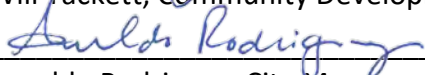


REPORT TO CITY COUNCIL

Approved by:



Will Tackett, Community Development Director



Arnaldo Rodriguez, City Manager

Council Meeting of: November 15, 2023

Agenda Number: E-1

SUBJECT:

Consideration of Special Meeting dates and Phase IV City Council Interviews and Final Decision Procedures for Commercial Cannabis Business Permits in the City of Madera.

RECOMMENDATION:

Receive a summary report and provide direction on the scheduling of Special Meeting(s) of the City Council, as well as the final procedures and steps to conduct the Phase IV City Council interviews to make final determinations pertaining to the award of Commercial Cannabis Business Permits in the City of Madera.

SUMMARY:

In accordance with the provisions of Section 6-5.13(A) of the City Municipal Code (CMC), the Madera City Council (Council) on December 1, 2021, adopted Resolution No. 21-169 establishing Procedure Guidelines and Review Criteria (Guidelines) to govern the application and selection process for various types of Commercial Cannabis Business (CCB) permits. Pursuant to Section 6-5.14(A) of the CMC, applications (for CCB Permits) will be reviewed per the procedure guidelines and review criteria and will be either denied or approved.

The City of Madera has received applications and completed Phases I through III of the adopted Guidelines for Standard Retail or Microbusiness Commercial Cannabis Business Permit Applications. These phases included: (I) Determination of Eligibility; (II) Application Evaluation and Review; and, (III) Public Meetings. Phase IV comprises City Council Interviews and Final Decisions.

Phase IV of Madera's adopted Guidelines provides, upon the completion of Phase III the City Manager will present to the City Council the top Applicants from the Phase II process together with a summary report of the Public Meeting(s) to the City Council. The City Council will interview

those top Applicants and make a final determination as to which Applicant(s) will be awarded a CCB permit.

In addition, Section 6-5.11 et seq. of the CMC requires the application procedure process to include a component on community benefits. Accordingly, and in accordance with the provisions of the CMC, the Guidelines provide that any community benefits that a commercial cannabis agrees to provide will be made a condition of issuance of the regulatory (CCB) permit; and, upon successful negotiations in the Phase IV process, the Applicant will then be authorized to proceed to apply for any required land use permits and a business license and related approvals.

Finally, the Guidelines further provide that each Applicant should be prepared to conduct a brief presentation in order to be interviewed by the City Council as part of the Phase IV process. Further details as to date, time, place, and length of presentation will be provided prior to the City Council interviews.

It is for these reasons that staff is seeking additional direction from the City Council relative to desired or preferred proceedings for the Phase IV process.

DISCUSSION:

The City of Madera received a total of 26 Standard Retail or Microbusiness applications; all applications were deemed complete (Phase I). The Applications were then scored by the City's selected cannabis consultant (HdL) with all applications excepting one scoring over 90 percent. The Phase II Guidelines provide, at minimum, the top ten (10) Applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) Applicants based on the quantity and overall quality of applications the City receives.

Of the 25 Applicants scoring above 90% in Phase II:

- Eight Applicants were awarded a score of 3,000 points/100%.
- The top 10 Applicants were awarded a score above 99%, a less than 0.07% deviation (with only a 0.04% deviation between the 10th and 11th place scores).
- The top 20 Applicants were awarded a score of 2,850 points/95% or higher.
- The total deviation in Applicant scores was less than eight percent.

These statistics represent a very competitive pool of quality Applicants with minimal distinction able to be distinguished from scores. In consultation with HdL, and with principal interest focused on providing an equitable process with benefit of community input to assist in the consideration of Applicants, the City therefore selected, in its sole discretion, the top 20 scoring Applicants to proceed to the Phase III Public Meeting portion of the process.

Phase III Public Meeting Summary:

Phase III Public Meetings were held in the Madera City Hall Council Chambers during the month of August 2023. Given the large number of Applicants selected for the Phase III portion of the process, a total of four public meetings were originally scheduled and noticed (five Applicants per public meeting). A fifth meeting was ultimately scheduled and noticed to accommodate a communication error with one Applicant and rescheduling for another Applicant due to the occurrence of a force majeure type event (resultant from summer storms and flooding at existing facilities elsewhere), which prevented the respective Applicant from attending the originally scheduled meeting.

At the public meetings, each Applicant was given five minutes to provide a presentation. Each Applicant's presentation was followed by an invitation to receive public comment or testimony from the public (three minutes per person), and then the Applicants were given an additional three minutes to respond/rebut any public commentary.

Earlier meetings were well attended by the public with attendance waning slightly toward the latter scheduled meetings. Each meeting (excepting the fifth scheduled meeting with only two Applicants) required approximately 90-120 minutes in duration.

Public testimony was at times provided and repeated at separate meetings by the same individuals with similar comments or concerns pertaining to the retail sale of cannabis, in general. For this reason, staff conducting the meetings later provided reminders to the public in attendance that the decision to allow for the retail sale of cannabis had already been enacted through ordinance and requested that public comments be limited to Applicants' specific presentations, applications or proposed operations or locations in order to best assist the City in vetting the Applications. Public commentary received in protest of retail cannabis sales in general should not be considered relevant to the selection and award of CCB permits to applicants in the manner previously set forth and enacted pursuant to City ordinance and Council adopted Guidelines. However, this is not to discount or discredit personal or negative experiences that were shared. Suggested issues which may be perceived to stem from the social environment, concentrations, exposure, perceived lack of safety and/or quality of life or neighborhood health may wish to be considered at the discretion of the Council respective to individual applications, operations and/or locations.

Public commentary received respective to individual/specific applications were primarily limited to considerations such as the availability of parking (a requirement identified by codified Zoning Regulations) and proximity of locations to sensitive uses or specific neighborhoods. Specific public comment was also provided requesting that attention be given to leased Federal facilities located in the downtown area due to the affect proximity to new cannabis business operations may have on the ability to extend existing, or secure future, lease agreements (based upon existing Federal regulations).

Specific public commentary in support of individual Applicants was also received; typically, in support of operators with a history of living, operating businesses, or participating/volunteering in or contributing to community benefit and/or charitable or non-profit work in Madera.

Testimony and personal experiences were also presented in support of increased access to cannabis goods for medicinal or therapeutic use.

Further Considerations and Discussion:

Appendix A to the adopted Guidelines sets forth the Evaluation Criteria and maximum number of points allocated to each criterion on which Phase II evaluation and scoring was predicated. Presentations from Applicants during the Phase III Public Meetings were appropriately focused on elements of the Evaluation Criteria. Respective Phase II criteria scores for each Applicant/Application are included in Attachment 2 to this report and will not be summarized in the body of this report.¹ However, in addition to the adopted Guidelines Evaluation Criteria the Council may wish to consider the following in its final decisions:

Concentration vs. Distribution.

As depicted in Attachment 1 to this report, a substantial number of Applications received proposed locations within or near the Downtown Area. During the Phase III Public Meeting process, staff heard testimony regarding the potential for new investment to contribute to revitalization of the downtown area. The benefits of potential synergy as a catalyst for further investment or activity which may be created from a concentration of awards in any given area should be weighed and considered vis-à-vis the benefits of accessibility which may be created through a more dispersed geographic distribution of awards.

New Development vs. Redevelopment.

There are arguments in favor of the benefits of both new development as well as the sustainable practice of adaptive reuse, rehabilitation, or redevelopment of existing buildings and properties. Specific buildings and/or properties may be assigned or deemed to hold greater value to the community due to visibility, aesthetic, history or heritage. Staff opines the best planned and often most successful cities include a mixture of investment in both. Beyond the location considerations of the Phase II scoring Evaluation Criteria, which are primarily focused on neighborhood compatibility and site adequacy, staff suggests the Council may wish to also consider other locational factors in its final determination such as locational improvement value.

Size and Organizational Structure.

The Phase II scoring Evaluation Criteria includes provisions relative to Labor, Equity, Diversity and Inclusion. These criteria include considerations relative to the provision of living wages, available benefits and compensation, the number of employment opportunities created, the creation of a diverse work force, and local ownership. Staff suggest the Council may wish to consider the extent to which prospective employees will be hired from local sources. In addition, the Council may wish to consider both the potential viability (or example) a larger Applicant/ownership group

¹ Note that these are the original evaluation reports; subsequent corrections have not been made but are instead reflected in the ranking report in Attachment 1. Additionally, the evaluation reports have been partially redacted to address non-public items related to public safety, deliberative process, trade secret, and similar items.

with a greater number of existing locations or years of experience may bring as well as the potential to create equal opportunities for smaller or more recent startups or business owners in its final decision of awards.

Unionization.

Section 6-5.13(G) of the CMC provides, for applicants with ten or more employees, the applicant shall attest that the applicant has entered into a labor peace agreement and will abide by the terms of the agreement.

While all public participation and testimony received to date is greatly valued and appreciated, it is not staff's opinion that the nature of public commentary received during the Phase III Public Meeting process afforded any further substantial distinction between Applicants; and, is therefore not considered to be influential to an extent necessary to justify a further reduction of the number of Applicants to be considered and interviewed by Council as part of the Phase IV process.

In addition, while Community Benefits were included in the original application submittal and represented to varying degree within the Applicants' presentations during the Phase III Public Meeting process, final proposed commitments have not yet been "negotiated" as intended through the Phase IV Guidelines.

Staff has therefore provided an outline of considerations and potential alternatives respective to proceedings for the Phase IV process for Council consideration. All alternatives are considered compliant and consistent with the provisions of the adopted Guidelines.

ALTERNATIVES:

It should be noted that neither the City Municipal Code nor adopted Guidelines require the Phase IV process to be conducted as a public hearing. At minimum, a presentation of top applicants from the Phase II process, a summary report of the Phase III Public Meeting, and interview of the top applicants for consideration of applications by the City Council is required.

All presentations should be received, and interviews of selected top applicants conducted prior to making any final determinations pertaining to an award of a Commercial Cannabis Business Permit(s).

Staff is requesting the Council receive this summary report and provide direction/determinations regarding the following procedural considerations and alternatives for conducting the Phase IV City Council interviews and for purposes of making final determinations pertaining to the award of Commercial Cannabis Business Permits in the City of Madera. The City Council may, at its discretion, select or modify any of these alternatives in its direction to staff:

- Determine the length of Applicant presentations.

Staff Recommendation: Applicants should be given, at-minimum, the same five-minute length of time afforded during the Phase III Public Meetings to present to the Council during the Phase IV process. HdL staff have opined that five minutes is not sufficient time for final presentations however and has recommended that Applicants be given 10 minutes to provide final presentations. Staff agrees with this opinion and recommendation. It is also recommended that all Applicants be required to provide final presentations in PowerPoint format and provide final PowerPoint slides to City staff either 48 or 72 hours in advance of the scheduled meeting.

- Determine whether the City Council wishes to interview all top Applicants at the same Special Meetings of the City Council at which presentations will be given; or, following receipt of all top Applicant presentations, invite all or a reduced number of top Applicants to return to Council at a later Special or Regular meeting date to participate in the interview process (please note, if a reduced number of top Applicants is selected to be interviewed, subsequent interviews of additional Applicants could be requested on an as-needed basis).

Staff Recommendation: “Interviewing” all 20 top applicants at the same Special Meetings at which presentations are given ensures all Applicants are afforded an opportunity to be interviewed. Nothing would prevent the Council from asking Applicants questions or from deliberating following Applicant presentations. The Council may wish to consider these type of question & answer sessions to constitute the entirety of the “interview” process. However, this approach may limit the focus or depth of “interviews” unless a greater number or longer Special Meetings are scheduled.

Alternatively, inviting a reduced number of top Applicants to interview at a later date following presentations: ensures certain time assumptions (or constraints) for the conduct of Special Meetings; may afford greater potential to minimize the number of Special Meetings required to expedite scheduling and the decision-making process; afford the Council with greater opportunity to digest information received, formulate more focused interview questions for selected Applicants and/or consider and negotiate terms relative to community benefit agreements. This approach may also allow all interviews to be conducted in one Special Meeting (or interviews to be conducted in isolation, thereby removing or minimizing any potential advantages resulting from the scheduling order of Applicants). This option would however require the Council to “make a cut” and announce invitations to interview a reduced number of top Applicants following receipt of all Applicant presentations (reserving the right to ask questions and/or deliberate following the presentations).

In order to retain and reward Phase II score advantages, HdL staff have recommended that the order of the final Applicant presentations be scheduled beginning with the lowest Phase II scoring Applicant and ending with the highest. Staff supports this recommendation and suggests the order for Applicants who achieved the same/tied Phase II scores be selected at random.

- Determine whether public participation, comment and/or testimony will be allowed to be received either after each group of presentations for each meeting, or after all presentations have been provided.

Staff Recommendation: Public participation is a valuable resource in any public decision-making process and can provide additional perspective and insight to decision-makers. The Phase III Public Meeting process has already afforded opportunity to the public to provide public comment and testimony pertaining to individual Applications. However, the public also has a right to comment during the Phase IV process.

The manner in which public testimony is received may have potential to dictate the number and/or length of Special meetings necessary. Based upon the nature of public comment and testimony received to date, Staff opines that it is unlikely that new substantive issues or concerns will be brought to the attention of the Council through additional public participation; unless, in response or reaction to comments, questions or concerns raised from Council representatives.

As such, one option to streamline the process may be to provide an opportunity for public comment after all applicants have made their presentations (which could be at a continued Special Meeting), but before the City Council makes any decision to either select a reduced number of top Applicants for additional interviews and/or prior to approving a permit for any Applicant. Alternatively, public comment could be allowed after each individual presentation. However, this alternative approach may result in repetitive or redundant commentary and extend the length of public testimony unnecessarily and without potential to yield additional information pertinent to the decision-making process.

Regardless of approach, the public has a right to comment on the individual application and interviews once they take place. If a reduced number of top Applicants are selected for final interviews at a separate scheduled meeting, the same considerations will need to be made respective to accommodating public participation at the separately scheduled meeting.

- Determine the number of Special Meetings desired by the City Council in order to receive presentations from and interview the top Applicants:

Assuming the top 20 Applicants are each afforded a five-minute presentation, the Council will need to assume, at-minimum, an approximately 2-hour meeting to accommodate all presentations (not including Council questions, interviews or public participation which may be allowed). If final presentations are allowed to be 10 minutes, then approximately 4-hours would be need to accommodate all presentations (not including Council questions, interviews or public participation which may be allowed).

Staff Recommendation: The Commercial Cannabis Business permit application process has been a long one. Staff supports efforts to minimize the number of Special Meetings

of the City Council and to expedite completion of the Phase IV interview and decision-making process. Whether interviews will be conducted concurrent with presentations or be limited to a reduced number of applicants at a later date, efforts should be made to limit the number of Special Meetings to the extent possible. If the Council desires to complete the Phase IV process and provide CCB Permit award decisions in the 2023 calendar year, it is likely that no more than two Special Meetings may be able to be accommodated prior to the last Regular Meeting of the City Council in the calendar year (e.g., one Special Meeting for presentations and another subsequent Special Meeting for interviews; or, two Special Meetings with presentations and interviews conducted concurrently at the same meetings; and, with awards announced at the conclusion of the Special Meetings or with the option to announce awards at the Regular Meeting of the City Council scheduled for December 20, 2023). While time should not be the principal factor in considerations, minimizing the number of Special Meetings (and/or combining the Phase IV Special Meetings process with the Council's Regular Meeting schedule) will help ensure CCB Permit award decisions may be able to be made by the end of the calendar year.

- Determine terms for negotiation of Community Benefits Agreements.

Staff Recommendation: Community Benefits, as originally proposed with initial complete Applications are included as Attachment 3 to this report for Council consideration. The Council may elect to allow Applicants to amend and/or submit final or best proposals at or prior to the Special Meeting in which presentations will be provided; or, the Council may choose to receive and base subsequent decisions only on the Community Benefit proposals submitted with initial Applications and defer final agreements to the negotiation process.

Regardless of preferred alternative, staff suggests “negotiations” are typically best facilitated directly and solely between the individual parties involved. Staff recommends caution that negotiations occurring within an open forum and respective to a competitive process, as instead of a “best and final” approach from all Applicants, it could instead result in a lop-sided “bidding war” that provides an unfair advantage to Applicants based upon the order in which they are given opportunity to present or interview with the Council. Furthermore, consideration should be given to all the applicable Evaluation Criteria holistically in order to identify the best candidates. The consideration of awards should not substantially value any individual Evaluation Criterion to an extent disproportionate with the scoring methodology identified in the adopted Guidelines.

City Council Resolution No. 21-167 sets forth the number and type of CCB Permits that may be issued in the City of Madera. A total of six (6) Standard Retail or Microbusiness CCB Permits (in any combination thereof) may be granted in the City of Madera.

Pursuant to the provisions of Section 6-5.14(H) & (I) of the CMC, the City Council may either deny or approve the final candidates relating to Standard Retail Microbusiness Applications and shall select the top candidates of the cannabis businesses pursuant to review criteria established by

City Council Resolution No. 21-169 establishing Procedure Guidelines and Review Criteria (Guidelines) to govern the application and selection process for various types of Commercial Cannabis Business (CCB) permits. The City Council's decision as to the selection (denial or approval) of the prevailing candidates shall be final and shall not be subject to further administrative or City Council review or appeal.

The City will issue a notice to the prevailing applicants that the City will issue an official Cannabis Business Permit(s) upon the prevailing Applicant(s) obtaining all required land use approvals. Once all required land use approvals are secured, the City will issue an official Cannabis Business Permit.

FINANCIAL IMPACT:

At the time of application filing, each Applicant paid the application fee established by resolution of the City Council (to cover all costs incurred by the City in the application process). While additional Special Meetings of the City Council will result in additional staff resource costs, the application fee was anticipated to cover the Phase IV process and any additional resource costs resultant from any of the presented Alternatives are considered nominal and recoverable through benefit of the respective awards.

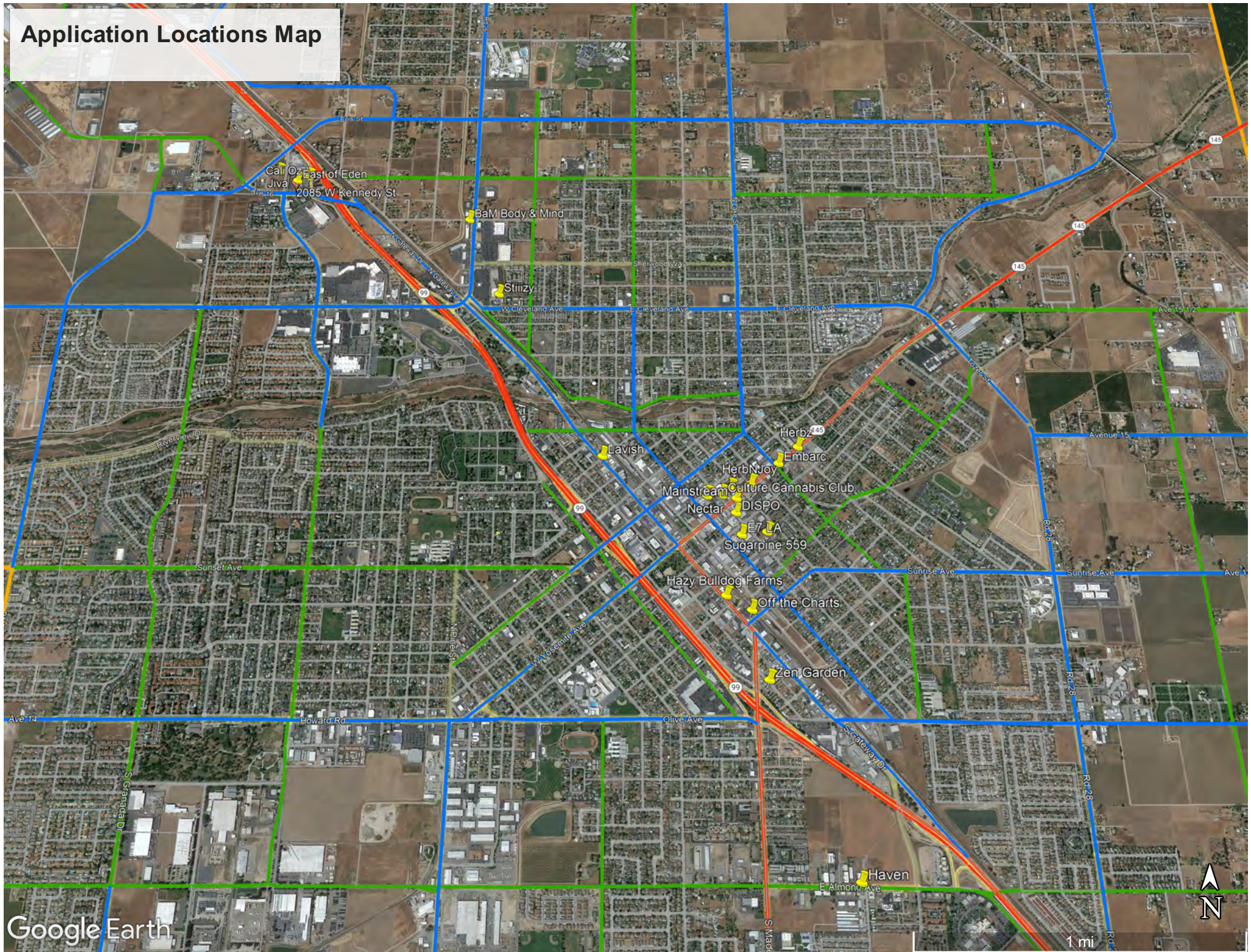
There is no significant fiscal impact associated with the recommended action.

