


Resumen del formulario

Applicant Name and Title	Uplift Cooperative
Applicant Address	
Applicant Phone	
Applicant Email	info@humboldtfarmsteadcannabis.com
Applicant interest in project/site	Applicant is an agricultural cooperative
Business/Association Name	Mattole Uplift Cooperative
Are you applying as a Humboldt County based business, cooperative, association, or nonprofit organization?	Yes
Are 75% or more of its operations based in Humboldt County?	Yes
Are you currently licensed and registered to operate in Humboldt County?	Yes
If you are not licensed or registered to operate in Humboldt County, are you in the process of doing so?	
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
\$10,000 Eligibility	
Cultivation Lighting (as defined in Humboldt County Code 719-3)	
\$50,000 Eligibility	Nonprofit Cooperative Associations (As defined in California Food and Agriculture Code 54001 et seq)
<input type="checkbox"/>	
If Other, please explain	
What amount of the business is Humboldt-owned? "Humboldt-owned" is defined by registered residency of owners	100% Humboldt-owned
Ownership Structure and Owners	All owners are members, 1 member 1 vote. We currently have 6 member/owners

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# of FTE Employees	
Summarize the business/association and its activities Word Limit: 250	<p>Mattole Uplift Cooperative is an agricultural non-profit cooperative association under Chapter 1 Division 20 of the California Food and Agriculture Code. All members are owners. Current member/owners are: Clear Water Farms, East Mill Creek Farms, Safier Family Farms, Mattole Family Farms, Dew Point Farms, and Wild West Herbs. Uplift's mission is: "To ensure success and viability of Mattole Valley small cannabis farms through careful, planned co-operation in all aspects of regulated commercial cannabis."</p> <p>Uplift formed in 2018, and became a state-recognized Agricultural Cooperative in April of 2020. We have a Board of Directors and have accepted our first active members. We elected our first official Board of Directors in September of 2020. Currently, Uplift runs cost-saving programs such as aggregated insurance, discounts on purchases, and cooperatively owned trimming tools for our members.</p> <p>We are now moving out of the entity-forming phase and into the project development start-up phase.</p>
Program / Project Name	Uplift Cooperative
Requested Amount	USD 50000.00
Total project cost/funding needed:	USD 73720.00
Additional Funding Sources	matching from members time and cash contributions
Type of project	Planning, Implementation, Technical Assistance
If Other, please explain	
Project Address	
Project Assessor's Parcel Number (APN):	105-101-014
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)?	No
Licenses & Permits	Jurisdiction Business License, Articles of Incorporation, Federal Employer Identification Number (FEIN)
Licenses, Permits, & Agreements	archive-1.zip
Word Limit: 500	Uplift requests \$50,000 for four initiatives to help local farms stay in business and grow market reach and recognition. This largely includes wages for a co-op co-manager, working 20 hours

weekly, and administrative costs to complete the proposed projects.

Encouraging Uplift's success builds a sustainable model for Humboldt cannabis farms to stay competitive in the rapidly emerging global cannabis marketplace.

Funding will:

Match start-up capital to seed long-term program goals.

Reduce production costs for members.

Increase product sales value for members.

1. Address Key Needs of Local Family-Operated Cannabis Farms (\$24,380)

Uplift member farms need support with labor contracting, cost-effective, local processing, and wider brand recognition. Farmer surveys and planning sessions identified the following projects to help:

A. Farm Labor Contractor License (FLC) (~\$14,380): Creates necessary capacity for farm work and local processing. Once operational, this service will generate its own revenue. This task includes:

Training, testing, licensing, and bond insurance.

Development of administrative capacity to run payroll for member farms.

B. Develop a Regional Processing Plan (~\$8,000): Local processing is likely required for future appellations, and helps farms produce higher quality products. This task includes:

Funding hours to research and develop a business and implementation plan for a local, cooperative processing solution. Fund permit consultant.

Share information with other aspiring co-ops.

C. Develop Uplift-Specific Genetics and Marketing Plan (\$2,000): Our farms need to move beyond bulk sales to access appellation and craft cannabis value. Elevating local genetics enhances Humboldt County's visibility and leadership in the cannabis marketplace.

Fund nursery maintenance for three local proprietary strains.

