THE NEIGHBORHOOD ENTREPRENEUR LAW PROJECT

Our Mission:

The Neighborhood Entrepreneur Law Project (NELP) of the City Bar Justice Center was founded in 2003 to provide legal services to NYC-based micro-entrepreneurs of limited economic resources to help them start their small businesses on sound legal footing.

To date, NELP has assisted over 20,000 entrepreneurs and small businesses and has worked with volunteer attorneys from over 100 different law firms and corporate in-house legal departments to deliver legal services to individuals who see entrepreneurship as a means of creating economic stability for their households and their communities.
NELP focuses on transactional legal issues relevant to small businesses. These include:

- Choosing and setting up the right business structure (sole proprietorship, partnership, corporation or LLC)
- Protecting intellectual property rights through trademark and copyright
- Drafting and reviewing business contracts
- Helping clients understand their legal obligations as employers
- Reviewing commercial leases and assisting in lease negotiations

*We do not provide assistance with non-profit entity formation, litigation, collection matters or disputes.*
## OUR SERVICES
We deliver our services in three ways:

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<th>Presentations</th>
<th>Legal Clinics</th>
<th>Direct Pro Bono Representation</th>
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| - Attorneys discuss topics of interest to entrepreneurs such as:  
  - Business Structure  
  - Commercial Leasing  
  - Intellectual Property  
  - Worker Classifications  
  - Crowd Funding  
  - Presentations are open to all entrepreneurs, regardless of income. | - Entrepreneurs get on-the-spot legal advice during a 45-minute appointment with an attorney or team of attorneys about their business law issues.  
  - Clinics are open to all entrepreneurs, regardless of income. | - Entrepreneurs can get full legal representation for a particular issue, such as forming a limited liability company, through NELP. They are not charged any legal fees, but are responsible for any filing fees.  
  - Direct pro bono representation is only available to those NYC-based entrepreneurs who qualify for assistance in line with NELP’s income guidelines. |
Contact us for more information or for help:

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Intro to Cannabis Business & Employment: Access to Cannabis Entrepreneurship and Creating a Qualified Cannabis Workforce

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SUMMARY OF TOPICS

I. INTRODUCTION

II. CANNABIS ENTREPRENEURSHIP
   A. PLANT TOUCHING VS. NON-PLANT TOUCHING BUSINESS
   B. BUSINESS LICENSE OPPORTUNITIES

III. CANNABIS EMPLOYMENT
   A. EMPLOYMENT OPPORTUNITIES
   B. USING TRANSFERABLE SKILLS
   C. EDUCATIONAL RESOURCES
I. INTRODUCTION

A 101 introduction to opportunities available to those who wish to begin a career or operate a business in New York's burgeoning cannabis industry.
II. Cannabis Entrepreneurship
TYPES OF BUSINESSES

The two major distinctions between the types of businesses in the cannabis industry.

CANNABIS BUSINESS LICENSE TYPES

Cannabis business licenses available in New York.
PLANT-TOUCHING BUSINESSES

Plant-touching businesses handle cannabis directly and are required to be licensed by the state's Office of Cannabis Management.

NON-PLANT-TOUCHING (ANCILLARY) BUSINESSES

Non-plant touching businesses are those that provide products or services that support the cannabis industry, but do not directly handle products. Some business licensing may still be required.
The Office of Cannabis Management (OCM) is charged with issuing licenses for businesses to participate in New York’s adult-use, medical, and cannabinoid hemp industries.

The MRTA only provides the basic plan for the adult-use licensing process. The rules and regulations governing the application process will be developed and implemented by the Cannabis Control Board (CCB).
Cannabis Business License Types

**RETAILER**
Retailers sell products to the end-user from a retail location and source inventory wholesale from cultivators or from processors & manufacturers.

**CULTIVATOR**
Cultivation businesses are those that breed, grow, and harvest cannabis. They supply raw flower to dispensaries to be consumed in plant form or to processors & manufacturers for extraction.

**PROCESSOR**
Manufacturers extract THC from raw flower and turn it into products, such as cartridges, topicals, etc. They supply dispensaries with manufactured products.
Cannabis Business License Types

**DELIVERY**
Delivery services sell products to the end-user, through delivery capabilities, using dispensaries to source their inventory and/or orders.

**MICRO-BUSINESS**
Limited cultivation, processing, distribution, delivery, and sale of the microbusiness’ own cannabis and cannabis products.

**NURSERY**
Produces clones, immature plants, seeds, and other agricultural products used specifically for the planting, propagation, and cultivation of cannabis by licensed adult use cannabis businesses.
Cannabis Business License Types

DISTRIBUTOR
Distributors transport cannabis flower and manufactured goods from point to point in the supply chain.

ON-SITE CONSUMPTION
These businesses are entities where you can consume cannabis products on-premise, typically in the form of lounges or private venues.

COOPERATIVE LICENSE
This license allows for vertically integrated operations: acquisition, possession, cultivation, processing, distribution and sale from the licensed premises to other licensed cannabis businesses.
II. Cannabis Employment
THINK OUTSIDE THE BOX
The spectrum of career opportunities.

TRANSFERABLE SKILLS
Start by working with what you know.

EDUCATIONAL RESOURCES
Opportunities for continuing education.
ENTRY-LEVEL
Careers for those new to cannabis or those new to the workforce.

MANAGERIAL
Careers for those with existing transferable skills and experience in the workforce.
Experience as a barista/bartender/server? You could start as an entry-level bud tender.

Experience working in manufacturing? You could start as an entry-level packager, production technician, production assistant.

Experience working in a nursery or on a farm? You could start as an entry-level trimmer/cultivator/harvester.

Experience with delivery? Many of these skills can be transferred to the logistics side of the cannabis industry.

Experience as an operations manager in a restaurant, retail location, or warehouse? You could transfer into management in the cannabis industry.

Experience as a med or lab tech? You could start in an entry-level position in processing/lab testing.
SALES SKILLS
Sales Training
If you’re a people-person who enjoys face-to-face interactions with customers, helping them decide what they want and sharing any knowledge on the topic, then you’d make a great budtender.

DIGITAL MARKETING SKILLS
Digital marketing covers email marketing, SEO best practices, video marketing, podcasts, collaborating with online cannabis communities, and more.

CUSTOMER SERVICE SKILLS
The ability to not only build those relationships, but also retain and grow them is key, particularly in an industry like cannabis where competition is continually expanding.

RESTAURANT OR BAKERY KITCHEN SKILLS
Oversee the kitchen where cannabis-infused products are manufactured and maintain high standards for product development, portioning/dosing, formulation, finished product, and cleanliness.
Educational Resources

MEDGAR EVERS COLLEGE - CUNY
BRONX COMMUNITY COLLEGE - CUNY
LIM COLLEGE
HUDSON COUNTY COMMUNITY COLLEGE
UPCOMING WORKSHOPS

OCTOBER 18TH
CANNABIS ANCILLARY BUSINESSES

OCTOBER 25TH
Business Entity Formation

NOVEMBER 1ST
Cannabis Banking & Tax

NOVEMBER 8TH
Cannabis Business Funding

NOVEMBER 15TH
Cannabis Real Estate & Zoning

SOCIAL MEDIA ACCOUNTS
https://www.linkedin.com/company/park-jordan
https://twitter.com/parkjordanre
https://www.instagram.com/parkjordanrealestate/
https://www.facebook.com/parkjordanrealestate