ATTACHMENTS:

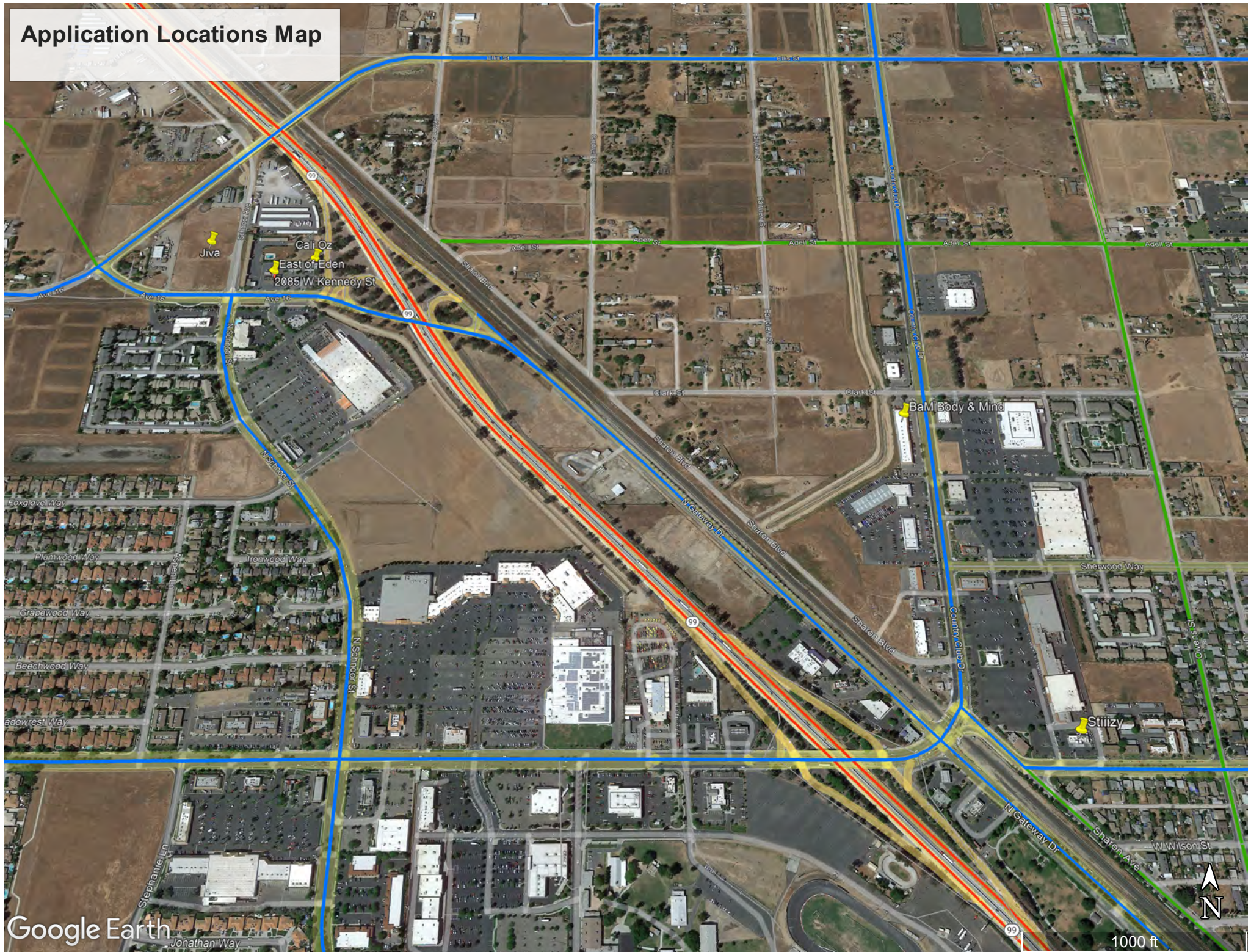
1. Application Locations Maps
2. Phase II Application Scores & Summary
3. Application Community Benefit Proposals

ATTACHMENT 1
Application Locations Maps

Application Locations Map



Application Locations Map



Jiva

East of Eden

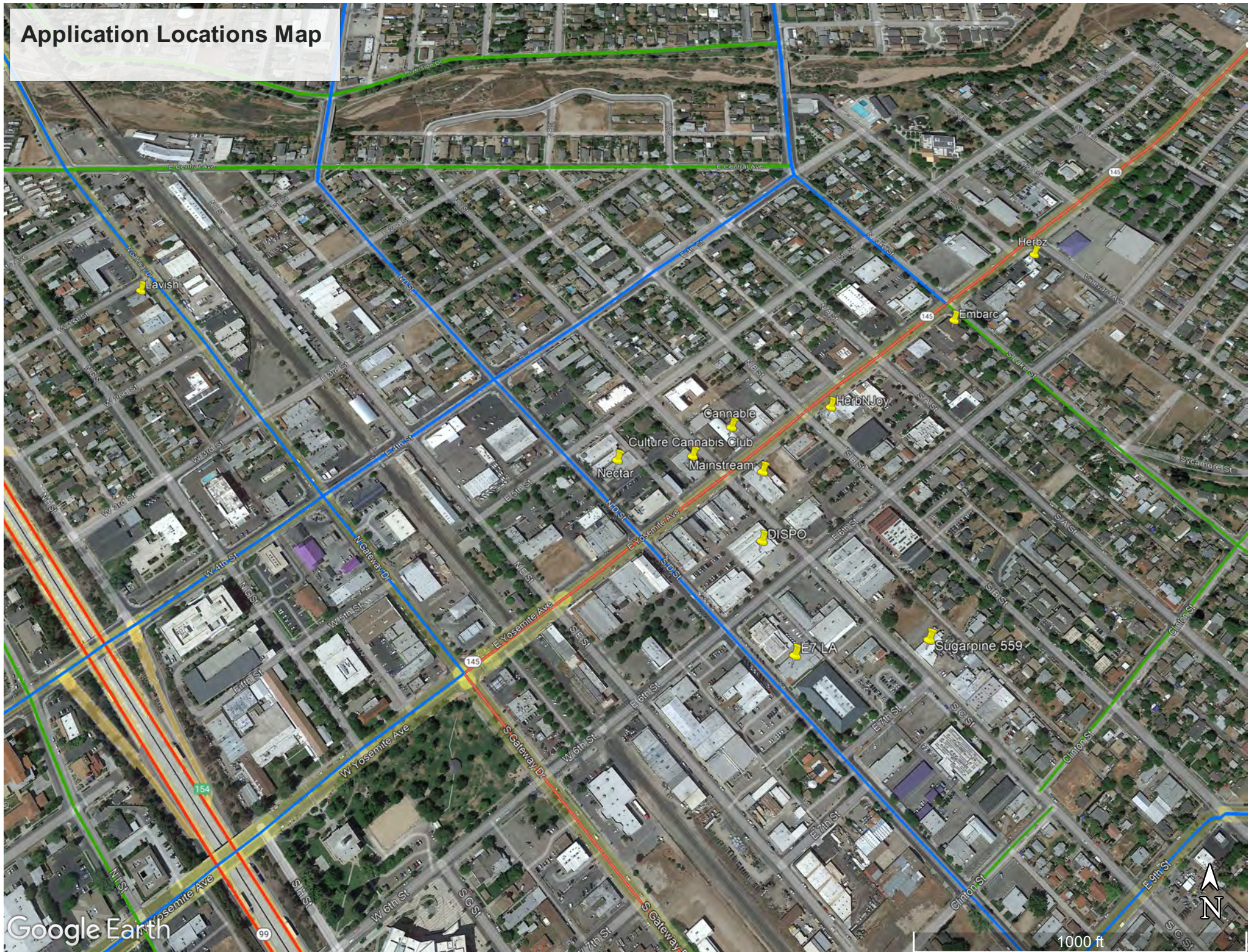
2085 W Kennedy St

BaM Body & Mind

Stiizy



Application Locations Map



Application Locations Map



ATTACHMENT 2
Phase II Application Scores & Summary

CITY OF MADERA
(STANDARD) Application Evaluation and Review
Phase II

| # | Tracking No. | Applicant Name | License Type | Points Possible | Points Awarded | Score |
|-------|--------------|---|--------------|-----------------|----------------|---------|
| 1. * | CAN 2022-09 | Cali Oz Madera LLC | Retail | 3,000 | 3,000 | 100.00% |
| 1. * | CAN 2022-27 | GBH Retail LLC | Retail | 3,000 | 3,000 | 100.00% |
| 1. * | CAN 2022-17 | Lavish West Coast Madera | Retail | 3,000 | 3,000 | 100.00% |
| 1. * | CAN 2022-11 | Madera Erudite Ventures | Retail | 3,000 | 3,000 | 100.00% |
| 1. * | CAN 2022-20 | Madera Has Culture Inc | Retail | 3,000 | 3,000 | 100.00% |
| 1. * | CAN 2022-10 | Mainstream Madera LLC | Retail | 3,000 | 3,000 | 100.00% |
| 1. * | CAN 2022-04 | Responsible and Compliant Retail Madera LLC | Retail | 3,000 | 3,000 | 100.00% |
| 1. * | CAN 2022-03 | Shryne Madera LLC | Retail | 3,000 | 3,000 | 100.00% |
| 2. | CAN 2022-13 | Haven Madera LLC | Retail | 3,000 | 2,993 | 99.77% |
| 3. | CAN 2022-25 | Sugarpine 559 Inc | Retail | 3,000 | 2,992 | 99.73% |
| 4. | CAN 2022-18 | DSPO-Madera LLC | Retail | 3,000 | 2,975 | 99.17% |
| 5. | CAN 2022-19 | Zen Garden of Madera Inc | Retail | 3,000 | 2,932 | 97.73% |
| 6. * | CAN 2022-28 | E7 LA LLC | Retail | 3,000 | 2,900 | 96.67% |
| 6. * | CAN 2022-05 | GFC Central LLC | Retail | 3,000 | 2,900 | 96.67% |
| 6. * | CAN 2022-24 | Jiva MAE LLC | Retail | 3,000 | 2,900 | 96.67% |
| 6. * | CAN 2022-07 | OTC Madera LLC | Retail | 3,000 | 2,900 | 96.67% |
| 6. * | CAN 2022-06 | Retail NM LLC | Retail | 3,000 | 2,900 | 96.67% |
| 7. | CAN 2022-01 | NMG CA 1 LLC | Retail | 3,000 | 2,895 | 96.50% |
| 8. | CAN 2022-21 | Herbz LLC | Retail | 3,000 | 2,892 | 96.40% |
| 9. | CAN 2022-23 | HBF2 Inc | Retail | 3,000 | 2,889 | 96.30% |
| 10. | CAN 2022-02 | Perfect Union - Madera LLC | Retail | 3,000 | 2,874 | 95.80% |
| 11. | CAN 2022-12 | Gateway Canna Groups | Retail | 3,000 | 2,840 | 94.67% |
| 12. | CAN 2022-22 | Dime Bagz LLC | Retail | 3,000 | 2,836 | 94.53% |
| 13. * | CAN 2022-14 | Bluefire of Madera Inc | Retail | 3,000 | 2,765 | 92.17% |
| 13. * | CAN 2022-15 | Phenos of Madera | Retail | 3,000 | 2,765 | 92.17% |
| 14. | CAN 2022-26 | Maderijuana LLC | Retail | 3,000 | 2,504 | 83.47% |

* Businesses that tied in score are listed in alphabetical order

(SOCIAL EQUITY) Application Evaluation and Review
Phase II

| # | Tracking No. | Applicant Name | License Type | Points Possible | Points Awarded | Score |
|----|--------------|----------------------------|--------------|-----------------|----------------|---------|
| 1. | CAN 2022-08 | Nebrina Madera LLC | Retail | 2,700 | 2,700 | 100.00% |
| 2. | CAN 2022-16 | California Cannoisseur LLC | Retail | 2,700 | 2,698 | 99.93% |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Bluefire of Madera, Inc. dba Bluefire of Madera

Applicant Name / DBA:

212 East Yosemite Ave., Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

7/21/2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,765

Score: **92.17%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|------------------|--------------------|---------------------|--------------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 4, 23, 26 | 75 | 75 | Addressed Criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 26, File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 27 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 4-5 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 5-9 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 9-10 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--------------------------------|-----------------|---|-------------|-----------|----|----|----------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 10-16 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 16 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 16 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | | | | No delivery service. |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 17-20 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 20-21 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 32 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 32 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 32-33 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 33-34 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 35 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 35-36 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 36 | 25 | 25 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|---|----------------------|--------------------|-------------------------|------------------------|---|
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 36 | 100 | 0 | Applicant indicated that this section was "N/A". No further information was provided within the application. |
| Summary | | | | | | |
| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 37, 39 | 100 | 0 | In lieu of providing a detailed safety plan prepared by a California Professional Fire Prevention and Suppression Consultant, the applicant provided an email from the City of Madera Fire Marshall, Matthew Tarr which stated that, "Fire Prevention does not need a detailed analysis for a dispensary only site. Such a site is no more hazardous than any cigarette shop in town." Section C(1) of Resolution 21-169 Cannabis Procedure Guidelines - 12.01.21, states that, "The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant." |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 37 | 100 | 70 | Applicant's Safety Plan did not describe all fire prevention and suppression measures or evacuation routes. |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 37-38 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 38 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 40,44 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 58 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 40-62 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 42-62 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 42-62 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |
| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 63-85 | 150 | 150 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|---|---|----------------------|--------------------|-------------------------|------------------------|--------------------|
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 67-85 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 68-85 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 86-89 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 89-91 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 91-92 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 92, 94 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 92, 94 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 93 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 105-106 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 94 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 107 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 95 | 25 | 25 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | |
|----------------|--|--|--|--|--|
| Summary | | | | | |
|----------------|--|--|--|--|--|

| Section G: Community Benefits and Investment Plan (500 points) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------|------------------|-----------------|--------------------|
| G.1. Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 108-157 | 500 | 500 | Addressed Criteria |

| | | | | | |
|----------------|--|--|--|--|--|
| Summary | | | | | |
|----------------|--|--|--|--|--|

| Section H: Proposed Location (300 points) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------|------------------|-----------------|--|
| H. In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 158-162 | 100 | 95 | Review of section H showed that the applicant's proposed location did not include a narrative description of the neighboring businesses on the parcel. |
| H.1. Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | pg. 161 | 150 | 150 | Addressed Criteria |
| H.2. In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 162 | 50 | 50 | Addressed Criteria |

| | | | | | |
|----------------|--|--|--|--|--|
| Summary | | | | | |
|----------------|--|--|--|--|--|

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Cali Oz Madera LLC

Applicant Name / DBA:

2073 Kennedy Street, Suite 101 & 103, Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Friday, August 5, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000 **Points Awarded:** 3,000

Score: **100.00%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|----------------------|------------------|-----------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 2-4 | 75 | 75 | Addressed Criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 7 PDF File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 4-6, 8 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 9-10 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 10-12 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 12-15 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--------------------------------|-----------------|---|-------------|-----------|----|----|------------------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 15-16 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 16 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 16-17 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | | | | 2 Electric Delivery vehicles |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 23-24 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 24-32 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|------------|--|--|--|--|--|--|
| Summary | [REDACTED] | | | | | | |
|----------------|------------|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 35-39 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 39 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 39-43 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 43-52 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 52-58 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 58 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 59-60 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 60-63 | 100 | 100 | Addressed Criteria |
| Summary | | | | | | |
| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 67 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 68-74 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 75-79 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 80 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 83 | 100 | 100 | Addressed Criteria |
| | D.1.A. Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 106 | 75 | 75 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|---|--|----------------------|--------------------|-------------------------|------------------------|-------------------|
| D.2. Cont'd | D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| | D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| | D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification | N/A | | | | |
| | D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 84-92 | 75 | 75 | Addressed Criteria | |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 92-96 | 35 | 35 | Addressed Criteria | |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 97-105 | 15 | 15 | Addressed Criteria | |
| Summary | | | | | | | |
| Section E: Qualification of Owners (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 108-117 | 150 | 150 | Addressed Criteria | |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 118 | 100 | 100 | Addressed Criteria | |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 119-120 | 150 | 150 | Addressed Criteria | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Summary | | | | | | |
|---|--|---------------|---------------------|------------------|-----------------|--------------------|
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg.122-138 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 139-141 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 141-145 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 146 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 146 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 147 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | PDF #1 pg. 20-58 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 149 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 150-151 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 152-154 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|-------------|------------------|-----------------|--------------------|
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 156-164 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | |
| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 166-168 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF# 5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 168 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Dime Bagz, LLC dba Dime Bagz

Applicant Name / DBA:

301 North Gateway Dr., Madera, CA 93637

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Monday, July 25, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,836

Score: **94.53%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|------------------|----------------------|---------------------|--------------------|---|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 2-3 pg. 78-81 | 75 | 75 | Addressed Criteria |
| A.1. A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 74-77 | 50 | 0 | Review of the applicant's proof of capitalization in PDF File #4 and on pages 74-77 of PDF File #2, showed that [REDACTED], and [REDACTED] were joint account holders on the bank accounts utilized to substantiate capital. The applicant failed to identify [REDACTED], or [REDACTED] as owners of the proposed business or include authorization from the aforementioned individuals to utilize the funds. As such, the source of capital could not be verified. |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|------------------------------|---------------|---|-------------|----------------------|----|----|---|
| A.1. Cont'd | A.1.B. | Pro forma for at least three years of operation. | Percentage | pg. 2-3 pg. 78-81 | 75 | 64 | Review of PDF File #2 showed that the applicant did not clearly identify the 3-year Pro Forma. Pages 80-81 showed table illustrating three years of anticipated annual revenue and costs. Although this table was not clearly identified, HdL utilized this table as no other table representing a "Pro Forma" was provided. Applicant's table failed to include costs for equipment, or maintenance. |
| | A.1.C. | A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 3 | 20 | 20 | Addressed Criteria |

Daily Operations (Retail):

| | | | | | | | |
|-----------------|---|-------------|------------------|----|----|----------------------|--|
| A.2.1. | Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | | |
| A.2.1.A. | Describe customer check-in procedures. | Percentage | pg. 5-6 | 75 | 75 | Addressed Criteria | |
| A.2.1.B. | Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 6 | 25 | 25 | Addressed Criteria | |
| A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 4 pg. 6-7 | 20 | 20 | Addressed Criteria | |
| A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 7-8 | 10 | 10 | Addressed Criteria | |
| A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 8 | 20 | 20 | Addressed Criteria | |
| A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 9 | | | One Delivery Vehicle | |
| A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 4-9 | 20 | 20 | Addressed Criteria | |
| A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 7-9 | 10 | 10 | Addressed Criteria | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------|------------------|-----------------|--|
| B.1. Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 10 | 25 | 25 | Addressed Criteria |
| B.2. Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 11 | 25 | 25 | Addressed Criteria |
| B.3. Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 11 | 25 | 25 | Addressed Criteria |
| B.4. Identify all positions and their responsibilities. | Percentage | pg. 11-13 | 50 | 50 | Addressed Criteria |
| B.5. Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 13 | 50 | 50 | Addressed Criteria |
| B.6. Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 14 | 100 | 100 | Addressed Criteria |
| B.7. Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 14 | 25 | 25 | Addressed Criteria |
| B.8. Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 14 | 100 | 0 | Applicant stated that the proposed business was not locally owned. |

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section C: Safety Plan (300 points) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------|------------------|-----------------|--------------------|
| C.1. The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 16 | 100 | 100 | Addressed Criteria |
| C.2. Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 25-27 | 100 | 100 | Addressed Criteria |
| C.3. Describes all accident and incident reporting procedures. | All or None | pg. 19-23 | 50 | 50 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 18 | 50 | 50 | Addressed Criteria |
|---------------------------------------|--|---------------|-------------|------------------|-----------------|--|
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 35 | 100 | 100 | Addressed Criteria |
| | D.1.A. Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 64 | 75 | 72 | Review of the applicant's Premises Diagram on page 64 of File #2 showed that the applicant identified the state defined "Retail Area" as the "Showroom". As such, the premises diagram did not meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006. |
| | D.2.A. Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| | D.2.B. Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| | D.2.C. Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| | D.2.D. The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| | D.2.E. If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|-------------|---|------------|-----------|----|----|--------------------|
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 35-47 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 47-52 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 52-54 | 15 | 15 | Addressed Criteria |

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---|---------------|-------------|------------------|-----------------|--------------------|
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 65 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 65-66 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 66 | 150 | 150 | Addressed Criteria |

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|-------------|------------------|-----------------|--------------------|
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 67-68 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 68-69 | 100 | 100 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|--|--|----------------------|---------------------|-------------------------|------------------------|--------------------|
| F.3. | The application includes the following information about the proposed location: | | | | | | |
| | F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 69 | 50 | 50 | Addressed Criteria |
| | F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 69 | 25 | 25 | Addressed Criteria |
| | F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 69, 90 | 25 | 25 | Addressed Criteria |
| | F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 70 | 50 | 50 | Addressed Criteria |
| | F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | PDF #1 pg. 11-15 | 50 | 50 | Addressed Criteria |
| | F.3.F. | Vicinity map. | All or None | pg. 88-90 | 25 | 25 | Addressed Criteria |
| | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 92-94 | 25 | 25 | Addressed Criteria |
| | F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 91 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | | Percentage | pg. 70-71 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 71-72 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF #5 pg. 1 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 82 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

DSPO-Madera, LLC dba DISPO

Applicant Name / DBA:

124 S C Street, Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Monday, August 15, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000 Points Awarded: 2,875

Score: **95.83%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------|------------------|-----------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 3-12 | 75 | 75 | Addressed Criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | PDF File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 12-16 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 16-18 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 20-21 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg.21-22 | 25 | 25 | Addressed Criteria |
| A.2.1.C. Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 22 | 20 | 20 | Addressed Criteria |
| A.2.1.D. Estimate the number of customers to be served per hour/day. | All or None | pg. 23 | 10 | 10 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|--|---|----------------------|----------------------------|-------------------------|------------------------|---|
| A.2.1. Cont'd | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 23-25 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during | N/A | pg. 25-27 | | | Delivery proposed. |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 27-29 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent | All or None | pg.29-32 | 10 | 10 | Addressed Criteria |
| Summary | | | | | | | |
| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | | All or None | pg. 34-35 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | | All or None | pg. 33-49 | 25 | 0 | Review pages 33 through 49 of the application showed that the applicant did not identify the number of employees at full capacity. |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | | All or None | pg. 36-41 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | | Percentage | pg. 42-44 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | | Percentage | pg. 44-46 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | | All or None | pg. 41-42 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of | | All or None | pg. 46-49 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | | All or None | PDF File #1 PDF File #5 | 100 | 0 | Applicant did not provide proof of residency in the form of mortgage statements, lease agreements, tax bills, utility bill or any other documentation capable of showing residency established prior to June 1, 2021. |
| Summary | | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 50 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 50-77 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 63 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 58-59 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg.78 | 100 | 100 | Addressed Criteria |
| | D.1.A. Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 88 | 75 | 75 | Addressed Criteria |
| | D.2.A. Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| | D.2.B. Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| | D.2.C. Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| | D.2.D. The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|---|---|----------------------|--------------------|-------------------------|------------------------|--------------------|
| D.2. Cont'd | D.2.E. If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 90-97 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 97-108 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 103 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |
| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 122-133 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 122-133 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 122-133 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 135-141 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 142-154-175 | 100 | 100 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| F.3. | The application includes the following information about the proposed location: | | | | | | |
| | F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 142-147 | 50 | 50 | Addressed Criteria |
| | F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 149-150 | 25 | 25 | Addressed Criteria |
| | F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 150 | 25 | 25 | Addressed Criteria |
| | F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 151 | 50 | 50 | Addressed Criteria |
| | F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 152-153 | 50 | 50 | Addressed Criteria |
| | F.3.F. | Vicinity map. | All or None | pg. 148-150 | 25 | 25 | Addressed Criteria |
| | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 146-148 | 25 | 25 | Addressed Criteria |
| F.3. Cont'd | F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 150 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | | Percentage | pg. 179-188 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 189-200 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF File #5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 191 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

E7 LA LLC

Applicant Name / DBA:

215 South D Street, Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Friday, August 12, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,900

