely necessary component for the long term success of our farm. Significant financial burdens for small independently owned farms such as this may irrevocably seal our financial insolvency. By year end 2020, Lucy Gulch will have applied for two other grants in attempts to secure additional funding in order to see this project through to completion and maintain financial solvency.

Economic Impacts:

Direct Economic Impacts

Completing the Lucy Gulch Culvert Upgrade project will not only help Lucy Gulch to satisfy the terms required by the SWRCB but will positively affect the environment and the long term prospect of growing cannabis in this unique micro climate. By enhancing the long term prospect of cannabis cultivation on this site it can be reasoned that there is far greater likelihood of job retention and the potential for growth for this farm in the short term as well as long term. In 2021 we anticipate hiring two additional full time employees. Additionally, long term revenue to the county through excise tax collection will be maintained, and potentially increased, provided the county continues to outline a path forward for those coming into compliance. We are in the process of petitioning for an increase in permitted square footage through the county.

At the completion of this project, Lucy Gulch will have put all almost \$100,000, total project costs, back into the local economy. Humboldt county is our home and we understand the importance of reinvesting in our community.

Indirect Economic Impacts

ABOVE, Lucy Gulch's estate brand, has set itself apart by emphasizing its unique terroir, positive environmental practices, and quality. Part of our marketing approach includes emphasizing our Humboldt county origins to which Humboldt county and its cannabis community intrinsically benefit from these marketing efforts. In turn, the more financially successful our company is as a whole the more of our harvest we can put into production under our brand and the more we are able to directly connect to consumers relating our Humboldt county story and adding to the reputation of Humboldt county cannabis. Additionally our brand helps to showcase the diversity of terroir within Humboldt county, renowned for quality in cannabis cultivation.

Civic Engagement

In response to the 2020 fires, and our feelings of indebtedness towards local fire crews, Lucy Gulch pledged to donate 10% of all sales in the month of September. This amounted to \$972 which we split between the Mad River Volunteer Fire Department and the Hyampom Volunteer Fire Department. Although this did not amount to any great sum for either department, they were grateful. We plan to make similar pledges or donations, to various groups, annually for the life of our company.

Lucy Gulch is proud to be an active member of the Humboldt county community and a member of the Humboldt County Grower's Association.

Environmental Impacts:

Direct Environmental Impacts

The completion of the Lucy Gulch Culvert Upgrade project will have a positive environmental impact on the cultivation site and downstream waterways. Enlarging the culverts allows for the passage for larger debris and water volume to flow naturally downstream, reinforces the existing roads, and reduces the potential for sediment runoff. Allowing for the passage of larger debris and water volume in years of increased rain and snowfall keeps our downstream waterways flowing as unobstructed and sediment free as possible helping to maintain healthy habitats for fish and wildlife.

Indirect Environmental Impacts

Lucy Gulch has placed a strong emphasis on maintaining the picturesque environment in which it cultivates from its first days on the site. Forest maintenance has always been a top priority to protect against wildfires and for the overall health of the forest. After being ravaged by fires in 2015 we have devoted countless labor hours to forest cleanup and restoration. Performing small control burns, burning piles of underbrush, falling dead and diseased trees, and splitting usable downed trees into firewood, account for hundreds of paid hours for our employees. The continuation of profitable cannabis cultivation on this site will be the catalyst for ongoing best forest management practices.

Project Process:

In April of 2020 Lucy Gulch hired Pacific Watershed and Associates to complete a Site Management Plan to satisfy the SWRCB General Order at a cost of approximately \$7,500. Per that plan, in September of 2020 Lucy Gulch completed four of the six stream crossing remediations which included upgrading three culverts significantly and improving erosion control measures on the remaining unculverted stream crossing by adding a sizeable amount of rock on both sides of the road. The culverts were purchased, an excavator and dump truck were rented, and a professional equipment operator and assistant laborer were hired for this portion of the project. Completing this portion of the project took about three weeks in total and 120 hours of labor for the equipment operator and 85 hours for the assistant laborer. The remaining scope of work to be completed in 2021 requires upgrading two of the largest culverts. A rental excavator, dump truck, and a professional equipment operator will once again be utilized. We expect that the remaining portion of the project will require about 1 month to complete and about 200 hours of labor split between a professional equipment operator and an assistant laborer.

Lucy Gulch paid outright for the portion of the project already completed in September of 2020 including, three culverts, equipment rental, and machine operator through sales revenue, an approximate \$32,500. We anticipate the total remaining expenses to be about equal to those already incurred. This project does have a deadline of October 1st, 2021 as determined by SWRCB and California Department of Fish and Wildlife (CDFW).