Create marketing plan options for sales.

2. Grow Uplift Membership and Visibility (\$13,000)

The more members a co-op has, the more member benefits it provides. A co-op also needs public visibility. We propose:

A. Increase farmer outreach and services. Tasks will include:

Outreach to prospective members by phone, email, and text.

Distribute farmer survey.

Educate prospective farms on membership through promotional materials, documents, tabling at events, and farm visits.

Design "member portal" on website to give farmers access to important co-op member information in one place.

B. Event Attendance

Fund entry and attendance costs for cannabis contests: Uplift members will select three strains for entry in cannabis contests to promote the visibility of Humboldt County, Uplift Co-op, and member farms.

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3. Build Co-op Capacity (\$7,000)

A. Uplift already invests in co-op training and capacity building. Trellis funding would reduce the funding burden for our members, and build Humboldt County's capacity to generate and sustain cooperative cannabis businesses. Tasks include:
Fund two Board of Directors capacity trainings.
Fund attendance to the annual California Center for Cooperative Development Conference for two Board members.

4. Continue Our Environmental Legacy (\$2,500)

Environmental stewardship is a core, underlying principle for Uplift members. This funding supports sharing our sustainability practices. Tasks include:
A. Host 4 workshops to share best-farming practices. Funds co-manager hours to organize events.

Word Limit: 500

Cannabis is the lifeblood of the Mattole Valley community, and has been for more than 40 years. Cannabis farms have supported our families, our non-profits, and other community activities.

We have a vision of bringing sustainable, eco-friendly, people-friendly, quality cannabis that reflects the values and beauty of Humboldt County to market, but we're competing against generic, mass-produced products with huge corporate investment behind them. Our intentions are in jeopardy as family-owned cannabis farms go under, or send their cannabis-related services out of the area.

Humboldt County cannabis has widely recognized brand identity and preserving this is essential to our county's long-term success and continued culture and way of life.

Uplift is actively engaged in organizing farms to preserve this legacy by:

- *Reducing the costs of production,
- *Increasing the value of sales,
- *Supporting best-farming practices for sustainability, and
- *Building capacity for appellation of origin designation.

Funding this project sends powerful financial support to catalyze cooperative projects we've identified that will help our farms now and well into the future, as well as support our county's economy. Our farms employ local people, put food on their tables, and pay county and state taxes.

Supporting Uplift with labor contracting will provide our farms with a local staffing solution, and enable us to more effectively employ skilled, local people. Creating a plan for locally-based post-harvest processing will create more jobs, and save farms money that otherwise goes to out-of-county middlemen.

Encouraging our locally adapted cultivars lays the groundwork for us to have proprietary appellation genetics as appellations become possible. This only reflects more positive visibility on Humboldt County and all it has to offer the global cannabis market.

Supporting cooperative board member capacity and providing improved membership services allows Uplift to better serve our local farmers and community to create more profitable farms that

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are able to employ more local people and reach more customers.

And happy farmers are able to give back to their communities. We already have a culture of volunteerism. Uplift members currently serve on the local school board, the volunteer fire department, the family resource center, local cannabis trade groups, and more. And beyond that, Uplift members give of their time, heart, and soul to the co-op. Our members have invested over \$65,000 cash and over 3,400 volunteer hours (valued at over \$85,000) to build the Mattole Uplift Cooperative. The current total value of member dollar and volunteer hours exceeds \$150,000.

We're dedicated because this is our way of life. Your investment in Uplift provides ongoing returns to Humboldt County farms and businesses.

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The success of the independently owned family farm is an environmental benefit to our communities over consolidated large-scale agri-business. Independently-owned farmers who live in our communities care more about keeping the environment clean than absentee farmers.

Currently Uplift farmers are generating an estimated 3,500 pounds of cannabis annually. Almost all of our farms grow their cannabis exclusively outdoors with sunlight or in non-light-supplemented greenhouses. Approximately two-thirds of our farms are off-grid or grid-tied, meaning that our post-harvest operations are powered by sustainable energy such as solar.

Our farms also practice sustainable water harvesting to support their cannabis farms. Rainwater catchment ponds, roof catchment, and forbearance agreements are all water management strategies our farmers use.