Score: 96.67%

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|--------------------------|------------------|-----------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | PDF #2, Pgs.7-9 | 75 | 75 | Addressed criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | PDF #2, Pg 10 | 50 | 50 | Addressed criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | PDF #2, Pgs.12, 37-44 | 75 | 75 | Addressed criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | PDF #2, Pgs.13-16, 45-47 | 20 | 20 | Addressed criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | PDF #2, Pgs. 17-18 | 75 | 75 | Addressed criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | PDF #2, Pgs.18-19 | 25 | 25 | Addressed criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|----------------------|-----------------|---|-------------|--------------------|----|----|--------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | PDF #2, Pg. 20 | 20 | 20 | Addressed criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | PDF #2, Pg.21 | 10 | 10 | Addressed criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | PDF #2, Pgs. 21-22 | 20 | 20 | Addressed criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | PDF #2, Pgs. 23-26 | | | Addressed criteria |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | PDF #2, Pgs. 26-34 | 20 | 20 | Addressed criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | PDF #2, Pgs. 34-35 | 10 | 10 | Addressed criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | PDF #2, Pg. 50 | 25 | 25 | Addressed criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | PDF #2, Pgs. 50-51 | 25 | 25 | Addressed criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | PDF #2, Pgs. 51-53 | 25 | 25 | Addressed criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | PDF #2, Pgs. 53-56 | 50 | 50 | Addressed criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | PDF #2, Pgs. 56-58 | 50 | 50 | Addressed criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | PDF #2, Pgs. 58-59 | 100 | 100 | Addressed criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | PDF #2, Pgs. 59-60 | 25 | 25 | Addressed criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|-------------|---|-------------|--------------------|-----|---|--|
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | PDF #2, Pgs. 60-62 | 100 | 0 | Proof of Residency not provided. Kevin Massetti, [REDACTED] owner, was the only owner identified as residing within Madera County. |
|-------------|---|-------------|--------------------|-----|---|--|

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|-------------------------------------|---|---------------|--------------------|------------------|-----------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | PDF #2, Pgs. 67-87 | 100 | 100 | Addressed criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | PDF #2, Pgs. 71-79 | 100 | 100 | Addressed criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | PDF #2, Pgs. 79-85 | 50 | 50 | Addressed criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | PDF #2, Pg. 86 | 50 | 50 | Addressed criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---------------------------------------|--|---------------|-------------------------------|------------------|-----------------|--------------------|
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | PDF #2, Pgs. 89-118 | 100 | 100 | Addressed criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | PDF #2, Pgs. 92, 94 & 176-181 | 75 | 75 | Addressed criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | PDF #2, Pg 92 & 94 | | | Addressed criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|---------------|---|----------------------|----------------------|-------------------------|------------------------|--------------------|
| D.2. Cont'd | D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | PDF #2, Pg 92 & 94 | | | Addressed criteria |
| | D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | PDF #2, Pg 92 & 94 | | | Addressed criteria |
| | D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | PDF #2, Pg. 92 & 94 | | | Addressed criteria |
| | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | PDF #2, Pgs. 92 & 94 | | | Addressed criteria |
| D.3. | | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | PDF #2, Pgs. 94-108 | 75 | 75 | Addressed criteria |
| D.4. | | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | PDF #2, Pgs. 108-112 | 35 | 35 | Addressed criteria |
| D.5. | | Describe employee training and general security policies. | Percentage | PDF #2, Pgs. 112-117 | 15 | 15 | Addressed criteria |
| Summary | | | | | | | |
| Section E: Qualification of Owners (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | PDF #2, Pgs. 120-129 | 150 | 150 | Addressed criteria |
| E.2. | | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | PDF #2, Pgs. 131-134 | 100 | 100 | Addressed criteria |
| E.3. | | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | PDF #2, Pg. 134 | 150 | 150 | Addressed criteria |
| Summary | | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | PDF #2, Pgs. 136-144 | 25 | 25 | Addressed criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|---|--|----------------------|----------------------|-------------------------|------------------------|--------------------|
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | PDF #2, Pgs. 144-145 | 100 | 100 | Addressed criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | PDF #2, Pgs. 145-146 | 50 | 50 | Addressed criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | PDF #2, Pgs. 146-147 | 25 | 25 | Addressed criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | PDF #2, Pgs. 146-148 | 25 | 25 | Addressed criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | PDF #2, Pgs. 148-149 | 50 | 50 | Addressed criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | PDF #1, Pgs. 8-10 | 50 | 50 | Addressed criteria |
| F.3.F. | Vicinity map. | All or None | PDF #2, Pg. 150 | 25 | 25 | Addressed criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | PDF #2, Pgs. 151 | 25 | 25 | Addressed criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | PDF #2, Pgs. 152-158 | 25 | 25 | Addressed criteria |
| Summary | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | PDF #2, Pgs. 159-166 | 500 | 500 | Addressed criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|----------------------|------------------|-----------------|--------------------|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | PDF #2, Pgs. 171-175 | 100 | 100 | Addressed criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF #2, Pgs. 171-175 | 150 | 150 | Addressed criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | PDF #2, Pgs. 176-180 | 50 | 50 | Addressed criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Gateway Canna Groups dba Garden Ablaze

Applicant Name / DBA:

222 S Gateway Drive Madera CA. 93637

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Tuesday, August 16, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,840

Score: **94.67%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation | |
|---------------------------------------|--|-------------|---------------------------|-----------------|------------|--|
| Business Plan: | | | | | | |
| A.1. | Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 8 | 75 | 75 | Addressed Criteria |
| A.1.A. | Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | PDF File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. | Pro forma for at least three years of operation. | Percentage | PDF File #1 - PDF File #5 | 75 | 38 | Applicant did not provide a 3 Year Pro forma. |
| A.1.C. | A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 4-25 | 20 | 0 | Review of pages 4 through 25 of the application showed that the applicant's business plan did not include a schedule for beginning operation, including a narrative outlining any proposed construction (aka buildout) and improvements and a timeline for completion. |
| Daily Operations (Retail): | | | | | | |
| A.2.1. | Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. | Describe customer check-in procedures. | Percentage | pg. 12-13 | 75 | 75 | Addressed Criteria |
| A.2.1.B. | Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 13-14 | 25 | 25 | Addressed Criteria |
| A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 15 | 20 | 20 | Addressed Criteria |
| A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 15 | 10 | 10 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|--|---|----------------------|--------------------|-------------------------|------------------------|---|
| A.2.1. Cont'd | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 15-19 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during | N/A | | | | |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 23-24 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent | All or None | pg. 24-25 | 10 | 10 | Addressed Criteria |
| Summary | | | | | | | |
| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | | All or None | pg. 25 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | | All or None | pg. 26 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | | All or None | pg. 27 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | | Percentage | pg. 28-31 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | | Percentage | pg. 31 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | | All or None | pg. 32 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | | All or None | pg. 32 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | | All or None | pg. 33 | 100 | 0 | Applicant did not provide proof of residency in the form of mortgage statements, lease agreements, tax bills, utility bill or any other documentation capable of showing residency established prior to June 1, 2021. |
| Summary | | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 34-35 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 37-47 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 47-49 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 35 | 50 | 50 | Addressed Criteria |
| Summary | | [REDACTED] | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 51 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | PDF File #2 | 75 | 72 | Review of PDF File #2 showed that the application contained multiple premises diagrams. However, no single premise diagram met all requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|---|---|----------------------|--------------------|-------------------------|------------------------|--------------------|
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 54-59 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 59-67 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 67-70 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |
| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 74-76 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 74-76 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 76 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 77-81 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 82-83 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 83-87 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 88 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 89 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|--|---|----------------------|--------------------|-------------------------|------------------------|--------------------|
| F.3. Cont'd | F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 89 | 50 | 50 | Addressed Criteria |
| | F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 90-96 | 50 | 50 | Addressed Criteria |
| | F.3.F. | Vicinity map. | All or None | pg.97 | 25 | 25 | Addressed Criteria |
| | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 98-99 | 25 | 25 | Addressed Criteria |
| | F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 99 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | | Percentage | pg. 102-104 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | | |
| Section H: Proposed Location (300 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | | Percentage | pg. 105-109 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | | All or None | pg. 105-109 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | | Percentage | pg. 105-109 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

GBH Retail LLC dba Cannable

Applicant Name / DBA:

313 E Yosemite Avenue Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Wednesday, August 17, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 3,000

Score: **100.00%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------|------------------|-----------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 6-8 | 75 | 75 | Addressed Criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 9-12 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 13-17 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 18 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 22-23 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 23-24 | 25 | 25 | Addressed Criteria |
| A.2.1.C. Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 24-25 | 20 | 20 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|----------------------|-----------------|---|-------------|-----------|----|----|--------------------|
| A.2.1. Cont'd | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 25 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg.25-30 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 34-36 | | | 1 delivery vehicle |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 36-37 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 37-54 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 55-57 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 58-59 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 61-63 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 59-61, 63-64 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 65-68 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 58, 68-69 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 69-70 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 70-73 | 100 | 100 | Addressed Criteria |
| Summary | | | | | | |
| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg.74-77, 87-90 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | 79-87, 91 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 80-81 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 79 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 92-93 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 116 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|---|---|----------------------|--------------------|-------------------------|------------------------|-------------------|
| D.2. Cont'd | D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| | D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| | D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 92-102 | 75 | 75 | Addressed Criteria | |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 102-106 | 35 | 35 | Addressed Criteria | |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 107-108 | 15 | 15 | Addressed Criteria | |
| Summary | | | | | | | |
| Section E: Qualification of Owners (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg.117-121 | 150 | 150 | Addressed Criteria | |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 121-122 | 100 | 100 | Addressed Criteria | |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 122-125 | 150 | 150 | Addressed Criteria | |
| Summary | | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------------------------------|------------------|-----------------|--------------------|
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 126-138 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 138-144 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 145-154 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 155-156 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 157-158 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 158-159 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 160 PDF File #1 pg. 11-23 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 161 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 162-163 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 164 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg.165-173 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | |
| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 174-176 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF File #5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 176 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

GFC Central, LLC dba East of Eden

Applicant Name / DBA:

2085 W. Kennedy Street, Madera, CA 93637

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Wednesday, August 17, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000 Points Awarded: 2,864

Score: **95.47%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------|------------------|-----------------|--|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 10-11 | 75 | 75 | Addressed Criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | PDF File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 12-16 | 75 | 64 | Applicant's 4-year pro forma did not include expense categories for maintenance, equipment, or security equipment and staff. |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 16-17 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 17-18 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 19-20 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--------------------------|-----------------|---|-------------|-----------|----|----|---------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 20 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 20 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 21-26 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 26-31 | | | 3 delivery vehicles |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 31-44 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg.44-61 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|-------------|------------------|-----------------|--|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 61-62 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 62 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 62-63 | 25 | 0 | Applicant did not describe the diversity and inclusion programs that would be developed. |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 63-66 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 66-67 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 66, 69 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 66-72 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 73-76 | 100 | 0 | Proposed business was not locally owned. |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---|----------------------|--------------------|-------------------------|------------------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 76 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 78-88 98-99 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 88-91 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 92-96 | 50 | 50 | Addressed Criteria |

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 100 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 109-110 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|---|---|---|----------------------|--------------------|-------------------------|------------------------|
| D.2. Cont'd | D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | |
| | D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | |
| | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 115-121 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 121-133 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 127-159 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |
| Section E: Qualification of Owners (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 160-170 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 160-170 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 160-170 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 171-178 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 178-182 | 100 | 100 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| F.3. | The application includes the following information about the proposed location: | | | | | | |
| | F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 182 | 50 | 50 | Addressed Criteria |
| | F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 182-183 | 25 | 25 | Addressed Criteria |
| | F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 183 | 25 | 25 | Addressed Criteria |
| | F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 184 | 50 | 50 | Addressed Criteria |
| | F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 184-185 | 50 | 50 | Addressed Criteria |
| | F.3.F. | Vicinity map. | All or None | pg. 186 | 25 | 25 | Addressed Criteria |
| | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 186 | 25 | 25 | Addressed Criteria |
| | F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 187 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | | Percentage | pg. 189-196 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 197-198 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF File #5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 200 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Haven Madera, LLC

Applicant Name / DBA:

508 E Almond Avenue, Madera, CA, 93637

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Thursday, August 18, 2022

Report Date:

Complete Upon Supplemental Application Review.

Report Status:

Points Available: 3,000 Points Awarded: 2,993

Score: **99.77%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|------------------|----------------|---------------------|--------------------|---|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg.7-8 | 75 | 75 | Addressed Criteria |
| A.1. A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | PDF File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 9-10 | 75 | 68 | Applicant's pro-forma did not account for costs associated to city fees and state fees. |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 11 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 17-19 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 19-21 | 25 | 25 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--------------------------|-----------------|---|-------------|-----------|----|----|---------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 21 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 22 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 22-24 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 24-31 | | | 2 delivery vehicles |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 31-32 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 33-50 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|-------------|------------------|-----------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 52 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 53 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 53-65 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 66-75 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 76-83 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg.84 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 84-86 | 25 | 25 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 86 PDF #1 47-50 | 100 | 100 | Addressed Criteria |
|--|--|---------------|---------------------------|------------------|-----------------|--------------------|
| Summary | | | | | | |
| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 88 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 90-97 106-107 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 97-99 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 100-105 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 109-110 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 110-111 132 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--------------------|---|---|-------------|----|----|--------------------|
| D.2. Cont'd | D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | |
| | D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | |
| | D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | |
| | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 111-119 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 119-122 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 123-125 | 15 | 15 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---|----------------------|--------------------|-------------------------|------------------------|--------------------|
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 134-144 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 145-149 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 149-150 | 150 | 150 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 152-165 | 25 | 25 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|---|--|----------------------|------------------------|-------------------------|------------------------|--------------------|
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 166-168 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 168-173 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 174 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 174 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 174-180 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 180 PDF File #1 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 180 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 181 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 182 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 183-196 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 197-199 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF File #5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 200 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Hazy Bulldog Farms 2, Inc. dba Hazy Bulldog Farms

Applicant Name / DBA:

324 S. Gateway Drive, Madera, CA 93637

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Monday, August 8, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,889

Score: **96.30%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------|------------------|-----------------|---|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 17-18 | 75 | 75 | Addressed Criteria |
| A.1. A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | PDF File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 18-20 | 75 | 64 | Review of pages 18 through 20 of the application showed that the 3-year Pro Forma did not account for costs associated to maintenance, or security staff. |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 21-22 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 31-34 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 34-37 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--------------------------------|-----------------|---|-------------|---------------|----|----|-----------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 41 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 1-64 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 21, 38-40 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | | | | One delivery vehicle. |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 41-64 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 40-44 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 23 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 70 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 66-70 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 70-74 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 76-78 | 50 | 50 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|-------------|---|-------------|-----------|-----|-----|---|
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 75-76 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 74-75 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 78 | 100 | 0 | Applicant showed that the owners of the proposed business were not local. |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---|---------------|----------------------|------------------|-----------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 81 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 83-84, 86, 92-93 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 84-89 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 81-82 | 50 | 50 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 96 | 100 | 100 | Addressed Criteria |
| | D.1.A. Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 126 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 98-110 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 98-126 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 110-112 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |
| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 128-129 | 150 | 150 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 130-145 | 100 | 100 | Addressed Criteria |
|--|---|---------------|-------------|------------------|-----------------|--------------------|
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 128-129 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 147-153 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 153-159 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 159-162 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 162 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 162-163 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 166 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 167-179 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 180 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 181-184 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 184 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|---|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| Summary | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 185-189 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | |
| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 190-197 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF File #5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 190-197 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Herbz, LLC dba Herbz

Applicant Name / DBA:

632 E. Yosemite Ave., Suite 108, Madera CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Monday, August 1, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,892

Score: **96.40%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations).

Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|---------------------------|------------------|-----------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 2, 5-7, 75-76 | 75 | 75 | Addressed Criteria |
| A.1. A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 2, 68-73, PDF file #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 2, 5-7, 75-76 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 3 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 8 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 8-11 | 25 | 25 | Addressed Criteria |
| A.2.1.C. Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 11, 84 | 20 | 20 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--------------------------|-----------------|---|-------------|-----------|----|----|--------------------|
| A.2.1. Cont'd | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 11 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 11-12 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 12-13 | | | |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 13 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 14 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|-------------|---------------|-------------|------------------|---|------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 15,79-82 | 25 | 25 | Addressed Criteria | |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 15-16 | 25 | 25 | Addressed Criteria | |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 16 | 25 | 25 | Addressed Criteria | |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 15-20 | 50 | 45 | Applicants Labor, Equity, Diversity and Inclusion Plan on pages 15 through 20 of PDF File #2 showed that the applicant did not identify the Delivery Driver, Head of Marketing, and Inventory Assistant responsibilities within the Labor, Equity, Diversity, and Inclusion Plan. | |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 18 | 50 | 50 | Addressed Criteria | |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 19 | 100 | 100 | Addressed Criteria | |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 19 | 25 | 25 | Addressed Criteria | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|--|----------------------|--------------------|-------------------------|------------------------|---|
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 19-20 | 100 | 0 | Applicant did not provide proof of residency in the form of mortgage statements, lease agreements, tax bills, utility bill or any other documentation capable of showing residency established prior to June 1, 2021. |
| Summary | | | | | | |
| Section C: Safety Plan (300 points) | | | | | | |
| | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 20 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 24-31, pg. 34 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 22-24 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 22 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | | | | | |
| | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 36 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 59 | 75 | 72 | Review of the applicant's Premises Diagram on page 59 of File #2 showed that the applicant identified the state defined "Retail Area" as the "Unit 108 - Showroom". As such, the premises diagram did not meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006. |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|---|---|----------------------|--------------------|-------------------------|------------------------|-------------------|
| D.2. Cont'd | D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| | D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| | D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 38-43 | 75 | 75 | Addressed Criteria | |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 43-49 | 35 | 35 | Addressed Criteria | |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 49-57 | 15 | 15 | Addressed Criteria | |
| Summary | | | | | | | |
| Section E: Qualification of Owners (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 60-61 | 150 | 150 | Addressed Criteria | |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 60-61 | 100 | 100 | Addressed Criteria | |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 61 | 150 | 150 | Addressed Criteria | |
| Summary | | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 62-63 | 25 | 25 | Addressed Criteria | |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 63-64 | 100 | 100 | Addressed Criteria | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|--|--|----------------------|---------------------|-------------------------|------------------------|--------------------|
| F.3. | The application includes the following information about the proposed location: | | | | | | |
| | F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 64 | 50 | 50 | Addressed Criteria |
| | F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 64 | 25 | 25 | Addressed Criteria |
| | F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 64 | 25 | 25 | Addressed Criteria |
| | F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 64 | 50 | 50 | Addressed Criteria |
| | F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | PDF #1 pg. 10-11 | 50 | 50 | Addressed Criteria |
| | F.3.F. | Vicinity map. | All or None | pg. 85-87 | 25 | 25 | Addressed Criteria |
| | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 89-97 | 25 | 25 | Addressed Criteria |
| | F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 88 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | | Percentage | pg. 65 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | | |

**City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report**

| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|----------------------|------------------|-----------------|--------------------|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 66, 83 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF File #5 pg. 1 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 83-84 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Jiva MAE, LLC dba Jiva

Applicant Name / DBA:

2350 N Schnoor St., Madera, CA 93637

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Wednesday, August 3, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,900

Score: **96.67%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation | |
|---------------------------------------|--|-------------|-------------------|-----------------|------------|--------------------|
| Business Plan: | | | | | | |
| A.1. | Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 7-11 | 75 | 75 | Addressed Criteria |
| A.1. A. | Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | PDF #4 pg. 1-5 | 50 | 50 | Addressed Criteria |
| A.1.B. | Pro forma for at least three years of operation. | Percentage | pg. 8-9, 12 | 75 | 75 | Addressed Criteria |
| A.1.C. | A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 13-14 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | | |
| A.2.1. | Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. | Describe customer check-in procedures. | Percentage | pg. 14-16 | 75 | 75 | Addressed Criteria |
| A.2.1.B. | Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 16-18 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|----------------------|-----------------|---|-------------|-----------|----|----|---------------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 18-19 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 9, 19 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 19-21 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 21-25 | | | 2 to 3 delivery vehicles. |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 26-41 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 41-45 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 46 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 46-47 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 47-54 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 47, 49-56 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 56-58 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 58-59 | 100 | 100 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|-------------|---|-------------|-----------|-----|----|---|
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 59-60 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 61-63 | 100 | 0 | Applicant did not provide proof of residency in the form of mortgage statements, lease agreements, tax bills, utility bill or any other documentation capable of showing residency established prior to June 1, 2021 for Sarah Martinez or Bonique Emerson. |

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|-------------------------------------|---|---------------|---------------|------------------|-----------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 65 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 67-71, 74 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 68 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 72 | 50 | 50 | Addressed Criteria |

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---------------------------------------|--|---------------|-------------|------------------|-----------------|--------------------|
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 77 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|----------------|--|------------|------------|----|----|--------------------|
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 80-81 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 84-90 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 91-106 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 98-102 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|---|---------------|-------------|------------------|-----------------|--------------------|
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 107-127 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 107-127 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 127-130 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 132-159 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 139-140 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 140-143 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 144 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 145-147 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 147-148 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 149-151 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 152 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| F.3. Cont'd | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 153-154 | 25 | 25 | Addressed Criteria |
| | F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 155 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | | Percentage | pg. 160-167 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | | |
| Section H: Proposed Location (300 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | | Percentage | pg. 168-186 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | | All or None | pg. 168-186 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | | Percentage | pg. 168-186 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Lavish West Coast Madera dba Lavish

Applicant Name / DBA:

520 North Gateway Dr., Madera, CA 93637

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Friday, July 22, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000 Points Awarded: 3,000

Score: **100%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation | |
|---------------------------------------|--|-------------|------------------|-----------------|------------|--------------------|
| Business Plan: | | | | | | |
| A.1. | Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 1-7 | 75 | 75 | Addressed Criteria |
| A.1. A. | Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | PDF #4 | 50 | 50 | Addressed Criteria |
| A.1.B. | Pro forma for at least three years of operation. | Percentage | pg. 14 | 75 | 75 | Addressed Criteria |
| A.1.C. | A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 15 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | | |
| A.2.1. | Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. | Describe customer check-in procedures. | Percentage | pg. 25-30 | 75 | 75 | Addressed Criteria |
| A.2.1.B. | Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 30-35 | 25 | 25 | Addressed Criteria |
| A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 36-41 | 20 | 20 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|----------------------|-----------------|---|-------------|-----------|----|----|---------------------|
| A.2.1. Cont'd | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 42 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 43-46 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 46-54 | | | 2 delivery vehicles |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 55-56 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 56-57 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 58-59 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 60 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 60-63 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 64-70 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 70-72 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 60, 73 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 74-76 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 76-77 | 100 | 100 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---|---------------|-------------|------------------|-----------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 78 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 79-90 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 90-108 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 93-96 | 50 | 50 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 109 | 100 | 100 | Addressed Criteria |
| | D.1.A. Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 113 | 75 | 75 | Addressed Criteria |
| | D.2.A. Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|---|---|----------------------|--------------------|-------------------------|------------------------|-------------------|
| D.2. Cont'd | D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| | D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| | D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 113-123 | 75 | 75 | Addressed Criteria | |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 123-133 | 35 | 35 | Addressed Criteria | |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 134-145 | 15 | 15 | Addressed Criteria | |
| Summary | | | | | | | |
| Section E: Qualification of Owners (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 146-154 | 150 | 150 | Addressed Criteria | |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 154-159 | 100 | 100 | Addressed Criteria | |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 160 | 150 | 150 | Addressed Criteria | |
| Summary | | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 161-170 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 170-173 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 174 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 175 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 175-176 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 176 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 177 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 178-179 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 180-181 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 182 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 183-190 | 500 | 500 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|-------------|------------------|-----------------|--------------------|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 191-197 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | pg. 191-197 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 191-197 | 50 | 50 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Madera Erudite Ventures dba HerbNJoy

