

# Cannabis Industry Navigation Program (CanNavigate)

## Request for Proposals

### Frequently Asked Questions

*Updated April 10, 2025*

#### 1 Applicant Eligibility

1.1 Q: Can individuals apply to receive funding through the CanNavigate grant program?

A: No. Individuals are not eligible for direct funding through this program. CanNavigate grants can only be made to organizations.

1.2 Q: Can you be a license seeker or license holder AND be a grantee under this program?

A: No. You may contract some services out to license seekers/holders for certain services (education, mentoring).

1.3 Q: Can tribal entities and business be providers?

A: Yes

1.4 Q: Do applicants need to register as a vendor within the SWIFT Supplier Portal before applying?

A: It is not required, but highly encouraged. SWIFT is the system used for issuing payment, and all grant recipients will need to register in SWIFT prior to contract execution.

1.5 Q: Are organizations located outside of Minnesota eligible applicants?

A: Yes, however they must be in good standing and have active registration with the Minnesota Secretary of State.

#### 2 Eligible Expenses

2.1 Q: Can funding be used to support the startup or operating costs of a cannabis business?

A: No. Funding must be used to develop and/or provide technical assistance resources or navigation services to individuals interested in entering Minnesota's legal cannabis industry.

2.2 Q: How does DEED dispute a reimbursement request?

A: DEED makes every effort to outline eligible and ineligible expenses in the RFP, grant contract and in conversations with the grantee to set clear expectations about what is and is not reimbursable under a grant contract. However, should an issue arise, and a reimbursement request was made for an ineligible expense, DEED staff would simply notify the grantee that a particular expense is not reimbursable and suggest the grantee identify a different funding source to cover those expenses. The reimbursement request would be reduced accordingly and the funds we remain available for future, eligible reimbursement requests.

2.3 Q: Can grant funds be used to bring an out-of-state contractor to Minnesota to provide services?

A: Yes. However, plans to do so should be clearly outlined in the grant application. There is no issue in using grant funds to cover travel within Minnesota state borders. However, if the grantee wishes to be reimbursed for travel that takes place prior to the contractor's arrival to Minnesota, written approval will need to be sought.

#### 3 Eligible Service Recipients

3.1 Q: Can you be a legal non-licensed cannabis business and receive services from a CanNavigate program provider?

A: Yes.

3.2 Q: Can tribal entities receive services from a CanNavigate program provider?

A: Yes.

3.3 Q: Can you be a legal non-licensed cannabis business and receive services from a CanNavigate program provider?

A: Yes.

3.4 Q: Can this grant be used for youth programming?

A: No, services provided through this grant program are intended to serve adult individuals planning to seek entry into Minnesota's legal cannabis business license in the near-term.

#### 4 Matching Funds

4.1 Q: What is the requirement regarding match?

A: There is no requirement. Matching funds are not required, but they are encouraged. Applications with no match will certainly be considered, but matching funds will help demonstrate community support and financial stability for the program.

4.2 Q: Are in-kind matches acceptable?

A: Yes.

4.3 Q: Is a match that is part in-kind and part cash acceptable?

A: Yes.

4.4 Q: Is there a specific limit (percentage?) of the match that can be in-kind?

A: No.

#### 5 Partnerships

5.1 Q: What documentation is required if grant supported activities will be carried out by partner organizations?

5.2 A: In addition to application Form 3. Partnership Matrix, the application package must include a Letter of Commitment from each program partner. The exact format of these letters is left up to the applicants, however they should explicitly state the partner organization's intention to partner with the lead applicant and fiscal agent on this grant program. It should detail the partner organization's roles and responsibilities under this partnership and should be signed by an authorized representative of the partner organization. These letters should be submitted with the application form to [cannavigate.DEED@state.mn.us](mailto:cannavigate.DEED@state.mn.us) by the application deadline.

#### 6 Timeline

6.1 Q: The RFP instructions say the grant cycle ends June 30, 2026. Does this mean that all services under the grant must be completed before 6/30/2026?

A: Yes.

#### 7 Award Announcements

7.1 Q: Will DEED publish a list of the providers who were awarded CanNavigate grants?

A: Yes. The Partners and Contacts tab on the [CanNavigate website](#) will be updated once grant awards are finalized in May 2025.