Our farmers also regularly use environmentally friendly farming practices, and have always employed organic farming practices such as cover cropping, living mulch, composting, vermiculture, local manure harvesting, and integrated pest management (IPM).

Funding in this proposal would enable us to organize and host 4 workshops to share Humboldt-specific farming practices with Mattole- and Humboldt-based cannabis farmers to encourage a wider adoption of ecologically friendly practices. Healthy soil grows healthy cannabis, and Uplift's culture is implicitly supportive of this.

Additionally, our agricultural cooperative is an ecological model because it promotes the viability and success of locally-owned farm businesses through cooperation.

Humboldt County lacks the agricultural land base, transportation ease, access to markets, and labor enjoyed by many counties in California. Other counties may be able to produce more volume of product at much lower costs than Humboldt, but we see Humboldt County's role in the cannabis industry as a provider of value-added, low-carbon foot-print, craft-quality cannabis at premium prices. Our ecological practices and the inter-dependent strength of the cooperative model offer a competitive advantage in the marketplace. In this way, Uplift provides a model for success for other independently owned small farms wishing to take advantage of the cooperative business model.

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Uplift's members have more than 160 years of combined experience growing cannabis and operating cannabis businesses. We have worked hard to build our capacity as a co-op and to increase our previous skills since the beginning of legalization.

Here are some of the tools and practices we currently use to function as an effective cooperative association:

*We meet weekly for Zoom-based Board meetings.

*We have a co-op-specific team of professionals to advise us in legal, tax, and accounting matters.

*We use different technology platforms to communicate and connect

*We have built a public-facing website to promote our cooperative business and our individual farms at <https://www.uplift.coop/>.

*We engage an advisory committee from the non-cultivation community.

*We offer members access to discounted general liability insurance.

*We developed a strategic plan and update it annually.

*We regularly train in cooperative procedures and processes.

We have completed the following preliminary work towards our proposed projects:

A. Address Key Needs of Family Cannabis Farms:

1. Farm Labor Contractor License:

*A co-op member needs to take 3-day training, take the FLC test, and complete the process.

*Trellis funding will allow us to acquire the license and formalize our preliminary farm labor plans already discussed with our bookkeeper.

2. Regional Processing Plan

*We have invested hundreds of hours researching preliminary options, such as property purchase, equipment purchases, and mobile processing equipment that can be moved between farms on an as-needed basis.

*Trellis funding will help us take this research to the next step to create a plan. The Farm Labor Contractor project is part of this solution.

3. Uplift Genetics and Marketing:

*We have a short list of local genetics we are interested in.

*We are in conversation with a local nursery about overwintering genetics.

*Trellis funding will help us create a concrete production and marketing plan.

B. Grow Uplift Membership and Visibility:

*Our current website has the framework in place for our "member portal".

*We have worked with several professional photographers who are available to do photo shoots on member farms.

*Trellis funding will enable us to:

*Pay our web designer to build the member portal

*Hire professional photographers to do photoshoots of member farms for publicity.

*Produce promotional materials and encourage membership.

*Complete farmer survey.

*Make entries to judged cannabis events.

C. Build Co-op Capacity

1. We have taken several coop board member training courses and are in contact with coop development organizations.

*Trellis funding will make funding these events easier for our members, and build Humboldt County's capacity to generate and sustain cooperative cannabis businesses.

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	<p>D. Continue Environmental Legacy</p> <p>1. Uplift members have hosted pest management, vermiculture, and Actively Aerated Tea group discussions. Funding will enable Uplift farms to share their sustainable agriculture practices with a wider audience to encourage the use of ecological farming.</p> <p>This proposal is reflective of Uplift's strategic plan. While this funding will catalyze our efforts to implement our strategic plan, we are well poised to accomplish this plan.</p>
Word Limit: 250	<p>Some irreparable formatting changes took place in pasting the text of the application. We have will also included a PDF version of the application text in case it is easier for the committee to read this PDF version (it is titled Uplift Trellis app text 12_18_20) and included in additional attachments.</p>
Project Budget	<p>archive-2.zip</p>
Select each item being uploaded.	<p>Any accompanying and supportive project documents such as site maps, equipment specifications, contractor bids and estimates., 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</p>
File upload	<p>archive-3.zip</p>