Applicant Name / DBA:

400 E Yosemite Avenue Street, Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Wednesday, August 17, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 3,000

Score: **100.00%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------------|------------------|-----------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 6-9 | 75 | 75 | Addressed Criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 10 File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 8-14 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg.15 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 22-25 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 26-29 | 25 | 25 | Addressed Criteria |
| A.2.1.C. Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 29-30 | 20 | 20 | Addressed Criteria |
| A.2.1.D. Estimate the number of customers to be served per hour/day. | All or None | pg. 30-31 | 10 | 10 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|--|---|----------------------|--------------------|-------------------------|------------------------|---------------------|
| A.2.1. Cont'd | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 10, 31 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 31-37 | | | 3 delivery vehicles |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 38-39 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 39-51 | 10 | 10 | Addressed Criteria |
| Summary | | | | | | | |
| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | | All or None | pg. 53-55 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | | All or None | pg. 56 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | | All or None | pg. 56-60 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | | Percentage | pg. 60-64 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | | Percentage | pg. 64-65 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | | All or None | pg. 66 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | | All or None | pg.67-68 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | | All or None | pg.67-73 | 100 | 100 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---|---------------|------------------|------------------|-----------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 75-76 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 77-85 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 85-86, 91-92 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 86-88 | 50 | 50 | Addressed Criteria |

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg.94 | 100 | 100 | Addressed Criteria |
| | D.1.A. Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 112 | 75 | 75 | Addressed Criteria |
| | D.2.A. Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|---|---|----------------------|--------------------|-------------------------|------------------------|-------------------|
| D.2. Cont'd | D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| | D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| | D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 95-101 | 75 | 75 | Addressed Criteria | |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 101-104 | 35 | 35 | Addressed Criteria | |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 104-106 | 15 | 15 | Addressed Criteria | |
| Summary | | | | | | | |
| Section E: Qualification of Owners (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 113-121 | 150 | 150 | Addressed Criteria | |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 122-125 | 100 | 100 | Addressed Criteria | |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 125-126 | 150 | 150 | Addressed Criteria | |
| Summary | | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|------------------------|------------------|-----------------|--------------------|
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 127-142 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg.142-144 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 145-150 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 151 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 151-153 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 155 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 155 PDF File #1 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 156 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 157-159 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 160 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 161-172 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | |
| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 174-176 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF File #5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 178 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Madera Has Culture, Inc. dba Culture Cannabis Club

Applicant Name / DBA:

233 E. Yosemite Avenue, Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Friday, August 12, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 3,000

Score: **100.00%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation | |
|---------------------------------------|--|-------------|--------------------------|-----------------|------------|--------------------|
| Business Plan: | | | | | | |
| A.1. | Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 17-21 | 75 | 75 | Addressed Criteria |
| A.1. A. | Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 21-22 PDF File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. | Pro forma for at least three years of operation. | Percentage | pg. 23-26 | 75 | 75 | Addressed Criteria |
| A.1.C. | A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 27-28 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | | |
| A.2.1. | Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. | Describe customer check-in procedures. | Percentage | pg. 38-40 | 75 | 75 | Addressed Criteria |
| A.2.1.B. | Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 40-42 | 25 | 25 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--------------------------|-----------------|---|-------------|-----------|----|----|--------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg.42-44 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 45-47 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 48-53 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | | | | 2 vehicles. |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 59-64 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg.64-65 | 10 | 10 | Addressed Criteria |

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|-------------|------------------|-----------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 66-69 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 69-71 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg.71-74 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 74-75 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 75-79 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 80 | 100 | 100 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|---|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 81-82 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 83-86 | 100 | 100 | Addressed Criteria |
| Summary | | | | | | |
| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 87-89 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg.89-94 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 94-99 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 100 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 103-104 | 100 | 100 | Addressed Criteria |
| | D.1.A. Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|----------------|--|------------|-------------|----|----|--------------------|
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 128 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 105-110 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 111-118 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 118-120 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|---|---------------|-------------|------------------|-----------------|--------------------|
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 129-144 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg.144-146 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 146-147 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 148-156 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 156-161 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 161-166 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 166-167 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 167-175 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 176 | 50 | 50 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|------------------------|---------------|--|-------------|-------------------------------------|----|----|--------------------|
| F.3. Cont'd | F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 176 PDF File #1 pg. 28-61 | 50 | 50 | Addressed Criteria |
| | F.3.F. | Vicinity map. | All or None | pg. 179 | 25 | 25 | Addressed Criteria |
| | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 179-180 | 25 | 25 | Addressed Criteria |
| | F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 181-182 | 25 | 25 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section G: Community Benefits and Investment Plan (500 points) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------|------------------|-----------------|------------|
|--|---------------|-------------|------------------|-----------------|------------|

| | | | | | | |
|-------------|--|------------|-------------|-----|-----|--------------------|
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 183-192 | 500 | 500 | Addressed Criteria |
|-------------|--|------------|-------------|-----|-----|--------------------|

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section H: Proposed Location (300 points) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|---------------|-------------|------------------|-----------------|------------|
|---|---------------|-------------|------------------|-----------------|------------|

| | | | | | | |
|-----------|--|------------|-------------|-----|-----|--------------------|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 193-195 | 100 | 100 | Addressed Criteria |
|-----------|--|------------|-------------|-----|-----|--------------------|

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|----------------------|-------------|--|-------------|--------------------------------|------------|------------|--------------------|
| H. Cont'd | H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | pg.196 PDF File #5 pg. 3 | 150 | 150 | Addressed Criteria |
| | H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 197 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Maderjuana LLC dba Yerba

Applicant Name / DBA:

404 East Yosemite Avenue, Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Thursday, August 4, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,504

Score: **83.47%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|------------------------------------|--|---------------|---------------------------|------------------|-----------------|--|
| Business Plan: | | | | | | |
| A.1. | Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | All Application PDF files | 75 | 57 | Additionally, applicant did not demonstrate sufficient capital to pay startup costs and at least 3 months of operating costs. |
| A.1.A. | Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | All Application PDF files | 50 | 0 | Applicant did not provide proof of capitalization. |
| A.1.B. | Pro forma for at least three years of operation. | Percentage | pg. 5 | 75 | 64 | Review of page 5 of the application showed that the applicant's 3-year Pro Forma did not include a budget for construction, operations, maintenance, equipment, city fees, and state fees. |
| A.1.C. | A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | All Application PDF files | 20 | 0 | Applicant did not include a schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. |
| Daily Operations (Retail): | | | | | | |
| A.2.1. | Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. | Describe customer check-in procedures. | Percentage | Pg. 6 | 75 | 75 | Addressed Criteria |
| A.2.1.B. | Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 6 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|--|---|---------------------------|--------------------|-------------------------|---|--------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 6 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 5 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 7 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during | N/A | | | | |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 7 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent | All or None | pg. 7 | 10 | 10 | Addressed Criteria |
| Summary | | | | | | | |
| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 8 | 25 | 25 | Addressed Criteria | |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 8 | 25 | 25 | Addressed Criteria | |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 8 | 25 | 25 | Addressed Criteria | |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 8 | 50 | 50 | Addressed Criteria | |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 8 | 50 | 50 | Addressed Criteria | |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 8 | 100 | 100 | Addressed Criteria | |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 8 | 25 | 25 | Addressed Criteria | |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | All Application PDF files | 100 | 0 | Applicant did not provide proof of residency in the form of mortgage statements, lease agreements, tax bills, utility bill or any other documentation capable of showing residency established prior to June 1, 2021. | |
| Summary | | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|---|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 9-23 | 100 | 0 | Applicant's Safety Plan was not prepared by a California professional fire prevention and suppression consultant. As such, the applicant was not awarded points for this section. |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 9-23 | 100 | 85 | Review of pages 9 through 23 of the application showed that the applicants Safety Plan did not describe the fire extinguisher locations, evacuation routes, and alarm systems and place. |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 18-20 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 9-23 | 50 | 40 | Review of pages 9 through 23 of the application showed that the applicants Safety Plan did not identify any known chemicals, gases, solvents, and nutrients to be used and stored on the licensed premises. |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 24-25 | 100 | 0 | Applicants Security Plan was not prepared by a professional security consultant. |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 25 | 75 | 68 | Review of page 25 showed that the applicant's premises diagram did not meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram as the applicant did not identify the location of the surveillance-system storage device, and identified the state defined "Retail Area" as a "Show Room". |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|---|---|----------------------|--------------------|-------------------------|--|-------------------|
| D.2. Cont'd | D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| | D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 24-25 | 75 | 68 | Review of pages 24 through 25 of the application showed that the applicant's Security Plan did not describe visitor identification and sign-in/sign-out procedures or describe cash handling procedures. | |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 24 | 35 | 35 | Addressed Criteria | |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 24-25 | 15 | 12 | Review of pages 24 through 25 of the application showed that the applicant's Security Plan did not describe employee training and general security policies. | |
| Summary | | | | | | | |
| Section E: Qualification of Owners (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 26 | 150 | 150 | Addressed Criteria | |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 26 | 100 | 100 | Addressed Criteria | |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 26 | 150 | 150 | Addressed Criteria | |
| Summary | | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 27 | 25 | 25 | Addressed Criteria | |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 27 | 100 | 100 | Addressed Criteria | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

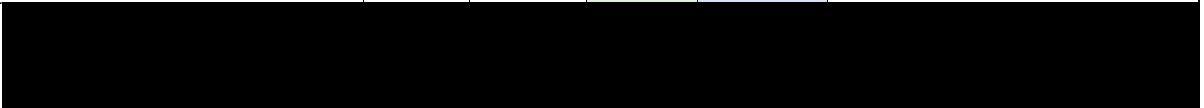
| | | | | | | | |
|---------------|--|--|-------------|-----------|----|--|---|
| F.3. | The application includes the following information about the proposed location: | | | | | | |
| | F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 27 | 50 | 50 | Addressed Criteria |
| | F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 27-28 | 25 | 25 | Addressed Criteria |
| | F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 28 | 25 | 25 | Addressed Criteria |
| | F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 27-28 | 50 | 50 | Addressed Criteria |
| | F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 30-31 | 50 | 50 | Addressed Criteria |
| | F.3.F. | Vicinity map. | All or None | pg. 36 | 25 | 25 | Addressed Criteria |
| | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 27-32 | 25 | 0 | Review of pages 27 through 32 of the application showed that the applicants Neighborhood Compatibility Plan did not include photographs of existing site and buildings. |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 27-32 | 25 | 0 | Review of pages 27 through 32 of the application showed that the applicants Neighborhood Compatibility Plan did not provide evidence that the location had access to public transportation for employees or customers. | |

Summary



| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg.33 | 500 | 500 | Addressed Criteria |

Summary



City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|----------------------|------------------|-----------------|--|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 34-38 | 100 | 95 | Review of pages 34 through 38 of the application showed that the application did not include a narrative description of the proposed location's parking spaces or driveways. |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF File #4 pg. 2 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 36 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Mainstream Madera, LLC

Applicant Name / DBA:

300 East Yosemite St., Madera CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Wednesday, July 20, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 3,000

Score: **100.00%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|------------------|----------------|---------------------|--------------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 2-9 | 75 | 75 | Addressed Criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 7 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 8-9 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 9-10 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 11-12 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 12-14 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|----------------------|-----------------|---|-------------|-----------|----|----|--------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 15 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 15 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 16-18 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | | | | |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 24-25 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 26-28 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 30 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 36 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 37-39 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 39-40 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 40-44 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 44 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 44-45 | 25 | 25 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|-------------|---|-------------|--------|-----|-----|--------------------|
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 45 | 100 | 100 | Addressed Criteria |
|-------------|---|-------------|--------|-----|-----|--------------------|

| |
|----------------|
| Summary |
|----------------|

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|-------------------------------------|---|---------------|-------------|------------------|-----------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 50 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 53-59 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 59-65 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 65-66 | 50 | 50 | Addressed Criteria |

| |
|----------------|
| Summary |
|----------------|

| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---------------------------------------|--|---------------|-------------|------------------|-----------------|--------------------|
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 68 | 100 | 100 | Addressed Criteria |
| | D.1.A. Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 88 | 75 | 75 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|---|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| D.2. Cont'd | D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| | D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| | D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| | D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 71-76 | 75 | 75 | Addressed Criteria | |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 76-79 | 35 | 35 | Addressed Criteria | |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 80 | 15 | 15 | Addressed Criteria | |
| Summary | | | | | | | |
| Section E: Qualification of Owners (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | | Percentage | pg. 90-91 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | | Percentage | pg. 92-93 | 100 | 100 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 94 | 150 | 150 | Addressed Criteria |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 96-107 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 107-109 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 109-110 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 111-113 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 113 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 113-114 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 118 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 119 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 119-120 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 120 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 121-140 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | |
| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 142-145 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | pg. 145 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 147 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

NMG CA 1, LLC dba BaM Body and Mind

Applicant Name / DBA:

1410 Country Club Dr., Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Thursday, August 11, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,895

Score: **96.50%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|------------------|------------------|---------------------|--------------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 7 | 75 | 75 | Addressed Criteria |
| A.1. A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 8, PDF #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 8-12 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 7 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 17-23 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 23-24 | 25 | 25 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--------------------------|-----------------|---|-------------|------------|----|----|--------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 19, 24 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 4 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 28-34 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 35-39 | | | 1 delivery vehicle |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 39-45 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 45-52 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|---------------|------------------|-----------------|--|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 54-55 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 56 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 61-64 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 35, 66-70 | 50 | 45 | Pages 35 the application showed that the applicant would provide a delivery service with a delivery employee. However, review of page 66 through 70 showed that the applicant did not identify the delivery drivers responsibility within the Labor, Equity, Diversity and Inclusion Plan. |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|-------------|---|-------------|------------------------|-----|-----|--|
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 71-79 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 79-80 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 79-80 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | PDF File #1 pg. 3-4 | 100 | 0 | Owner's of the proposed business did not qualify for local status. |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---|---------------|-----------------------|------------------|-----------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 83 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 85-96, 107-109 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 99-101 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 98 | 50 | 50 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 13 | 100 | 100 | Addressed Criteria |
| | D.1.A. Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 124 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 111-115 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 116 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 122 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |
| Section E: Qualification of Owners (400 points) | | | | | | |
| | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 125-128 | 150 | 150 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|-------------|---|------------|-------------|------------|------------|--------------------|
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 129-139 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 129-136 | 150 | 150 | Addressed Criteria |

| | |
|----------------|--|
| Summary | |
|----------------|--|

| Section F: Neighborhood Compatibility (400 points) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------|------------------|-----------------|------------|
|--|---------------|-------------|------------------|-----------------|------------|

| | | | | | | |
|-------------|--|------------|-------------|-----------|-----------|--------------------|
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 141-146 | 25 | 25 | Addressed Criteria |
|-------------|--|------------|-------------|-----------|-----------|--------------------|

| | | | | | | |
|-------------|--|------------|-------------|------------|------------|--------------------|
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 146-149 | 100 | 100 | Addressed Criteria |
|-------------|--|------------|-------------|------------|------------|--------------------|

| | | | | | | |
|-------------|--|--|--|--|--|--|
| F.3. | The application includes the following information about the proposed location: | | | | | |
|-------------|--|--|--|--|--|--|

| | | | | | | |
|---------------|--|------------|-------------|-----------|-----------|--------------------|
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 150-152 | 50 | 50 | Addressed Criteria |
|---------------|--|------------|-------------|-----------|-----------|--------------------|

| | | | | | | |
|---------------|--|-------------|---------|-----------|-----------|--------------------|
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 152 | 25 | 25 | Addressed Criteria |
|---------------|--|-------------|---------|-----------|-----------|--------------------|

| | | | | | | |
|---------------|---|-------------|-------------|-----------|-----------|--------------------|
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 150-151 | 25 | 25 | Addressed Criteria |
|---------------|---|-------------|-------------|-----------|-----------|--------------------|

| | | | | | | |
|---------------|---|------------|-------------|-----------|-----------|--------------------|
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 150-151 | 50 | 50 | Addressed Criteria |
|---------------|---|------------|-------------|-----------|-----------|--------------------|

| | | | | | | |
|---------------|--|-------------|------------------------------|-----------|-----------|--------------------|
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 154, PDF #1 pg. 26-40 | 50 | 50 | Addressed Criteria |
|---------------|--|-------------|------------------------------|-----------|-----------|--------------------|

| | | | | | | |
|---------------|---------------|-------------|-------------|-----------|-----------|--------------------|
| F.3.F. | Vicinity map. | All or None | pg. 152-153 | 25 | 25 | Addressed Criteria |
|---------------|---------------|-------------|-------------|-----------|-----------|--------------------|

| | | | | | | |
|---------------|---|-------------|-------------|-----------|-----------|--------------------|
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 155-163 | 25 | 25 | Addressed Criteria |
|---------------|---|-------------|-------------|-----------|-----------|--------------------|

| | | | | | | |
|---------------|--|-------------|---------|-----------|-----------|--------------------|
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 164 | 25 | 25 | Addressed Criteria |
|---------------|--|-------------|---------|-----------|-----------|--------------------|

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | |
|----------------|--|--|--|--|--|
| Summary | | | | | |
|----------------|--|--|--|--|--|

| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 165-178 | 500 | 500 | Addressed Criteria |

| | | | | | |
|----------------|--|--|--|--|--|
| Summary | | | | | |
|----------------|--|--|--|--|--|

| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|-------------|------------------|-----------------|--------------------|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 180-182 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF File #5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 183 | 50 | 50 | Addressed Criteria |

| | | | | | |
|----------------|--|--|--|--|--|
| Summary | | | | | |
|----------------|--|--|--|--|--|

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

OTC Madera LLC dba Off the Charts

Applicant Name / DBA:

427 S. Gateway Dr., Madera CA 93637

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Wednesday, August 3, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,900

Score: **96.67%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|-------------|------------------|-----------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 4-7 | 75 | 75 | Addressed Criteria |
| A.1. A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | PDF File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 7-9 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 10-11 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 14-17 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 17-19 | 25 | 25 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|----------------------|-----------------|---|-------------|-----------|----|----|---------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 19 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 3-50 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 20-25 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 26-30 | | | 4 delivery vehicles |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 30-35 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 35-50 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|-------------|------------------|-----------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 54 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 62 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 62-66 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 66-69 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 69-75 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 75-76 | 100 | 100 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|---|----------------------|--------------------|-------------------------|------------------------|---|
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 76-83 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 83 | 100 | 0 | Applicant did not qualify for local status. |
| Summary | | | | | | |
| Section C: Safety Plan (300 points) | | | | | | |
| | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 86 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 87-91 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 92, 95-97 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 97 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | | | | | |
| | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 101 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|----------------|--|------------|-------------|----|----|--------------------|
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 104 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 110-116 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 116-129 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 130-133 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|---|---------------|-------------|------------------|-----------------|--------------------|
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 134-139 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 140-145 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 145-146 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 148-152 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 156-159 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 159-160 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 160-161 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 160-162 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 162-163 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 163-164 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 165 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| F.3. Cont'd | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 166 | 25 | 25 | Addressed Criteria |
| | F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 167 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | | Percentage | pg. 168-179 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | | |
| Section H: Proposed Location (300 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | | Percentage | pg. 180-184 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | | All or None | PDF File #5 pg. 2 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | | Percentage | pg. 185-186 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Perfect Union - Madera, LLC

Applicant Name / DBA:

5 E Yosemite Ave., Madera CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Monday, August 15, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,874

Score: **95.80%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|------------------|---------------------------------------|---------------------|--------------------|--|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 26 | 75 | 75 | Addressed Criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 27, PDF File #4 PDF File #1 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 28-29 | 75 | 64 | Review of pages 28 through 29 of the application showed that the applicant's 5-year pro forma did not include an expense category for "Maintenance", "Equipment", "Utilities". |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 30-32 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 32-34 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 34-36 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|--|---|----------------------|--------------------|-------------------------|------------------------|----------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 36 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 37 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 37-40 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | | | | No delivery service. |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 41-45 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 45-53 | 10 | 10 | Addressed Criteria |
| Summary | | | | | | | |
| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg.54 | 25 | 25 | Addressed Criteria | |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 29,54-55 | 25 | 25 | Addressed Criteria | |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 55-57 | 25 | 25 | Addressed Criteria | |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 29, 57-59 | 50 | 50 | Addressed Criteria | |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 59-63 | 50 | 50 | Addressed Criteria | |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg.63 | 100 | 100 | Addressed Criteria | |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 63-65 | 25 | 25 | Addressed Criteria | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|--|----------------------|--------------------|-------------------------|------------------------|---|
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 54-65 | 100 | 0 | Application showed that the owners of the proposed business were not local. |
| Summary | | | | | | |
| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | Pg. 66 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 66-80 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 80-82 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 75 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 85-86 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 90, 101 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|---|---|------------------------|--------------------|-------------------------|------------------------|-------------------|
| D.2. Cont'd | D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| | D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| | D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 87-96, 102-109 | 75 | 75 | Addressed Criteria | |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 92-96, 99, 109-122 | 35 | 35 | Addressed Criteria | |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 98-117 | 15 | 15 | Addressed Criteria | |
| Summary | | | | | | | |
| Section E: Qualification of Owners (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 123-129 | 150 | 150 | Addressed Criteria | |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 123-129 | 100 | 100 | Addressed Criteria | |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg.129-130 | 150 | 150 | Addressed Criteria | |
| Summary | | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 131-140 | 25 | 25 | Addressed Criteria | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|---|---|----------------------|--------------------|-------------------------|------------------------|--------------------|
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 140-141 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 142-148 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 149 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 149-150 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 150 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 150-154 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 155 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 155-156 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 157 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 158-162 | 500 | 500 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Summary | | | | | | |
|--|--|----------------------|--------------------|-------------------------|------------------------|---|
| | | | | | | |
| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 163-166 | 100 | 85 | Review of pages 163 through 166 showed that "Section H: Proposed Location" did not include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/ rights-of-way, and neighboring businesses on the parcel. |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF File #5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 164-166 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Phenos of Madera, Inc. dba Phenos of Madera

Applicant Name / DBA:

301 E Yosemite Avenue, Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Wednesday, August 10, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,765

Score: **92.17%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|---------------------|------------------|-----------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 4, 23-25 | 75 | 75 | Addressed Criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 4,26 File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 4, 28 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 4-5 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 5-8 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 8-9 | 25 | 25 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|--|---|----------------------|--------------------|-------------------------|------------------------|---------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 10-16 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 16 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 16, 29-32 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | | | | No delivery service |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 17-20 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 20-21 | 10 | 10 | Addressed Criteria |
| Summary | | | | | | | |
| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | | All or None | pg. 33 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | | All or None | pg. 33 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | | All or None | pg. 33-34 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | | Percentage | pg. 34-35 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | | Percentage | pg. 36 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | | All or None | pg. 36-37 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | | All or None | pg. 37 | 25 | 25 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|---|----------------------|--------------------|-------------------------|------------------------|---|
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 37 | 100 | 0 | Applicant stated this section was "N/A". No further information was provided in the application. |
| Summary | | | | | | |
| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 38, 40 | 100 | 0 | In lieu of providing a detailed safety plan prepared by a California Professional Fire Prevention and Suppression Consultant, the applicant provided an email from the City of Madera Fire Marshall, Matthew Tarr which stated that, "Fire Prevention does not need a detailed analysis for a dispensary only site. Such a site is no more hazardous than any cigarette shop in town." Section C(1) of Resolution 21-169 Cannabis Procedure Guidelines - 12.01.21, states that, "The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant." |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 38 | 100 | 70 | Applicant's Safety Plan did not describe all fire prevention and suppression measures or evacuation routes. |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg.38-39 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 39 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 41 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 45 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 41-49 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 42-63 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 43-44 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |
| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 64-68 | 150 | 150 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg.68-82 | 100 | 100 | Addressed Criteria |
|--|---|---------------|-------------------------------------|------------------|-----------------|--------------------|
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 68 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 83-86 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg.86-88, 98 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 88-89 93-97 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg.89 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 89-90 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 90 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 102-103 File #1 pg. 10-11 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 91 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 104 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 92 | 25 | 25 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Summary | | | | | | |
|--|--|---------------|-------------|------------------|-----------------|--|
| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 150 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | |
| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 151-156 | 100 | 95 | Review of section H showed that the applicant's proposed location did not include a narrative description of the neighboring businesses on the parcel. |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | File #5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 156 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

**Responsible and Compliant Retail Madera, LLC
dba Embarc Madera**

Applicant Name / DBA:

530 E. Yosemite Ave., Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

7/18/2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 3,000

Score: 100%

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation | |
|---------------------------------------|--|-------------|------------------|-----------------|------------|--------------------|
| Business Plan: | | | | | | |
| A.1. | Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 8 | 75 | 75 | Addressed Criteria |
| A.1. A. | Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. | Pro forma for at least three years of operation. | Percentage | PG. 12 | 75 | 75 | Addressed Criteria |
| A.1.C. | A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 14-18 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | | |
| A.2.1. | Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. | Describe customer check-in procedures. | Percentage | pg. 22-25 | 75 | 75 | Addressed Criteria |
| A.2.1.B. | Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 25-27 | 25 | 25 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|----------------------|-----------------|---|-------------|-----------|----|----|---------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 27 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 27 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 29 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 30-32 | | | 2 delivery vehicles |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 35-47 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 47-53 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|-------------|------------------|-----------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 54-55 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 55 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 55-63 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 63-66 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 66-69 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 69-70 | 100 | 100 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|-------------|---|-------------|-----------|-----|-----|--------------------|
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 70-72 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 72 | 100 | 100 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|-------------------------------------|---|---------------|-------------|------------------|-----------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 73-74 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 74-75 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 76-81 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 82 | 50 | 50 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---------------------------------------|--|---------------|-------------|------------------|-----------------|--------------------|
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 83-84 | 100 | 100 | Addressed Criteria |
| | D.1.A. Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|----------------|--|------------|-------------|----|----|--------------------|
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 89-90 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 92-101 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 104-106 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 106-112 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|---|---------------|---------------------|------------------|-----------------|--------------------|
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 113-124 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 124-128 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 128-130 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 133-141 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 142-144 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 144-149 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 149 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 149-154 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 149-154 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | PDF #1 pg. 12-28 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 158 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| F.3. Cont'd | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 158 | 25 | 25 | Addressed Criteria |
| | F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 158 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | | Percentage | pg. 159-180 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | | |
| Section H: Proposed Location (300 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | | Percentage | pg. 181-182 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | | All or None | pdf #5 pg. 2 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | | Percentage | pg. 183-184 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Retail NM, LLC dba Nectar

Applicant Name / DBA:

115 N D St. Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Wednesday, August 10, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000 Points Awarded: 2,900

Score: **96.67%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation | |
|---------------------------------------|--|-------------|------------------|-----------------|------------|--------------------|
| Business Plan: | | | | | | |
| A.1. | Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 4-6 | 75 | 75 | Addressed Criteria |
| A.1.A. | Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | PDF File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. | Pro forma for at least three years of operation. | Percentage | pg. 7-9 | 75 | 75 | Addressed Criteria |
| A.1.C. | A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 10-11 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | | |
| A.2.1. | Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. | Describe customer check-in procedures. | Percentage | pg. 14-17 | 75 | 75 | Addressed Criteria |
| A.2.1.B. | Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 17-18 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--|--|---|----------------------|--------------------|-------------------------|------------------------|---------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 19 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 19-20 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 20-24 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during | N/A | pg. 25-29 | | | 4 delivery vehicles |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 29-33 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 33-40 | 10 | 10 | Addressed Criteria |
| Summary | | | | | | | |
| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | | All or None | pg. 57 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | | All or None | pg. 63 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | | All or None | pg. 63-67 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | | Percentage | pg. 67-73 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | | Percentage | pg. 73-79 | 50 | 50 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|-------------|---|-------------|-----------|-----|-----|---|
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 4,79 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 80-87 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 87 | 100 | 0 | Application showed that the owners of the proposed business were not local. |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|-------------------------------------|---|---------------|----------------|------------------|-----------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 90 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 91-95 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 96, 99-101 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 101 | 50 | 50 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---------------------------------------|--|---------------|-------------|------------------|-----------------|--------------------|
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 105 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 108 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 110-118 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 124-131 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 133-136 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |
| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 137-152 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 137-152 | 100 | 100 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|---|--|----------------------|--------------------------|-------------------------|------------------------|--------------------|
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 153-154 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 156-160 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 164-166 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 167-168 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning/localational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 168 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 168-170 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 169-170 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | PDF File #1 pg. 21-38 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 172 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 172-173 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 174 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|-------------|------------------|-----------------|--------------------|
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 175-187 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | |
| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 189-190 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF File #5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 194-195 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Shryne Madera, LLC dba Stiizy Madera

Applicant Name / DBA:

1105 Country Club Dr., Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Tuesday, August 16, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000 Points Awarded: 3,000

Score: 100.00%

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|------------------|----------------------|---------------------|--------------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 2-3 | 75 | 75 | Addressed Criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 4 PDF File #4 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg.5-6 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 7-9 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures. | Percentage | pg. 9-12 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 12-14 | 25 | 25 | Addressed Criteria |
| A.2.1.C. Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 15-17 | 20 | 20 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|----------------------|-----------------|---|-------------|-----------|----|----|--------------------|
| A.2.1. Cont'd | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 18 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 19-22 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 23-27 | | | Addressed Criteria |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 27-31 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 31-32 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 34-37 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 38 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 38-40 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 41-42 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 42-47 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 47 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 47-48 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 48-49 | 100 | 100 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section C: Safety Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 50-54 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 54-65 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 65-68 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 69 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 70 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 71-79 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--------------------|---------------|---|------------|-----------|----|----|--------------------|
| D.2. Cont'd | D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 79-85 | 75 | 75 | Addressed Criteria |
| D.4. | | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 85-90 | 35 | 35 | Addressed Criteria |
| D.5. | | Describe employee training and general security policies. | Percentage | pg. 91-96 | 15 | 15 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---|----------------------|--------------------|-------------------------|------------------------|--------------------|
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 97-102 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg.102-109 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 110-111 | 150 | 150 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 112-119 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 119-121 | 100 | 100 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|---------------|--|-------------|-------------|----|----|--------------------|
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 122-125 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 126-128 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 128 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg.129 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 130-131 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 132 | 25 | 25 | Addressed Criteria |
| F.3.G. | Photographs of existing site and buildings. | All or None | pg. 133 | 25 | 25 | Addressed Criteria |
| F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 134 | 25 | 25 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 135-142 | 500 | 500 | Addressed Criteria |

| | | | | | | |
|----------------|--|--|--|--|--|--|
| Summary | | | | | | |
|----------------|--|--|--|--|--|--|

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|------------------|------------------|-----------------|--------------------|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | 143 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | File #5 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 143, 149-150 | 50 | 50 | Addressed Criteria |
| Summary | [Redacted Summary Content] | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Sugarpine 559, Inc.

Applicant Name / DBA:

231 South C. Street, Madera, CA 93638

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Wednesday, July 27, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000 Points Awarded: 2,992

Score: **99.73%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|------------------|----------------|---------------------|--------------------|--------------------|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 1, 13-14 | 75 | 75 | Addressed Criteria |
| A.1.A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 1, 7-12 | 50 | 50 | Addressed Criteria |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 1, 13-14 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 15-16 | 20 | 20 | Addressed Criteria |
| Daily Operations (Retail): | | | | | |
| A.2.1. Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | |
| A.2.1.A. Describe customer check-in procedures | Percentage | pg. 1-2 | 75 | 75 | Addressed Criteria |
| A.2.1.B. Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 2-3 | 25 | 25 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|--------------------------|-----------------|---|-------------|---------|----|----|---------------------|
| A.2.1. Cont'd | A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 3 | 20 | 20 | Addressed Criteria |
| | A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 3 | 10 | 10 | Addressed Criteria |
| | A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 3-4 | 20 | 20 | Addressed Criteria |
| | A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 5-6 | | | 3 delivery vehicles |
| | A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 6 | 20 | 20 | Addressed Criteria |
| | A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 6 | 10 | 10 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|----------------------|--------------------|-------------------------|------------------------|--|
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | All or None | pg. 17, 19 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | All or None | pg. 17 | 25 | 25 | Addressed Criteria |
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 17 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 17 | 50 | 45 | Review of pages 5 and 6 of the application showed that the applicant would provide a delivery service with a delivery driver. However, review of page 17 through 20 showed that the applicant did not identify the delivery drivers responsibility within the Labor, Equity, Diversity and Inclusion Plan. |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|---|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg.17 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg.18 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 18 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 18, 21-39 | 100 | 100 | Addressed Criteria |
| Summary | | | | | | |
| Section C: Safety Plan (300 points) | | | | | | |
| | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 41 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg. 41-48 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 45-47 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 47 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |
| Section D: Security Plan (300 points) | | | | | | |
| | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 49 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|----------------|--|------------|-----------|----|----|--|
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | | 75 | 72 | Review of page 72 of the application showed that the applicant's Premises Security Diagram did not meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram as the premises diagram did not include assigned camera numbers to each camera for identification purposes. |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 51-56 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 58-61 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 63-64 | 15 | 15 | Addressed Criteria |
| Summary | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|---|---------------|-------------|------------------|-----------------|--------------------|
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 73 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 73-74 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 73-74 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 75 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 76 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 77-78 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 77 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 77 | 25 | 25 | Addressed Criteria |
| F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg. 77 | 50 | 50 | Addressed Criteria |
| F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | pg. 88-93 | 50 | 50 | Addressed Criteria |
| F.3.F. | Vicinity map. | All or None | pg. 78 | 25 | 25 | Addressed Criteria |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|---|--|--|----------------------|----------------------|-------------------------|------------------------|--------------------|
| F.3. Cont'd | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 79-84 | 25 | 25 | Addressed Criteria |
| | F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 85-87 | 25 | 25 | Addressed Criteria |
| Summary | | | | | | | |
| Section G: Community Benefits and Investment Plan (500 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | | Percentage | pg. 94-95 | 500 | 500 | Addressed Criteria |
| Summary | | | | | | | |
| Section H: Proposed Location (300 points) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | | Percentage | pg. 96 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | | All or None | Section H pdf. pg. 1 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | | Percentage | pg. 97 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | | |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

Zen Garden of Madera, Inc. dba Zen Garden

Applicant Name / DBA:

700 South G Street, Madera, CA 93637

Proposed Location / Physical Address:

Retail Storefront

License Type:

Original Report

Report Type:

Monday, August 8, 2022

Report Date:

Complete Upon Initial Review.

Report Status:

Points Available: 3,000

Points Awarded: 2,932

Score: **97.73%**

PHASE II: APPLICATION EVALUATION AND REVIEW (3,000 Points)

During this application period the City will allow up to six (6) cannabis business permits. The Procedure Guidelines and Review Criteria constitute the application process and are adopted pursuant to the City of Madera Municipal Code (MMC) Section 6-5.13 and Title X, Chapter 3 (Zoning Regulations). Applications will be reviewed and scored using a merit-based system. At a minimum the top ten (10) applicants who score a minimum of 90% or higher (2,700 points) in Phase II may be eligible to advance to Phase III. However, the City may at its sole discretion select more than ten (10) applicants based on the quantity and the overall quality of applications the City receives. Notice of the results of Phase II will be provided in writing via email to the primary contact listed on the application.

| Section A: Business Plan (400 pts) | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|---------------|--------------------------|------------------|-----------------|---|
| Business Plan: | | | | | |
| A.1. Budget for construction, operations, maintenance, compensation of employees, equipment, property lease, security equipment and staff, City fees, state fees, utility costs, product purchases, and other anticipated costs. Budget demonstrates sufficient capital to pay startup costs at least 3 months of operating costs and a describes sources and use of funds. | Percentage | pg. 13-22 PDF File #4 | 75 | 57 | Review of applicant did not demonstrate sufficient capital to pay startup costs and at least 3 months of operating costs. |
| A.1. A. Proof of capitalization, in the form of documentation of cash or other liquid assets on hand, Letters of Credit, or other equivalent assets which can be verified by the City. | All or None | pg. 13-17 PDF File #4 | 50 | 0 | Application contained a commitment letter in the amount of [REDACTED] from [REDACTED] (PDF #4, page 2). However, the accompanied bank statements in PDF File #4 failed to demonstrate sufficient capitalization to fund the [REDACTED] loan commitment (PDF #4, pages 3-15). Additionally, the supporting documents contained within PDF File #4 were inconsistent with the proof of capital narrative illustrated on page 13 of PDF File #2. As such, the applicant's source of capital could not be verified. |
| A.1.B. Pro forma for at least three years of operation. | Percentage | pg. 18-22 | 75 | 75 | Addressed Criteria |
| A.1.C. A schedule for beginning operation, including a narrative outlining any proposed construction and improvements and a timeline for completion. | All or None | pg. 22-23 | 20 | 20 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Daily Operations (Retail): | | | | | | | |
|---|---|-------------|---------------|-------------|------------------|--------------------|--------------------|
| A.2.1. | Describes the day-to-day operations which meet best practice if you are applying for a RETAIL permit, including at a minimum the following criteria: | | | | | | |
| A.2.1.A. | Describe customer check-in procedures. | Percentage | pg. 24-25 | 75 | 75 | Addressed Criteria | |
| A.2.1.B. | Identify the location and procedures for receiving deliveries during business hours. | All or None | pg. 25-27 | 25 | 25 | Addressed Criteria | |
| A.2.1.C. | Describe the Point-of-Sale system to be used (including name), how it will interact with the states track-and-trace system, and the number of Point-of-Sale locations at full capacity. | All or None | pg. 28 | 20 | 20 | Addressed Criteria | |
| A.2.1.D. | Estimate the number of customers to be served per hour/day. | All or None | pg. 28-29 | 10 | 10 | Addressed Criteria | |
| A.2.1.E. | Describe the proposed product line to be sold (including brand names), and estimate of the percentage of sales of flower and manufactured products. | Percentage | pg. 29-30 | 20 | 20 | Addressed Criteria | |
| A.2.1.F. | If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | N/A | pg. 30 | | | 1 delivery vehicle | |
| A.2.1.G. | Describes how the Cannabis Business will conform to local and state laws. See MMC Sections 6-5.40 and Title X. | Percentage | pg. 35-39 | 20 | 20 | Addressed Criteria | |
| A.2.1.H. | Describes how cannabis will be tracked and monitored to prevent diversion. | All or None | pg. 40-41 | 10 | 10 | Addressed Criteria | |
| Summary | | | | | | | |
| Section B: Labor, Equity, Diversity, and Inclusion Plan (400 pts) | | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| B.1. | Describe the extent business will include recognition of the collective bargaining rights of employees in accordance with Section 6-5.13 (G). | | All or None | pg. 43-44 | 25 | 25 | Addressed Criteria |
| B.2. | Identify the number of employees at initial opening and maximum number of employees at full capacity. | | All or None | pg. 45 | 25 | 25 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | |
|--|--|----------------------|--------------------|-------------------------|------------------------|--------------------|
| B.3. | Describe the diversity and inclusion programs that will be developed to embrace a diverse work force with a diverse set of perspectives, work and life experiences, religious, and cultural differences that provide equal opportunities for employee development. | All or None | pg. 45-46 | 25 | 25 | Addressed Criteria |
| B.4. | Identify all positions and their responsibilities. | Percentage | pg. 46-55 | 50 | 50 | Addressed Criteria |
| B.5. | Describe compensation to and opportunities for continuing education and training for employees. | Percentage | pg. 55-56 | 50 | 50 | Addressed Criteria |
| B.6. | Describe whether the cannabis business is committed to offering employees a Living Wage. | All or None | pg. 56 | 100 | 100 | Addressed Criteria |
| B.7. | Describe the benefits provided to employees such as health care, vacation, and medical leave, to the degree they are offered as part of employment. | All or None | pg. 56 | 25 | 25 | Addressed Criteria |
| B.8. | Describe the extent to which the cannabis business will be locally owned and how the owner(s) have resided within the County of Madera for at least one year prior to June 1, 2021. | All or None | pg. 57-59 | 100 | 100 | Addressed Criteria |
| Summary | | | | | | |
| Section C: Safety Plan (300 points) | | | | | | |
| | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| C.1. | The detailed Safety Plan shall be prepared by a California professional fire prevention and suppression consultant. | All or None | pg. 60 | 100 | 100 | Addressed Criteria |
| C.2. | Describes all fire prevention and suppression measures, fire extinguisher locations, evacuation routes and alarm systems in place. | Percentage | pg.62-68 | 100 | 100 | Addressed Criteria |
| C.3. | Describes all accident and incident reporting procedures. | All or None | pg. 68-76 | 50 | 50 | Addressed Criteria |
| C.4. | Identify all known chemicals, gases, solvents and nutrients to be used and stored on the licensed premises. Identify storage location and how each will be secured. | Percentage | pg. 77-78 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

City of Madera
(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section D: Security Plan (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| D.1. | The Security Plan shall be prepared and/or assessed by a professional security consultant. | All or None | pg. 78 | 100 | 100 | Addressed Criteria |
| D.1.A. | Plan shall demonstrate how the cannabis business wishes to develop the floor plan and address other security issues on the property. | | | | | |
| D.2. | Premises Diagram. In addition to the site plans submitted for the Proposed Location (in Section H of Appendix A), a separate Premises Diagram must be included in this Security Plan section (Section D) of the application. Diagram must meet the requirements of the Department of Cannabis Control DCR Title 4, Division 19, §15006 Premises Diagram. | Percentage | pg. 80 | 75 | 75 | Addressed Criteria |
| D.2.A. | Diagram shall show boundaries of property and proposed location to be licensed and show all boundaries, dimensions, entrances and exits, interior partitions, walls, rooms, windows, and doorways, and shall include a brief statement or description of the principal activity to be conducted therein. | N/A | | | | |
| D.2.B. | Diagram shall show and identifies commercial cannabis activities to take place in each area of the premises and identify all limited-access areas. | N/A | | | | |
| D.2.C. | Diagram shall show all camera locations and include assigned an number to each camera for identification purposes. | N/A | | | | |
| D.2.D. | The diagram shall be accurate, dimensioned and to-scale (minimum scale of 1/4"). | N/A | | | | |
| D.2.E. | If the proposed location consists of only a portion of a property, the diagram is labeled indicating which part of the property will be used for the licensed premises and what activities will be used for the remaining property. | N/A | | | | |
| D.3. | Describe operational security, including general security for access/visitor control, inventory control and cash handling procedures. | Percentage | pg. 81-89 | 75 | 75 | Addressed Criteria |
| D.4. | Describe perimeter security, on-site security guards, proposed guard hours and their responsibilities, and lighting. | Percentage | pg. 89-93 | 35 | 35 | Addressed Criteria |
| D.5. | Describe employee training and general security policies. | Percentage | pg. 93-103 | 15 | 15 | Addressed Criteria |

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Summary | | | | | | |
|---|---|---------------|-------------|------------------|-----------------|--------------------|
| Section E: Qualification of Owners (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| E.1. | Demonstrate the business owner's experience in owning, managing, and operating a cannabis business. Evidence that prior experience was from legally permitted activities. | Percentage | pg. 103-107 | 150 | 150 | Addressed Criteria |
| E.2. | Demonstrate knowledge of the cannabis industry, including identification of how industry best practices and state regulations have been incorporated in existing/prior legal businesses outside the City of Madera. | Percentage | pg. 107 | 100 | 100 | Addressed Criteria |
| E.3. | Describe the involvement of the ownership team in the day-to-day operation of the business. | Percentage | pg. 108 | 150 | 150 | Addressed Criteria |
| Summary | | | | | | |
| Section F: Neighborhood Compatibility (400 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
| F.1. | Describe how the business will proactively address and respond to complaints related to noise, light, odor, and vehicle and pedestrian traffic and avoid becoming a nuisance or negative impact. | Percentage | pg. 110-113 | 25 | 25 | Addressed Criteria |
| F.2. | Describe the waste management plan including: waste disposal locations, security measures, methods of rendering all waste unusable and unrecognizable, and the vendor in charge of disposal. | Percentage | pg. 113-118 | 100 | 100 | Addressed Criteria |
| F.3. | The application includes the following information about the proposed location: | | | | | |
| F.3.A. | Physical address and a detailed description of the proposed location, including overall property, building, and interior floor plan. | Percentage | pg. 120-122 | 50 | 50 | Addressed Criteria |
| F.3.B. | Describes all known nearby State and local sensitive use areas. <small>(Business must have the appropriate zoning locational requirements described in MMC sections 6-5.33 and Title X)</small> | All or None | pg. 122 | 25 | 25 | Addressed Criteria |
| F.3.C. | Lists nearby, well-traveled paths to schools and describes how the business will proactively protect youth on these paths from exposure to the cannabis business. | All or None | pg. 122 | 25 | 25 | Addressed Criteria |

City of Madera (Standard) Commercial Cannabis Application Phase II Evaluation Report

| | | | | | | | |
|------------------------|---------------|---|-------------|---------------------|----|----|--------------------|
| F.3. Cont'd | F.3.D. | Describes how the business will proactively take steps about community concerns to protect the youth generally from the impacts of the cannabis business. | Percentage | pg.122 | 50 | 50 | Addressed Criteria |
| | F.3.E. | Proof of ownership, lease agreement, or a Letter of Intent to Lease. | All or None | PDF #1 pg. 23-25 | 50 | 50 | Addressed Criteria |
| | F.3.F. | Vicinity map. | All or None | pg. 123 | 25 | 25 | Addressed Criteria |
| | F.3.G. | Photographs of existing site and buildings. | All or None | pg. 124-126 | 25 | 25 | Addressed Criteria |
| | F.3.H. | Evidence that the location has access to public transportation for employees or customers. | All or None | pg. 125 | 25 | 25 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

| Section G: Community Benefits and Investment Plan (500 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|---|--|---------------|-------------|------------------|-----------------|--------------------|
| G.1. | Describes benefits the business will provide to the local community. May include: directly aiding, participating in, volunteer services, monetary donations, financial support, funding, and or any other economic incentives to the City or other charitable organizations in which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera. | Percentage | pg. 127-134 | 500 | 500 | Addressed Criteria |

| | | | | | | | |
|----------------|--|--|--|--|--|--|--|
| Summary | | | | | | | |
|----------------|--|--|--|--|--|--|--|

City of Madera

(Standard) Commercial Cannabis Application Phase II Evaluation Report

| Section H: Proposed Location (300 points) | | Scoring Basis | Page Number | Points Available | Points Received | Evaluation |
|--|--|---------------|-------------|------------------|-----------------|--------------------|
| H. | In addition to the location details required in the Security Plan, the application shall include a thorough narrative description of the proposed location, including overall site, existing and/or proposed building(s), parking spaces, driveways, pedestrian sidewalks/rights-of-way, and neighboring businesses on the parcel. | Percentage | pg. 135-138 | 100 | 100 | Addressed Criteria |
| H.1. | Applicant must have the appropriate zoning and meet all the locational requirements as described in MMC Section 6-5.33 and Title X. | All or None | PDF #2 | 150 | 150 | Addressed Criteria |
| H.2. | In addition to the Site Diagram submitted with the Security Plan above, application must include a (Site) diagram depicting all details described in the narrative description of the proposed location. | Percentage | pg. 142 | 50 | 50 | Addressed Criteria |
| Summary | | | | | | |

ATTACHMENT 3
Application Community Benefit Proposals

CALI OZ MADERA, LLC

SECTION

G

Community Benefit

Section G: Community Benefits and Investments Plan

Oz is committed to positively impacting the community in which our proposed store is located, as well as the City of Madera community in general. We plan to implement a variety of community benefit initiatives, including our community outreach and education efforts as outlined in Section F, as well as philanthropic efforts, explained in further detail below.

Determining and Staying Attuned to Community Needs

In order to determine how our Community Benefits and Investments Plan could best serve the community, Oz reviewed the City of Madera 2021-2022 Action Plan (the "Action Plan"), which the City has designed to align with the goals and objectives set by its 2020-2024 Consolidation Plan, with a much more direct impact to its citizens. The following are some of the City's major needs identified by the Action Plan:

- ▶ **Housing and Homelessness;**
- ▶ **Access to Services;**
- ▶ **Infrastructure Improvements;**
- ▶ **Trafficking; and**
- ▶ **Parental Services.**

As explained in detail in Section F, in accordance with MMC §§6-5.50(A)-(B), Oz will designate a Community Relations Contact/Representative, who will establish and maintain community connections, and find philanthropic opportunities once the facility is in operation. In particular, the Community Relations Contact/Representative will be responsible for identifying and contacting our neighbors, as well as community organizations which serve the area. As explained in detail in Section B.3, our Community Relations Contact/Representative will be a local, Madera resident, who is therefore familiar with the community's specific and unique charitable needs.

Proposed Giving

In order to address the City's major needs as outlined above, Oz will give to the Madera community in the following ways:

- ▶ **Monetary Giving;**
- ▶ **In-kind Giving;**
- ▶ **Volunteer Hours; and**
- ▶ **Local Hiring.**

Monetary Giving

Oz will dedicate 1% of our gross revenues annually to charitable giving, meaning we will benefit the City utilizing these funds, through monetary donations to local organizations as well as sponsorships of community events. Oz has selected the following charitable and community organizations as potential partners and recipients of our financial support.

Madera Rescue Mission

The Action Plan states that the City's two most major needs are housing and homelessness, and therefore these issues are major focus points of future City projects. The Action Plan stated that the City had identified major gaps in homeless services/prevention, and that the City's homeless population was a concern with regards to social services, public safety, and quality of life. In particular, the City names provision of emergency shelter and transitional housing as a jurisdictional one-year goal for reducing and ending homelessness.

The 2019 Point-in-Time Count of the Fresno-Madera region identified 260 unsheltered, and 96 sheltered homeless individuals in the City of Madera. Out of the regional count, roughly 21% of sheltered and 13% of unsheltered homeless individuals were in the City of Madera during the 2019 Point-in-Time count.

Madera Rescue Mission ("MRM") is a faith-based organization which provides a variety of services to Madera's poor and homeless populations. MRM provides meals, showers, clothing, and a safe place to sleep at its Men's Shelter and Women's Emergency Shelter. Further, MRM provides extensive addiction and substance abuse recovery resources, including an inpatient, 12-month Discipleship Recovery program, with 6 months of aftercare. In addition to basic care and recovery, MRM provides employment assistance and aftercare resources to help provide a path out of homelessness.

Oz is excited to support MRM's important work, and will make a monetary contribution of 1% of sales. In addition, as discussed in further detail below in our schedule of Community Benefit Opportunities/Sponsorships, Oz will sponsor the MRM Second Wind 5K event.

Madera Coalition for Community Justice

According to the 2020 Census, 16.1% of Madera residents are in poverty, much higher than the State average. As stated in the Action Plan, the City's anti-poverty strategy includes homelessness prevention, provision of employment opportunities, and offering supportive services.

Madera Coalition for Community Justice ("MCCJ") is one of the activities the City is funding as part of its anti-poverty strategy. While the City did not initially recommend funding MCCJ's work, an overwhelming amount of support was expressed by the community during the public comment period of the Action Plan development process, and MCCJ was ultimately granted funds. In 2022, MCCJ was selected by Senator Anna Caballero as the 2022 Nonprofit of the Year for Senate District 12.

MCCJ is a nonprofit organization serving Madera's low-income residents by providing food, clothing, health care, educational and employment opportunities, and assistance with other fundamental needs. MCCJ runs a variety of programs tailored to different community members and their needs, including but not limited to the following:

- The Rental and Utilities Assistance, Food Share, and Teams and Changes programs provide housing, nutritional, utility, and phone assistance to low-income Madera residents, and the Environmental Justice program helps combat the structural inequality faced by these individuals.
- MCCJ serves Madera's youth through the MCCJ Child Development Center, Youth Leaders program, and Youth Street Art project.
- The Parents as Leaders Program empowers parents to become engaged in their children's education and promote achievement in school.
- With the unprecedented challenges the community has faced throughout the COVID-19 pandemic, MCCJ implemented the Orale Program to increase testing and reduce infection in the community.



O.L.I.V.E. Madera



The Action Plan states the City's desire to support services for combating trafficking, including its funding of O.L.I.V.E (Overcoming Limitations through Intervention, Value, and Empowerment). O.L.I.V.E. is a nonprofit organization that was founded in 2015 by a member of Madera's Police Department, Lieutenant Dan Foss, in order to fill the gap in resources needed to assist victims of human sex trafficking. O.L.I.V.E. partners with local law enforcement agencies to assist victims of sex trafficking. In addition, O.L.I.V.E. strives to help women who are victims of trafficking see the value within themselves and empower them to move forward, through education, awareness, and outreach.

According to O.L.I.V.E., there are 10,000-20,000 victims of sex trafficking in the Madera/Fresno area, and these shocking numbers are only increasing over time. O.L.I.V.E. found that the number one issue for the survivors it serves is safety and housing. In order to address these pressing needs, O.L.I.V.E. recently opened a "safe house" for survivors.

Oz will support O.L.I.V.E. and its important work in the community in several ways. We have contributed

CASA of Fresno and Madera Counties



The Action Plan identifies homelessness, services for youth, as well as parental services such as education, as areas of continued support by the City. In addition, the Action Plan names helping individuals uniquely at risk of becoming



As of 2020, Fresno and Madera Counties had more than 2,500 children in the foster care system. According to 2021 data from CalYOUTH, a comprehensive study gauging the effectiveness of State and federal foster care legislation conducted between 2012-2022, 1 in 4 California foster youth become homeless after leaving extended care. Court Appointed Special Advocates of Fresno and Madera Counties ("CASA") is a nonprofit organization which supports abused and neglected children in the foster care system by recruiting, training, and supporting volunteers to advocate and speak for these youth's best

interests in court. CASA aims to change the trajectory of foster children's lives, in order to avoid the all-too-common pipeline of foster care to prison, homelessness, or mental health issues in adulthood

OZ will support the community in ways beyond merely donating funds. Although many community and charitable organizations are in need of monetary support, some organizations are in more dire need of supplies or volunteers, and are best assisted by in-kind donations and/or contributions of volunteer

hours. Oz understands that hosting supply drives at our store can accomplish multiple goals. Firstly, a drive can collect much needed supplies for donation to valuable community organizations. Secondly, by asking for customer and community participation in a drive, we spread awareness about the organization and its important work, and even potentially lead interested individuals to get involved with the cause in the future. Oz has selected the following organization as a potential beneficiary of in-kind and volunteer contributions:

H.O.P.E. House Madera

When discussing the City's one-year goals and actions to reduce and end homelessness, the Action Plan lists the importance of providing resources and education to help prevent certain vulnerable individuals from becoming homeless, including those who are low-income, those being discharged from institutions and systems of care, or those receiving assistance regarding housing, health, social services, education, or youth needs.

H.O.P.E. House Madera ("H.O.P.E. House") serves several of the vulnerable populations considered in the Action Plan, including current, former, and prospective clients of behavioral health services, adults facing homelessness, individuals recovering from addiction, and transitional age youth. H.O.P.E. House strives to improve the quality of life of the individuals it serves through placing focus on the Eight Dimension of Wellness – emotional, spiritual, intellectual, physical, environmental, financial, occupational, and social.

Among its other services throughout Madera County, H.O.P.E. House operates a drop-in wellness center in Madera, which provides employment and volunteer opportunities, education / school support, transportation, life skills building and support groups, a computer lab, bicycle repair services, and laundry and shower facilities. The Madera wellness center also offers an afterschool program for high school age transition age youth.

In order to best support H.O.P.E. House's important work in the Madera community, Oz will contribute in-kind donations, and will explore the possibility of contributing volunteer hours. We will launch an in-store drive to collect adult clothing, new socks, and undergarments, for donation to H.O.P.E. House.

Local Hiring

As explained in Section B, Oz will benefit the Madera community by hiring locally and paying all employees a living wage. Our local hiring and generous compensation will benefit the City economy.

As discussed in Section B.3, Oz plans to staff our store with 100% local Madera residents, which will benefit the City economically through our living wage and generous compensation packages to all staff, including our 27 local hires during our first 13 months of operations.

As part of our local recruitment efforts, Oz will partner with O.L.I.V.E., with which we have entered into a first rights for hire job training agreement, within the confines of the law.









United Way Fresno and Madera Counties

We will also host a local hiring event in partnership with United Way Fresno and Madera Counties' Prosperity Coaching Program.

United Way Fresno and Madera Counties is a nonprofit organization working to achieve education, financial stability, and well-being for communities in Fresno and Madera Counties. United Way Fresno and Madera Counties is particularly committed to improving the radical wealth, health, and education-



Oz proposes the following schedule of Community Benefit Opportunities and Sponsorships.

| CALENDAR Key | COMMUNITY PARTNERS  | COMMUNITY EVENTS  |
|------------------|---|--|
| JANUARY 2022 | Sponsorship/ National Human Trafficking Prevention Month  O.L.I.V.E Madera  The Pledge 2 Stop Trafficking Fund | |
| FEBRUARY 2022 | Sponsorship Opportunities  CASA of Fresno & Madera Counties  The Ultimate Chef Cook-Off (to support CASA of Fresno & Madera Counties) | |
| MARCH 2022 | Sponsorship Opportunities  Madera Rescue Mission (MRM)  Second Wind 5K (benefiting Madera Rescue Mission and Madera Co. Food Bank) | |

APRIL
2022

Sponsorship Opportunities

 **Relay for Life Madera**

MAY
2022

Sponsorship/National Foster Care Month

 CASA Madera & Fresno Counties

 **CASA Awareness Day / CASA Awareness Month**

JUNE
2022

Sponsorship Opportunities

 Black Saints United and the City of Madera

 **Juneteenth** (hosted by Black Saints United and the City of Madera)

JULY
2022

Sponsorship Opportunities

 Madera County Food Bank

 **Madera County 10th Annual Dinner** (fundraiser for Madera County Food Bank)


AUGUST
2022

Sponsorship Opportunities

 Madera Unified School District ("MUSD")

 Madera Police Association

 **Back to School supply drive** (Partner with MUSD in providing students with backpacks filled with the basic school supplies each student needs to begin school.)

 **National Night Out (NNO)** is a national community-building event celebrated by over 33 million Americans across the United States. It promotes community-police partnerships and neighborhood camaraderie by bringing law enforcement officers, community leaders, and residents together for an evening against crime.

SEPTEMBER
2022

Sponsorship Opportunities

 CASA Madera & Fresno Counties

 **Annual Crab Feed** (to benefit CASA Madera & Fresno Counties)

 **Old Timers' Day Parade And Celebrate Booths In The Park**

OCTOBER
2022**Sponsorship Opportunities** Latinas Unidas De Madera, Californi **Annual Fiesta in the Park** (to promote Madera cultural arts)**NOVEMBER**
2022**Sponsorship Opportunities** The Madera Chamber of Commerce Tourism Alliance Committee **11th annual Pomegranate, Fruit & Nut Festival****DECEMBER**
2022**Sponsorship Opportunities** Salvation Army of Madera County Madera Chamber of Commerce **Toys 4 Tots and Coats for Kids drives**

GBH RETAIL, LLC
(dba: Cannable)

COMMUNITY BENEFITS & INVESTMENTS PLAN

G. COMMUNITY BENEFITS & INVESTMENTS PLAN

OVERVIEW

GBH recognizes both community engagement and local involvement as vital components of a successful and responsible business. By modeling a deep commitment to the community, GBH hopes to attract high quality resources, educated customers and partners, and City and community support. We will act as a responsible employer, service provider, and neighbor, working to establish a professional and compassionate reputation. GBH will, in all cases, build its business on the foundation of compliance, safe product use, and unparalleled customer care and community outreach. Our team of devoted professionals share one common mission: to offer the best service to our patients and customers while being an upstanding member of the Madera community. Our team consists of Central California and Madera residents who understand the city's objectives and the issues that matter most to our communities. As demonstrated herein, our team genuinely cares about the success of our community outreach programs and promises to exceed the minimum requirements of doing business in order to be a productive and collaborative member.

GBH understands that to truly integrate into Madera and bring value to the community, we need to establish meaningful connections and ongoing relationships within the community in order to understand the complex and changing socioeconomic issues. We want to ensure that our plans are created and executed under the guidance of knowledgeable individuals respected by City officials, businesses and neighbors. Therefore, GBH will commit to establishing a Community Advisory Board, led by GBH Owner and Madera Resident Lloyd Fagundes, who will build a team specifically identified for their knowledge and familiarity with the mission, core values, and community of Madera. GBH will rely upon this Advisory Board to direct civic, charitable and community engagement. Substantively, GBH's strategic approach to benefitting the community encompasses a range of locally tailored areas for intervention in Madera, including the combination of education with recruitment, providing salaries that reflect the relatively high poverty rates in Madera as discussed in Living Wage, monetarily supporting local community organizations directly and through a Community Benefits Fund administered with the approval of the City Council, providing incentives for employees to volunteer with community organizations, working with identified local businesses, and by utilizing the strategic business model and location of the proposed cannabis business on E Yosemite Ave, near Hwy 99 and the large population centers of Madera County, generating greater revenues for GBH and the City of Madera.

Further, in every community where we are operational, our business has contributed positively to the community in the form of local hiring, working with and funding community based organizations and city programs benefitting the community, collaboration with community leaders and officials to educate and assist in the transition to a local economy that includes cannabis, and incorporating environmentally sustainable practices including location for odor mitigation, solar, water conservation, energy and environmentally efficient buildings and vehicles to reduce our carbon footprint. Our Community Benefits program builds on GBH's tailored approach and business model supporting the City's General Plan and Vision Madera 2025 goals to achieve (1) A Well-Planned City, (2) Good Jobs and Economic Opportunities, (3) Strong Community and Great Schools, and (4) A Safe, Healthy Environment.

COMMUNITY BENEFITS & INVESTMENTS PLAN

COMMUNITY FUNDING & INITIATIVES

COMMUNITY BENEFITS FUND

GBH will establish and make monetary contributions to a GBH Community Benefits Fund and, inclusive of the 2% municipal tax on Gross Receipts, commits to contributing 5% Gross Receipts with a minimum commitment of 0.5% Gross Receipts (GBH anticipates contributing \$85,211 to the fund from June through December, 2023). Through numerous discussions with local youth organizations' leadership, GBH Management Team members have concluded that City-supported funding avenues are likely the most effective means for distributing GBH's monetary donations to community organizations. The current culture around the cannabis industry in Madera has deterred interest for direct donations from certain youth organizations, although they were in support of City-supported funding avenues and our proposed staff volunteer program. GBH would like to propose that monetary contributions from the Community Benefits Fund be directed through the City Council, that allocations from the Community Benefits Fund shall be agreed upon in a Community Benefits Agreement with the City of Madera for the benefit of public safety, youth education, empowerment and drug addiction, supporting recreational and educational programs, as grants for artists, or other uses benefiting the community as deemed appropriate by GBH and the Council, and may include, but is not limited to: in-kind donations, sponsorship of community events; support, financial or otherwise for community-based organizations and projects.

GBH has so far been in discussions about potential monetary contributions with Mattie Mendez of Community Action Partnership of Madera, the Olive Foundation Madera, Madera County Foodbank, and the Madera County Workforce Investment Corporation. A list of additional community benefit areas that GBH has identified for monetary funding, as well as for paid volunteer hours for employees, are further explored below. This list is provided to offer options for discussion and GBH is open to review and consider any other opportunities that the Community Advisory Board and/or City Representatives identify.

YOUTH ADDICTION & DRUG EDUCATION

Our CCO, Marc Garcia, was a former Merced County Superior Court Judge who handled drug addiction issues both at the juvenile and adult level and has years of experience confronting the challenges that both situations present. With his guidance and input in collaboration with our Community Advisory Board leader Michael Fagundes and Community Relations Director Norm Allinder, discussions have started on potential partnerships for the development and implementation of an education program outlining the risks of youth addiction to cannabis, with GBH making resources available through the Community Benefits Fund to support these endeavors, per MMC §6-5.11(C). Kings View Community Services, located near our proposed location in Madera, for example, works in Youth Addiction outside of Madera, and exploring possibilities to expand these programs to their Madera operations would be of interest to GBH. Through these and other similar efforts GBH shall develop and make available to youth organizations and educational institutions a public education plan that outlines the risks of youth addiction to cannabis and identifies resources available to youth related to drugs and drug addiction. Our Community Relations Director shall then work with youth organizations and schools to help deliver such packages and education programs to youth in City of Madera.

Separately, and under Marc's stewardship, we have also been developing programs to drive adult addicts away from reliance on pharmaceuticals and hardened street drugs to cannabis-based medicines whose medicinal value has been proven in clinical settings for a diverse range of individuals from mentally ill patients to homeless addicts, to veterans dealing with the issue of post-traumatic stress disorder (PTSD). Cannabis

COMMUNITY BENEFITS & INVESTMENTS PLAN

programs would be developed for use as a therapeutic intervention to remove or break addiction from these drugs in adults.

As a person with experience and credibility in this area, our COO Marc Garcia would be tasked with outreach and be available as a point of contact on behalf of the company to these specific stake holders to create and implement a sustainable plan to outline the risks and curb the use of cannabis and also create and implement a sustainable plan on the other side of the spectrum for adults challenged with addiction.

EMPLOYEE COMMUNITY VOLUNTEER PROGRAM

In addition to direct financial support, GBH is committed to donating time to participate in support of local community organizations, including participation in local and state fundraisers and community-oriented campaigns and events. We have developed an Employee Involvement Program as a way to encourage employees to volunteer their time to the groups and organizations most important to the community of Madera. GBH is proud to offer all employees four (4) paid volunteer hours per month, further encouraging employee participation and engagement within our community. We will develop a calendar each quarter, to be shared with all employees, showcasing volunteer opportunities and will work with the City to identify opportunities.

GBH has already been in discussions with local organizations seeking volunteers to create a list of established volunteer opportunities for employee consideration. GBH has been in touch with Mattie Mendez of Community Action Partnership of Madera (CAPM) about GBH making a CAPM volunteer program available to our staff. Further support being explored include providing volunteer hours for the Madera County Foodbank. Additional organizations and programs will be identified based upon their alignment with City priorities and GBH principles and goals for community engagement. Using their paid volunteer days, employees will be able to select from approved organizations and commit their time to their organizations of choice. The volunteer list will be continually expanded and refined as GBH identifies new opportunities to participate in beneficial community initiatives and events.

CANNABIS EDUCATION & THERAPEUTIC SOLUTIONS

GBH is keenly aware that the expansion of cannabis operations in Madera will continue to raise an array of questions within the community, and with the elderly in particular. Once the risks of Covid-19 have subsided, GBH plans to offer public education seminars at least four times a year at nearby senior care facilities and retirement communities such as Cedar Creek Senior Living to ease this transition and to ensure that members of the elderly community and general public have access to accurate information about cannabis. After GBH obtains City approval for each public meeting prior to holding the meeting, the public education seminars will be designed to inform Madera and Madera County residents of cannabis issues, cannabis products and the proper, safe and legal ways cannabis products should be used. There will be a particular focus on aligning the therapeutic properties of cannabis and products to symptoms and qualifying conditions that may be treated with a particular strain or product. In lieu of offering medical advice seminars will explain educational materials, should a patient have health inquiries. GBH will create a platform with knowledgeable stakeholders that ensures the longevity of the educational seminars.

When allowed by the hosting venue, these free seminars will be open to the public and will provide an opportunity for attendees to learn more about cannabis. Seminars may feature lectures by local and national healthcare experts and/or cannabis professionals, as well as local officials who want to provide unbiased education to the community about cannabis, educating attendees about the benefits and risks of cannabis products. Applicant's proposed format for these meetings is as follows:

COMMUNITY BENEFITS & INVESTMENTS PLAN

- GBH will identify a venue off premises to host members of the elderly community and general public interested in learning more about cannabis.
- For meetings open to the public, GBH will publicize the meetings on their website, through social media, by posting the meeting schedule at the dispensary and by communicating the meeting time and date with neighbors, City Council and other community partners.
- Each meeting will include:
 - Scheduled Learning Topic may include but are not limited to: unbiased education about cannabis; exploring various delivery systems; explaining various product categories and the cannabis brands and products within each category; discussions surrounding the proper dosing of cannabis; alignment and therapeutic properties between cannabis products and medical symptoms and qualifying conditions; and benefits and risks of cannabis use.
 - Question and Answer Session

Attendees will always have the opportunity to ask questions at the conclusion of the meeting. GBH's Management Team will also remain in the seminar facility after the meeting to answer questions privately, should attendees wish to speak with a member of our team about personal concerns or questions.

UTILIZATION OF LOCAL SERVICES & PRODUCT PROVIDERS

GBH will work intimately with the Madera Chamber of Commerce to learn more about the City, while promoting its new retail location. GBH will offer exclusive events and promotions to community businesses and circulate notifications through Chamber-sponsored emails and bulletins. Further, as a member, GBH will develop directory listings and other advertising materials for the Chamber's business and online directories. To further engage with community businesses and local residents, GBH will be an active member of the Chamber of Commerce and will regularly attend the Chamber's sponsored functions. Additionally, GBH will sponsor several networking events with the Madera Chamber of Commerce, which will be promoted on the Chamber's monthly calendar along with weekly e-bulletins that are distributed to Chamber members.

Beyond the economic incentives of employing a diverse workforce from the local community, factoring in the estimated \$779,500 in annual local resident salaries GBH will provide in 2023, the property development of currently unoccupied buildings, and the long-term economic impact of contributing to infrastructure and the community organizations as discussed above, GBH will also engage with local, diverse businesses and contractors, and will utilize union labor whenever possible. GBH will aim to purchase products such as packaging and office supplies and technology systems and equipment, from companies and suppliers in the City of Madera or Madera County with aligned ethics, cultures and values to further support and enrich the lives of local residents and patients while contributing to the development of Madera's economy. Additionally, GBH will engage local businesses to provide the wide range of services necessary. These partnerships may include engaging with small, diverse businesses such as a local advertising agency, general contractor, waste management company, security company, and other local businesses. GBH aims to be an admirable business partner, a role-model employer, and a pillar of exemplary company values and business ethics.

A list of possible local partners identified by GBH include:

- Madera Private Security Patrol (Security Guards)
- Madera Armed Patrol (Security Guards)
- Madera – S&J Lumber Inc (Lumber and Buildings Supplies)
- General Builders Supply (Lumber and Building Supplies)
- ADS (Advertising and Marketing)

COMMUNITY BENEFITS & INVESTMENTS PLAN

- Workingarts Marketing Inc. (Marketing)
- MGM Construction (General Contractor)
- Span Construction & Engineering Inc. (General Contractor)
- Conquest Sanitation Solutions (Waste Management)
- Diamond Communications Inc (Security Equipment Installation)
- A&A Security Services (Security Equipment Installation)
- Peters Brothers Nursery & Custom Landscaping (Landscaping)
- Rosenbalm Rockery Inc (Landscaping)
- Doe Magnet (Graphic Design)
- MHDesigns LLC (Graphic Design)

COMMUNITY ENGAGEMENT

GBH is committed to proactively addressing all potential issues related to noise, light, odor, litter, and vehicle and pedestrian traffic, but has prepared to handle all complaints or concerns regarding these and other matters should they arise from the community. Pursuant to MMC §6-5.50, GBH appointed the Community Liaison, Madera resident Norm Allinder, to serve as GBH’s primary point of contact for all matters related to community engagement, including preventative and proactive complaint response. The dispensary’s phone number and email address – each of which forwards directly to Norm Allinder’s phone and email – will be visible on GBH’s website, in all neighborhood-related communications, on the exterior of the dispensary’s front door, and in all other places required by the City Manager and/or by the law. Norm Allinder will check email and voicemail at least twice a day to ensure receipt of any comments or complaints from the community and will promptly respond to those comments within 24-48 business hours.

GBH understands the importance of maintaining a healthy, communicative relationship with its neighbors and the greater Madera business community, and will be available 24 hours per day, seven days per week, to address complaints, questions and concerns presented by the community. GBH also appointed an Alternate Community Relations Contact, General Manager Delia Macias, to ensure seamless communication and rapid response in the event Norm Allinder is unavailable. Employees will be trained to record and report all concerns, comments, or complaints received from any customer or concerned neighbor directly to the Community Relations Contact. If the Community Relations Contact is unavailable or unable to perform the responsibilities of the role, the alternate Community Relations Contact, Ms. Macias, will assume all responsibilities. Ms. Macias will also receive forwarded calls and emails from the listed store contact information.

CITY MEETINGS

During the first year of operation, the owners, manager, and community relations representative commit to attending meetings with the city manager or designee(s) and other interested parties as deemed appropriate by the city manager, to discuss costs, benefits, and other community issues arising as a result of cannabis operations, pursuant to MMC §6-5.50(B). After the first year of operation, the owner, manager, and community relations representative shall meet with the city manager or designee(s) when and as requested by the city manager or designee(s).

HISTORY OF CORPORATE SOCIAL RESPONSIBILITY

In every community where we are operational, our business has contributed positively to the community in the form of local hiring, funding community based organizations, collaboration with community leaders and

COMMUNITY BENEFITS & INVESTMENTS PLAN

officials to educate and assist in the transition to a local economy that includes cannabis, and incorporating environmentally sustainable practices including location for odor mitigation, solar, water conservation, energy and environmentally efficient buildings and vehicles to reduce our carbon footprint. Specific examples of this include but are not limited to:

Our support to the local community has been diverse and innovative. In addition to organizing a fundraising banquet for a local community organization in Parlier, some of our less traditional projects have included \$15,000 toward furnishing the City's Christmas Tree, funding a new design for the City's Seal and implemented a marketing program on behalf of the City, supported their annual holiday season parade and events, funded a fireworks display to boost morale on the 4th of July, and a project with the local high school whose graduation was cancelled where we facilitated placing banners made by every student on light poles on main streets throughout the City, amongst others. We also supported the following projects through the City of Parlier Police Department's non-profit organization called Cops Building Bridges: financing a K-9 dog (named Koba), t-shirts for all children during centennial celebration, an easter basket program for underprivileged children, coordinated a donations collection and distribution for *Pet Month – Donate to Your Local K-9 Unit* national drive, funded their *Halloween Trick or Treat Program* for underprivileged youth, and led a fundraiser to secure a venue for Parlier High School's 2022 prom.

We have conducted similar community benefits projects in Mendota and Carpinteria, leading fundraisers, providing scholarships for youth organizations including Girls Inc. and Carpinteria Children's Project, participating in food distributions, funding graduation ceremonies, a youth running club and local Arts Center, local celebrations for Earth Day, as well as a gun buyback program with a gun violence organization and programs dedicated to the expungement of criminal cannabis convictions, and providing our staff with paid volunteer hours to improve local trails together with Friends of Franklin Trail.

ENVIRONMENTAL BENEFITS

GBH is a committed environmentally conscious steward of our community and state's natural resources. With over 30 years of experience in botany and horticulture, our team designs state of the art facilities plan that will ensure the most efficient and effective use of those resources. GBH shall adopt the following key concepts as Best Management Practices and SOPs:

CONSERVATION AND EFFICIENCY

ENERGY

GBH views energy efficiency as essential for both its long-term financial sustainability and for its benefits to the environment. GBH will conduct a full assessment of the proposed facility's existing energy usage to determine priorities for improvement. In this process, leadership will work closely with the City of Madera to screen all proposed energy efficiency improvements and to identify the most pressing needs. GBH will also identify priorities using the Global Climate Action Plan and California Building Energy Efficiency Standards. Further, GBH shall implement the strategies of California's 75 Percent Initiative Defining the Future.

Employees will be trained on acceptable energy usage and ways in which they can reduce their use of electricity in the dispensary. For example, one of the most common, unnecessary uses of energy is chargers and adapters left plugged into a power source while they are not actively charging an item. Employees will be instructed to remove such items and to be conscious of electronics pulling energy without being used. Computer terminals will be placed on energy-saving stand-by modes, further eliminating excessive energy use.

COMMUNITY BENEFITS & INVESTMENTS PLAN

WATER USAGE

Using Best Practices and LEED water efficiency standards as a guide, GBH shall conserve water usage for the proposed medical and adult use storefront retail store. For this type of retail business there will not be substantial water usage. However, for marginal water usage on site, GBH shall establish the conservation efforts such as:

- Regularly scheduling maintenance on HVAC systems;
- Monitoring water bills to detect excess water usage or leaks;
- Installing high-efficiency toilets;
- Landscaping using low-water usage techniques
- Installing faucet aerators.

Each employee shall play a role in water usage. Therefore, it is imperative that employees are involved in green water conservation efforts, and each employee shall receive training on how to conserve water. Managers shall be responsible for the training of employees to keep each individual accountable. To be cognizant of the water used in the dispensary, restrooms and handwashing sinks will contain low-flow fixtures and will be monitored to limit unnecessary loss of water due to leaks or ruptures.

SITE DESIGN AND BUILDING CONSTRUCTION

GBH shall strongly emphasize the following during construction and tenant improvements:

- Installing high-efficiency lighting;
- Reducing lighting use through motion-activated internal and external lighting;
- Installing high-efficiency toilets;
- Installing faucet aerators;
- Monitoring water bills to detect excess water usage or leaks;
- Installing rain barrels to collect excess rainwater, to supplement landscape irrigation;
- landscaping with native, drought resistant plants;
- Landscaping using low-water techniques, consistent with guidelines in the Hayward Lawn Conversation Rebate Program and Hayward Water Efficient Landscape Ordinance;
- Conducting a review of building insulation;
- Conducting routine maintenance on HVAC systems;
- Pursuing Hayward Green Business Certification;
- Encouraging employees to make responsible energy choices, including recycling and mitigation of water and energy usage;
- Encouraging employee carpooling and use of public transit;
- Installing bicycle parking in the vicinity of the facility, if not already available;
- Conducting a review of building insulation, including windows;
- Prioritizing local vendors, distributors, and testing laboratories to reduce transportation energy usage;
- Prioritizing vendors with certified environmentally responsible practices, particularly cultivation businesses who demonstrably mitigate energy and water consumption; and
- Assessing the feasibility of LEED certification.

TRANSPORT

COMMUNITY BENEFITS & INVESTMENTS PLAN

GBH's sustainability plan shall aggressively avoid and minimize emissions, including vehicle emissions (especially diesel emissions) related to operation of the business as detailed below via the following Best Practices and Standard Operating Procedures (SOPs) for commercial operation:

Energy-Efficient Delivery Practices. GBH will utilize hybrid or electric vehicles such as the Prius, or comparable small-engine economy cars, for optimal fuel efficiency and environmental sustainability. The specific vehicles purchased will depend on availability at the time of purchase. In addition to using energy efficient vehicles, GBH will implement the following environmentally friendly vehicle maintenance policies:

- Maintaining correct tire pressure to reduce fuel consumption by checking and adjusting the tire pressure whenever a driver refuels;
- Not overfilling the fuel tank at the gas pump;
- Avoiding air conditioning when the ambient temperature is 70 degrees or cooler;
- Maintaining the radiator by checking the temperature gauge on every delivery drive;
- Changing the fuel filter and flush injectors every 30,000 miles;
- Complying with state environmental impact standards for vehicle emission systems;
- Completing regular tune-ups, including fuel efficient oil changes every 5,000 miles; and
- Driving efficiently, without rapid acceleration or idling for long periods of time, using cruise control to maintain a steady speed, and avoiding congested roads by following the vehicle's GPS identification of the most efficient routes.

Alternative Transportation Incentives. GBH will encourage customers and employees to use alternative means of transportation to and from the dispensary, including carpooling, public transit, and biking, by providing incentives to individuals who participate. In particular, GBH will look into pre-tax bus vouchers and pre-tax bike repair incentives for dispensary employees. In addition, GBH will install bicycle parking in the vicinity of the facility for employee and customer use if permitted by the property owner.

SUSTAINABILITY

REDUCE, REUSE, RECYCLE

GBH will strive to operate a dispensary that produces as little waste as possible. Any waste created at the dispensary will be disposed of in an environmentally conscious manner. Excess paper waste will be reduced by digitizing and automating as many reports and files as possible, by setting printer defaults to double-sided printing, and by providing employees with accessible recycling bins. Waste and recycling bins will be provided in every office, sales station, and break area with clear signage indicating the proper method for sorting recyclable materials including, paper, plastic, glass and food waste.

Waste and recycling will be sorted, and recyclable material will be separated and designated for removal by a City of Madera recycling division. GBH will use environmentally friendly cleaning agents however, any potentially hazardous materials will be disposed of in a fashion that does not pose a risk to the municipal wastewater system or employees who handle the materials.

EFFICIENT SUPPLIES & WASTE GENERATION

Whenever possible, environmentally friendly supplies including printer paper, paper towels, plastic trash bags, and cardboard boxes will be made from recycled materials and will be recycled after use. GBH will research and source office supplies and equipment with careful consideration for the environmental impact of these

COMMUNITY BENEFITS & INVESTMENTS PLAN

products, including materials sourced from local manufacturers that are comprised of recycled content. GBH will evaluate the energy efficiency rating when purchasing appliances or electronics for the dispensary, such as television or computer monitors, and copy machines.

As further discussed in the Waste Disposal section, GBH will fully comply with Madera business recycling mandates for disposal of recyclable materials and organic non-cannabis waste. Employees will be trained in recycling procedures, and customers will be encouraged to recycle inside the facility. GBH will also pursue relationships with packaging vendors to ensure that exit packages will be recyclable. Each of these initiatives is designed with the intent of being a leader in the push for more sustainable business practices in the cannabis industry and GBH is dedicated to auditing sustainability practices quarterly in order to ensure this goal is being met.

LAVISH WEST COAST MADERA
(dba: Lavish)

Section G

Community Benefits and Investments Plan

COMMUNITY BENEFITS CONTRIBUTIONS

Lavish x West Coast is deeply committed to our community and we've established a "Lavish Cares" fund. We will donate **2%** of our gross receipts to our community partners through this fund. This would project to \$200,000 in our first year of business that goes directly to the Madera Community and the people who truly need the help. This will be in addition to in-kind donations of goods and services to the City of Madera directly for special events and local improvements.

Lavish/West Coast is very committed to supporting and utilizing local businesses, and we will choose local contractors and companies for our non-cannabis business needs whenever possible. We believe that supporting local businesses is important for community relationship building and results in additional economic benefits for the city and its residents.

Lavish/West Coast wants to be active, honest, impactful, reliable, and most of all, positive members of our local community. We are dedicated to being an example of a best-in-class cannabis brand in all ways, consistently ensuring that West Coast is a brand that is synonymous with enhancing our client's and our community's overall quality of life and well-being.

Lavish/West Coast's efforts are focused on creating highly desirable job opportunities, educating our local workforce to deliver up to our high corporate values, and creating mutually beneficial partnerships with community leaders and organizations to address the needs of Madera effectively above and beyond the scope of others currently occupying the cannabis industry. Social responsibility is fundamental to Lavish/West Coast's overall mission, and a vital building block supporting company efforts to bring awareness and prosperity to this emerging industry.

Community Outreach

If chosen as a cannabis retailer in the Madera community, Lavish/West Coast will continue our relationships with impactful and active organizations. We are mindful of our partnerships and have supported and will continue to support these great nonprofits with our time, energy, and regular contributions:

- Madera County Food Bank - Partner: Ryan McWhorter - 225 S. Pine St., Madera, CA 93637
- Greater Madera Kiwanis Club - Partner: Rohi Zacharia - 1906 Howard Rd., Madera, CA 93637

FOOD DISTRIBUTED



From left, Rancho and Bonita Market owners Akram Kasim, Nayef Mohsen, and Mohamed Mohsen hand out food boxes during a drive thru distribution they hosted at the Pan Am Center on Thursday. For more photos, see Page 2.

- CASA Fresno Madera County - Partner: Lisa RochaDanks - 2300 Tulare St., Fresno, CA 93721
- Beloved Survivors - Partner: Tina Rodriguez (Address Protected)
- Madera Coalition for Community Justice - Partner: Zainab Qaiser P.O Box 817, 219 S. D St., Madera, CA 93638
- Project Run - Partner: Alisha Brown - 1470 South A Street, Madera CA 93638

We plan to be ongoing contributors of these organizations to continue to support the important work they do everyday here in the Madera Community through our "Lavish Cares" fund.

Project Run Madera
1470 S. A Street
Madera CA 93638

Phone: (559) 474-3772
Email: projectrunmadera@gmail.com
Tax EIN: 86-2768786

Instagram: @projectrunmadera
Facebook: Project Run Madera
Webpage: projectrunmadera.org

06/16/2022:

Dear Honorable Mayor, Members of the City Council, Staff, and Consultants,
c/o City of Madera
205 W. 4th St.
Madera, CA 93637

RE: Letter of Support- Lavish

It is with great pleasure that I write this letter on behalf of the Nonprofit Organization, Project Run Madera, for the future projects of Lavish Madera and West Coast Cannabis Club. Project Run Madera is focused on keeping grade age athletes in the sport of running and ultimately off the streets and in school, by providing resources and opportunities.

Lavish Madera has shown support in our endeavors to provide these necessary resources to our youth, by giving a generous financial donation just a few months ago. Their donation assisted us in purchasing running shirts, shorts, sports bras and running shoes for middle school and high school track athletes in Madera.

We support Lavish Madera opening a dispensary here in Madera, CA, as we understand they are committed to funding charities and community projects that will benefit the people of Madera. In the past Lavish Madera has hosted food banks, backpack giveaways, and Christmas toy drives/giveaways, and other charity events for the advantage of the community and youth. The dedication of these individuals is exactly what the City of Madera needs. Our hope is that the dispensary is approved, for the benefits of charities being supported. We are excited to embark on a partnership with West Coast Cannabis, pending their approval.

If you have any further questions or concerns, please reach out via phone (559) 474-3772 or by email at projectrunmadera@gmail.com.

Best regards,



Alisha Brown,
Founder/CEO of Project Run Madera

4th of July

During our time in Madera we learned how important the return of the 4th of July event is to the community, and how excited everyone is to celebrate this event closer to home again. We are so honored to be the only cannabis company supporting the return of this event, and we look forward to further connecting with our community there. Additionally, we look forward to supporting this event in the following years if we are chosen as one of the cannabis companies to open a dispensary here in Madera.



Dear Honorable Mayor, Members of the City Council, Staff, and Consultants,

c/o City of Madera
205 W. 4th St.
Madera, CA 93637

RE: Letter of Support – Lavish West Coast Madera

I write to you in support of Lavish West Coast Madera's efforts in obtaining a retail cannabis permit, within the City of Madera. They have shown support for our community by giving to our group to help bring the Fireworks Spectacular to life. We have met with them a number of occasions and they always shown to be a very professional group looking to help make sure they are adding to our community in a positive way. Having roots in Madera is key to giving back. Their team mentioned a number of organizations that personally serve on, and it was very refreshing to hear their give-back plan versus being asked who I think they should be supporting. I understand your council has a very challenging task in selecting a limited number of permit recipients. I have a high level of confidence in the work that Lavish West Coast Madera has done and will continue to do. Lavish West Coast Madera is majority owned by local residents which is something I feel will guarantee their efforts in improving Madera through their works. I feel they truly have the best intentions for a better Madera.

Thank you

Rohi Zacharia
President
559-706-1100

Lavish/West Coast's Comprehensive Community Responsibility Plan includes the following:

- Partnerships with dynamic and impactful charities serving the community
- Educational opportunities like classes, senior outreach, and a commitment to positive social media campaigns.
- Participation and support of local and regional community events and fundraisers
- Job growth with a safe, entrepreneurial focused work environment.
- Tax revenue for local municipalities, benefiting the local community.
- Special product pricing for seniors, medical patients, and veterans.
- Modern and current Health and Wellness Programs.
- Supporting programs to help solve the unhoused crisis in our community.
- Dedicated staff volunteer hours to give back to the Madera Community.

Lavish/West Coast's Health and Wellness Program for Seniors

Residents aged 55+ are a growing group of individuals who are turning to cannabis and CBD products as a healthier alternative to opioids and other costly prescriptions to manage pain, certain illnesses, appetite encouragement, assistance with sleep and other issues. This is also the group of individuals who are asking for more education on the use of cannabis for medicinal purposes. We are dedicated to providing current, convenient, and ongoing education programs for our clients including programs specifically for our seniors. These education opportunities can take place one on one on site in our private consultation area where a customer can ask detailed questions and get answers from an experienced staff person as well as at our Lavish West Coast facility with technologically advanced, easy-to-use kiosks, where an individual can get detailed information on a product and its use. Additionally we will hold events at scheduled times with our senior organization partners where our team can educate small groups of residents about any and all questions they may have.

Lavish/West Coast's Commitment to Reducing Homelessness

The Madera community has several organizations dedicated to assisting the homeless. West Coast is committed to assisting the community with addressing the increase in homelessness throughout the City. There are several areas where we at Lavish West Coast would like to be helpful:

- Funding for local unhoused shelters, especially during the Summer and Winter months
- Assisting homeless individuals with community reentry, inclusive job fairs, and temporary housing by supporting Madera Rescue Mission
- Contributing support to youth and students affected by housing insecurity through our charitable partners.

Lavish/West Coast has partnered with The Madera County Food Bank to support their realtime efforts to feed the hungry and disenfranchised community through meeting one of our most basic needs, healthy food to eat. West Coast looks forward to a thriving relationship with The

Madera Food Bank and together bringing meals to those who need them.

West Coast will designate a set amount of its donation budget to pay for shelter essentials such as beds, food, clothes, or other necessities for homeless individuals and families annually as well. West Coast will work with the Madera Rescue Mission and Beloved Survivors shelters to identify the cost to sponsor two persons per month in local shelters and pay for their essential needs.

Additionally, Lavish/West Coast will reach out to our local partners regularly for new and innovative ideas for how we can impact and support the community directly.

Volunteer Hours

Where there is a need in the Madera community, Lavish/West Coast will be there to provide direct funding and/or in-kind donations to nonprofit organizations, important causes and programs that benefit local Madera residents. As important as donating is, a priority of West Coast is its commitment to hands-on, boots-on-the-ground volunteering by our owners, community board members, managers and employees. West Coast will develop a weekly and monthly volunteer plan and schedule – so that it is integrated into becoming a full-fledged participant in the Madera community. Below is a listing of volunteer projects where we could be helpful:

- Madera Coalition for Community Justice Art Projects
- Literacy mentorship programs for residents
- Winter coat, hats and glove donation drives benefitting local charities
- Food drives for the Madera Food Bank and Pantry
- Volunteering at the Madera Food Bank packing and distributing
- Holiday Donation Drive to collect presents like toys and bikes for children in need
- Other volunteer opportunities defined by our Community Board

Lavish/West Coast's Social Media Program Encourages Community

We take our Corporate Social Responsibility (CSR) seriously and apply the same consistent code of ethics to our Social Media campaigns that we strive for elsewhere within our company. That means a commitment to a positive and community focused presence on all social media and company communication with the community.

Environmentally Sustainable Business Model

Lavish/West Coast's founders believe that science is real and that collectively, as a community, action must be taken now to slow down Climate Change, and hopefully reverse the effects to provide for future generations. As responsible business owners, it is up to the company to act as a leader to implement green business practices at the onset of company operations. Implementing green business practices early creates a company culture that cares for the

environment and hopefully inspires company employees, peers, and community members to employ similar green practices. Lavish/West Coast will:

- Hire Locally reducing greenhouse gas emissions
- Centralized Distribution minimizing our companies overall carbon footprint
- Procure and use recycled materials for construction where possible.
- Join San Joaquin River Parkway and Conservation Trust
- Purchase Hybrid vehicles for all delivery operations
- Implement strategies from the County of Madera's Greenhouse Gas Reduction Plan
- Certification by the California Green Business Network.
- Give preference to vendors who are Clean Green Certified

The Madera Tribune

LAVISH IN THE LOCAL NEWS

'Brothers' combine efforts to help the community



From left, Rancho Market owner Akram Kassim, Victor Lopez, Dulce Rios, and Savannah Munoz serve a barbecue chicken lunch at Dunsmuir Park during the Juneteenth Day Celebration.

Madera residents who attended last month's Juneteenth Day were subject to a number of inspirational speeches, but those who skipped breakfast for the morning ceremony were more than happy to receive a boxed roasted chicken lunch, provided by Rancho Market (12890 Road 24).

However, it's not the first time Rancho Market owner Akram Kassim has donated his wares to help the community or those in need. "We asked how we could help with the event," he said. "We wanted to give back to the community and do something. It's obviously a special time. We wanted to be a part of that and part of the community."

Weekend Edition, Saturday, November 27, 2021 | VOL 130 - ISSUE 70 | 75 Cents

The Madera Tribune

Visit us online: www.maderatribune.com

Thanksgiving drive held



Lavish Madera partnered with Mainstream for a major Thanksgiving food drive on Sunday at McNelly Park. The team gave out over 800 packages of food. Included in the packages were milk, cheese, butter, mashed potatoes, along with many other items. Also included were chickens instead of turkeys. According to Rancho Market owner, which is part of Lavish Madera, Akram Kassim, he gave chickens instead of turkeys because he could benefit more people. "The prices of turkeys are high and for the price of one turkey, I can get four chickens and help more people out." For more photos, see Page 3.

Golden Valley SD makes major moves

By Tyler A. Takeda

The retirement of Golden Valley Unified School District Superintendent Rod Wallace at the end of March signified a major change within the district.

Wallace's retirement started the merry-go-round of district administrators that caused a ripple effect down to Liberty High School's counselor.

Kevin Hatch, who has been with the district before GVUSD even began, is now the district's superintendent.

"I'm proud," Hatch said. "It's a little bit humbling. There's a lot of great leaders in this district and it's great to be a part of."



FOR THE MADERA TRIBUNE
Kevin Hatch



FOR THE MADERA TRIBUNE
Felipe Piedra

Lavish Madera has held several food drives in the community over the last couple of years, including a Thanksgiving food drive, a 4th of July food drive, and a Christmas Blanket, Beanie and Glove giveaway



Midweek Edition, Wednesday, December 29, 2021 | VOL 130 - ISSUE 79 | 75 Cents

The Madera Tribune

Visit us online: www.maderatribune.com

Notice
The Madera Tribune will be closed Friday, Dec. 31. Happy Holidays from The Madera Tribune.



Dr. Mazhar Javaid, right, is joined by his family, from left, Roohi, Nadia and Omar at the 50 year anniversary celebration of Madera Community Hospital on October 15.

Doctor retiring after 38-plus years

By Tyler A. Takeda
THE MADERA TRIBUNE

For the past two years, Dr. Mazhar Javaid has been preparing for the moment that took place last week — retirement.

Javaid worked his final day in Madera and Madera Community Hospital on Dec. 21 and will head into semi-retirement. He has

Javaid moved from Virginia to start a practice in Madera in June, 1982, almost 39 years ago.

"After I finished my fellowship, I joined a group in Virginia," he said. "There were two other lung specialists. I didn't not like where I was."

Javaid came to California on the advice of a couple of

Donation held at Lavish



Families stand in line Thursday for a blanket, beanie and glove giveaway at Lavish Madera on the corner of Gateway and first. Two hundred families received blankets and each child received a glove and beanie. Lavish Madera's Akrim Kassim estimates they gave away about 350 pairs of gloves and beanies.



Families take their picture with Santa Claus at Lavish Madera's blanket, beanie and glove giveaway. Lavish gave away 200 blankets and 350 gloves and beanies, which was also sponsored by Sallers Distributing.

For more photos, see Page 2.



Dear Lavish West Coast Madera,

Beloved Survivors is a nonprofit organization that serves families in the central valley. Our purpose is to establish a culture that normalizes healing through healthy relationships absent of violence. The services that we offer include the following:

- Counseling
- Healthcare advocacy
- Legal resources
- Career plans
- Funeral assistance
- Mentoring
- Safety planning
- Outreach
- Restorative justice.

With the support of the community, we are able to provide much needed resources to victims in crisis. In addition, to the services listed above, we are called upon to assist with clothing for loved ones of homicide victims to attend services and food. The demand for assistance exceeds what we are able to provide.

We are certain that your support will be greatly appreciated by the population that we serve. A donation is more than a gesture of a gift, it serves as a reminder that there are good people in this world that are thoughtful of others. We value your contribution and look forward to partnering with you to bring hope into our community.

All donations are tax deductible and receipts are provided upon request.

Please contact me with any questions that you may have at belovedsurvivors@gmail.com.

Sincerely,

Phyllis Flynn

Board President



MADERA COALITION *for* COMMUNITY JUSTICE

"If you want peace, work for justice"

Madera Coalition for Community Justice
*PH: (559) 681-1879
maderacc@yahoo.com

P.O. Box 857
219 S D St.
Madera, CA 93638
*FAX: (559) 416-7401

Dear Honorable Mayor, Members of the City Council, Staff, and Consultants, c/o City of Madera

205 W. 4th St.

Madera, CA 93637

RE: Letter of Support- Lavish

It is with great pleasure that I write this letter on behalf of the Nonprofit Organization, Madera Coalition for Community Justice, for the future projects of Lavish Madera and West Coast Cannabis Club. Madera Coalition for Community Justice is a community based organization that was founded in 1992. Its mission is to build community capacity through the implementation of self-help projects that engage its constituents in leadership development and civic engagement. One of the projects is the Madera Youth Leaders (MYL) which comprises at-risk youth from the greater City of Madera including those from alternative school, juvenile hall, and boot camp.

Lavish Madera has shown support in our endeavors to provide these necessary resources to our youth, by giving a generous financial donation. Their donation will assist us in purchasing art supplies, team building activities and much more.

We support Lavish Madera opening a dispensary here in Madera, CA, as we understand they are committed to funding charities and community projects that will benefit the people of Madera. In the past Lavish Madera has hosted food banks, backpack giveaways, and Christmas toy drives/giveaways, and other charity events for the advantage of the community and youth. The dedication of these individuals is exactly what the City of Madera needs. Our hope is that the dispensary is approved, for the benefits of charities being supported. We are excited to embark on a partnership with West Coast Cannabis, pending their approval.

If you have any further questions or concerns, please reach out via phone (559) 871-7750 or by email at zainabq@maderaccj.org.

Best regards,

Zainab Qaiser

MADERA ERUDITE VENTURES
(dba: HerbNJoy)



SECTION G

**COMMUNITY
BENEFITS AND
INVESTMENTS
PLAN**



VISION MADERA UPDATE

When crafting a Community Benefits Plan for each new City where we hope to locate, we prioritize the City's goals and values first. Our process includes an in-depth review of the City's planning documents.

Originally published in 2006, the City of Madera's Vision Madera 2025 Vision and Action Plan (the "Original Vision Madera") is a community-driven planning document which provides a roadmap to the City's future, with the overarching goal of ensuring that "Madera develops as an attractive, family-friendly city with great schools, good business opportunities, well-paying jobs and abundant natural resources." Updated in 2014, the Vision Madera 2025 2014 Update ("Vision Madera Update") follows the Original Vision Madera's four Vision Statements, while expanding upon the original strategy and action suggestions.

When reviewing the Original Vision Madera and Vision Madera Update, HerbNJoy identified the following strategies and actions for each Vision Statement which we believe we can best support through our Community Benefits Plan:

- **A Well Planned City.** The Original Vision Madera establishes the Vision Statement of "A Well Planned City," which concerns the physical aspects of the City's growth such as residential, commercial, and agricultural land uses, communication between the community and local governments, and intergovernmental communication.

- > **Downtown Revitalization.** The Vision Madera Update emphasizes the importance of the revitalization of downtown Madera, including through promotion and expansion of the Madera Downtown Association, as well as cooperation with business and property owners.

- **Good Jobs and Economic Opportunities.** The Original Vision Madera establishes the Vision Statement of "Good Jobs and Economic Opportunities," which focuses on opportunities for the community's workforce and businesses.

- > **Attract New Jobs to Madera.** As part of its list of ways to strengthen the City's economy, the Vision Madera Update includes attraction of new jobs to Madera.

- > **Strengthen the Workforce.** Directly aligning with HerbNJoy's philosophy toward continuing education and training, as discussed in greater

detail both below and in Section B of this application, the Vision Madera Update suggests that educational opportunities are required for a strong workforce, and proposes business-education alliances to support necessary training.

- **A Strong Community and Great Schools.** The Original Vision Madera establishes the Vision Statement of "A Strong Community and Great Schools," which emphasizes the importance of the City's schools, as well as cultural and artistic opportunities for local youth.

- > **Leadership Development Opportunities.**

As part of broader efforts to strengthen the community, the Vision Madera Update suggests encouragement of leadership development opportunities through the community, such as through youth involvement and strengthening neighborhood associations.

- > **Community Service Organizations.** The Vision Madera Update emphasizes the importance of Community Service Clubs, the need to promote their work, and connect them to the broader community.

- > **Public Arts.** The Vision Madera Update lists a variety of strategies and actions directed at promotion of a rich cultural life for the community, including promotion of public arts, and the expansion of potential venues for exhibits or performances.

- **A Safe, Healthy Environment.** The final Vision Statement from the Original Vision Madera, "A Safe, Healthy Environment," concerns both the protection of the City's natural resources, as well as community health, security, and recreational opportunities, including the maintenance of local parks and open spaces.

- > **Domestic Violence Reduction.** Among other efforts to make the City a safe and healthy environment, the Vision Madera Update lists reduction of domestic violence within the community, including child abuse, spousal abuse, crimes against youth and the elderly, and crimes committed by youth.

- > **Public Safety.** In order to achieve a safe public, the Vision Madera Update suggests supporting first responders and other public safety personnel.

METHODS OF GIVING

Having served as a community partner in multiple jurisdictions, HerbNJoy is keenly aware that nonprofits, community organizations, and City-sponsored events require not only financial contributions, but also volunteer time and in-kind donations. To ensure that HerbNJoy covers all of the needs required, we are committed to giving not only financial resources, but also volunteer hours. In addition, utilizing our storefront, we will engage our staff and customers to contribute to in-kind donation drives hosted on a regular basis.

In summary, our methods of giving include:

- Monetary donations
- Volunteer hours
- In-kind giving
- Local hiring

HERBNJOY COMMITMENT TO GIVING

As shown on our pro forma in Section A.1.B, HerbNJoy has accounted for a \$150K donation Year 1, and 2% gross revenues to support our Community Benefits Plan in all following years. These funds will serve as donations to nonprofits, community organizations, and City-sponsored events in Madera. In addition to our \$150K donation Year 1, our budgeted 2% gross revenue donation in all following years equates to \$142.1K in year 2, \$152.1K in year 3, and \$159.7K in year 4.

In addition to our financial commitment, HerbNJoy commits to providing volunteer match time of 40 hours per month.

HERBNJOY'S COMMUNITY ADVISORY BOARD

HerbNJoy has tailored our operations plan to fit Madera's character and needs. Therefore, we will assemble a Community Advisory Board, composed of influential Madera community members, to help us adjust, fine tune, and implement our Community Benefits Plan. Our Community Advisory Board will select and oversee the distribution of financial support to community organizations and ensure HerbNJoy will be a reliable partner to the City. The Advisory Board will work directly with local resident Vera Coffeen, our Director of Neighborhood Compatibility and Community Relations.

SPECIFIC GIVING GOALS DOWNTOWN REVITALIZATION

MADERA DOWNTOWN ASSOCIATION

The Madera Downtown Association ("MDA") was formed by the local leaders of business, government, and nonprofits with a mission to promote and foster improvement and modernization of the central downtown area of Madera. MDA sponsors a variety of projects aimed at improving downtown Madera, including public beautification projects, support for increased public parking facilities, and installation of displays for public holidays. MDA runs a variety of community events and programs, including the historic Old Timer's Parade, held since 1931, and the successful Downtown Crow Abatement Program.

The Vision Madera Update mentions the importance of the Madera Downtown Association in multiple contexts. Firstly, when discussing the importance of the revitalization of downtown Madera as a strategy for achieving a well-planned City, it mentions the action item of promotion and expansion of the Madera Downtown Association and cooperation with business and property owners. Secondly, when discussing the broad vision of a strong community, the Vision Madera Update mentions the action of strengthening neighborhood associations, such as the Madera Downtown Association, in order to encourage leadership development opportunities in the community.

Upon earning our license, HerbNJoy looks forward to joining and speaking with the Madera Downtown Association, and supporting its efforts to revitalize downtown Madera as well as promote area businesses. HerbNJoy also plans to provide \$100,000 in monetary support for the Madera Downtown Association's plans to build an Arts & Cultural Center (as discussed in greater detail below). In addition, we commit \$80,000 annually in monetary support to the Madera Downtown Association, sponsorship of all its events, as well as a monthly contribution of 40 volunteer hours. In addition, we plan to sponsor a paid internship for six months, which will rotate between the Madera Downtown Association and other worthy local community organizations.



P.O. Box 812 - Madera, CA 93639

June 17, 2022
Jeff Linden

A handwritten signature in black ink that reads "Mona Davie".

Mona Davie, President
Madera Downtown Association

ECONOMIC OPPORTUNITY

MADERA CHAMBER OF COMMERCE

The Madera Chamber of Commerce supports a diverse regional economy by promoting the City's business community and positively contributing to the community's quality of life. The Madera Chamber of Commerce strives to endorse a strong local economy, represent and advocate on behalf of local businesses, provide opportunities to enhance business connections, and promote the community at large.

HerbNJoy joins the local Chamber of Commerce in every city in which we operate, and is a proud member of the Madera Chamber of Commerce. We look forward to partnering with the Madera Chamber of Commerce upon earning a license in the City. HerbNJoy is painfully aware that the COVID-19 pandemic has harshly impacted many small businesses and is committed to revitalizing the local economy.

HerbNJoy sponsored and participated in the Business Extravaganza and Home Show hosted by the Madera Chamber of Commerce & Madera Association of Realtors recently in June. We had a booth at the event and met many community members. HerbNJoy intends to provide a monetary donation each year to the Madera Chamber of Commerce to support its programming.



COMMUNITY ACTION PARTNERSHIP OF MADERA COUNTY

Community Action Partnership of Madera County ("CAPMC") is a non-profit organization with the mission of "improving the social well-being and economic capacity of low to moderate-income individuals and families, as well as providing opportunities to achieve economic independence." CAPMC is one of over 1,000 Community Action Agencies ("CAA") established by the Economic Opportunities Act of 1964. These CAAs were founded as an administrative umbrella for numerous anti-poverty programs, and continue to fulfill that mission to this day.

CAPMC continues to fulfill its mission to change the lives of County residents for the better by providing over a dozen programs, including but not limited to crisis intervention, child development, financial assistance, shelter, and transportation. In addition to these services CAPMC acts as a "voice and catalyst of empowerment and opportunity to the at-risk and invisible populations" of Madera County communities.

HerbNJoy believes that we can improve the economic opportunities of Madera County residents through support of CAPMC. HerbNJoy's Community Advisory Board will determine the amount of financial support that we will contribute to CAPMC.

MADERA CHAMBER OF COMMERCE

120 North E Street
Madera, CA 93638
Phone (559) 673-3563
www.maderachamber.com

May 10, 2022

Jeff Linden
HerbNJoy
1900 S. Norfolk
Suite 350
San Mateo, CA 94403

Dear Jeff,

Welcome to the Madera Chamber of Commerce, we thank you for choosing to include your business in our membership.

Please find enclosed your chamber membership decal, and chamber coupons. Remember to bookmark www.maderachamber.com and visit us on Facebook. We hope that you will participate in our many chamber activities, programs, and events...

The Madera Chamber of Commerce strives to represent the interests of business and the community with our support and involvement in several different community business events, providing networking opportunities for our chamber members.

Thank you again for choosing to become a member of the Madera Chamber of Commerce. Please feel free to contact me if you have any questions.

Sincerely,

Toni Jordan
Administrative Assistant
tjordan@maderachamber.com

OUR MISSION:

The mission of the Madera District Chamber of Commerce is to support a diverse regional economy by promoting a thriving business environment that contributes to our community's quality of life.

OUR COMMITMENT:

The Madera District Chamber of Commerce strives to:

- *Endorse a Strong Local Economy*
- *Represent and Advocate on Behalf of Business*
- *Provide Opportunities for Enhancing Business Connections*
- *Promote Our Community*

100% LOCAL HIRES

In order to achieve the Vision Statement of “Good Jobs and Economic Opportunities,” the Vision Madera Update provides the strategy of attracting jobs to the City.

In addition to our support of the Madera Downtown Association and Madera Chamber of Commerce, as well as other small businesses in the community, as described in Section F, HerbNJoy will develop the Madera economy by staffing our store with 100% local residents. We will provide comprehensive training, listed as an essential action for strengthening the City’s workforce in the Vision Madera Update.

Our job opportunities will help diversify the private sector employment options in the City. As explained in Section B, we will offer competitive pay and benefits packages, and therefore will support the local economy through provision of high paying jobs with plenty of opportunities for advancement.

STRONG COMMUNITY

As part of suggested strategies to strengthen the Madera community, the Vision Madera Update suggests connecting Madera’s many community service clubs with all residents and local needs. Actions to achieve this strategy include publicization of local service clubs, connecting clubs with community needs, expanding and promotion of both youth and community organizations, and increased communication with service clubs.

MADERA EVENING LIONS CLUB

The Madera Evening Lions Club is the local Madera County chapter of Lions Club International, an international non-political service organization and 501(c)(4) non-profit striving to “improve health and well-being, strengthen communities, and support those in need through humanitarian services and grants that impact lives.” The local Madera Evening Lions Club helps to raise funds to provide over a dozen different grants and programs for local nonprofits and organizations serving Madera County and beyond including Ronald McDonald House, Relay for Life, City of Hope, Heartland/ARC of Fresno/Madera Counties, Honor Flight, Hearing Foundation, and the Madera Community College. The Madera Evening Lions are particularly committed to supporting local youth through college scholarships, the Madera Leadership, Experience, Opportunity (“LEO”) Club, and supporting local Madera youth sports leagues and activities.

HerbNJoy is excited to do our part to strengthen the Madera community through support of the Madera Evening Lions Club, through both a potential contribution of monetary support and/or volunteer hours. HerbNJoy’s Community Advisory Board will determine the amount of financial support that we will contribute to the Madera Evening Lions Club.

MADERA COUNTY FOOD BANK

Since 1999, the Madera County Food Bank has fed hungry residents of Madera, Chowchilla, Fairmead, and the County’s mountain areas. Currently, the Madera County Food Bank runs five programs and sixteen food distribution sites.

HerbNJoy has made an initial financial contribution to Madera County Food Bank, and is excited to contribute to building an additional food bank in Madera. In addition, as included in the letter below, we have committed to supporting Madera County Food Bank through a donation of 20 hours of volunteer hours per month, an annual monetary contribution of \$25,000, and a paid internship at \$20 per hour for up to 40 hours per week.



Madera County Food Bank
225 S. Pine Street
Madera, CA 93637

Thank you for your recent contribution of one thousand dollars in support of the Madera County Food Bank. Every contribution helps us better serve the Madera community.

Our mission is to improve the quality of life of families and seniors that are food needy within our reach by offering basic sustenance. Food education and self-sufficient training.

We appreciate that HerbNJoy has decided to support the Madera County Food Bank in the following three ways as an engaged community partner:

20 hours of volunteer hours a month

\$25,000 dollars annually

A paid internship @ \$20 per hour up to 40 hours a week

Your interest in the Madera County Food Bank is appreciated and I hope that you are successful in receiving a license.

Looking forward to your continued support of the food bank specifically and in general HerbNJoy's community engagement in Madera.

The Madera County Food Bank acknowledges HerbNJoy for its commitment moving forward if selected for a retail license in Madera.

Regards,



Ryan McWhirter
Executive Director

FRIENDS OF MADERA ANIMAL SHELTER

Friends of Madera Animal Shelter is a volunteer-run non profit organization providing rescue, rehabilitation, spay/neuter, veterinary care, and re-homing services to dogs and cats in need throughout Madera County. Friends of Madera Animal Shelter is funded entirely by donations, and is in dire need of funding. Our owner and local Madera resident, Vera Coffeen, works closely with the volunteers running this organization. HerbNJoy believes that Friends of Madera Animal Shelter is a perfect partner to support the homeless and needy animal population of Madera County. HerbNJoy plans to support Friends of Madera Animal Shelter through financial contributions, contribution of volunteer hours, and a potential drive to collect pet food and supplies as an in-kind donation. As demonstrated in the letter below, HerbNJoy has committed an annual donation of \$50,000 to assist Friends of Madera Animal Shelter's spay and neuter efforts, as well as a donation of volunteer hours.



P.O. Box 923
Madera, CA 93659
559.363.5106
www.fmas.info
fmasvolunteers1@gmail.com

June 15, 2022

Friends of Madera Animal Shelter would like to thank HerbNJoy for its commitment of financial support to assist our efforts with spay and neuter operations. HerbNJoy's \$50,000 annual commitment will contribute to our mission of reducing the number of unwanted animals.

As a non-profit 501 (c)(3) organization, run by dedicated volunteers, we are thrilled that HerbNJoy will be an active community partner. They are including Friends of Madera Animal Shelter in their community volunteer program. This HerbNJoy program provides volunteer hours annually to three to four non-profits in each community where they operate.

We appreciate and acknowledge HerbNJoy for both its financial and volunteer commitment.

Sincerely,

Bob Labrucherie, President

Mission Statement

Friends of Madera Animal Shelter is a non-profit 501 (c)(3) organization, run by dedicated volunteers working tirelessly to support the education of responsible pet ownership. Through donations, we spay and neuter pets in our community, reducing the number of animals being euthanized. We are sworn to saving animals in crisis, working with our rescue partners, finding qualified and loving forever homes through our adoption programs.

@77-053194

ARTS & CULTURAL CENTER

The Vision Madera Update emphasizes that a rich cultural life is necessary to build a strong community, and that public arts are an important strategy to achieve this vision. As explained above, HerbNJoy plans to partner with the Madera Downtown Association in various capacities. Our local owner, Vera Coffeen, has spoken with Julia O’Kane, the director of the Madera Arts Council, regarding the Madera Downtown Association’s plan to build an Arts & Cultural Center in the City. HerbNJoy believes that this project will greatly enrich residents’ cultural life and support the City’s public arts, and intends to provide financial support. HerbNJoy has committed \$100,000 in monetary contributions to support the Madera Downtown Association’s Arts & Cultural Center.

DOMESTIC VIOLENCE REDUCTION AND PUBLIC SAFETY

O.L.I.V.E.

In order to achieve a Safe, Healthy Environment, the Vision Madera Update includes many strategies related to reducing crime and violence throughout the community.

Overcoming Limitations through Intervention, Value and Empowerment (“O.L.I.V.E.”), a charitable organization serving the Madera community, was founded in 2015 by Lt. Dan Foss of Madera Police Department in order to close the gap in resources provided to victims of human sex trafficking. O.L.I.V.E. is a unique organization due to the fact that it was founded by and has direct ties to law enforcement. O.L.I.V.E. works with students of Fresno State University to provide education about and increase community awareness to the evils of sex trafficking. In addition, O.L.I.V.E. works to empower victims of sex trafficking through intervention and connection with additional resources. As O.L.I.V.E.’s clients suffer from trauma-induced Post Traumatic Stress Disorder (“PTSD”), O.L.I.V.E. focuses on providing supportive services while allowing individual decision making, including through offering a safe house, assistance with rent and bills, counseling services, transportation, food, clothing, as well as assistance with educational applications, parole, probation, resume-writing, tutoring, and obtaining State and County resources. O.L.I.V.E. also provides assistance navigating the legal and healthcare systems, through courtroom advocacy, filing police reports, assistance with the CPS system, application for drug or alcohol rehabilitation, and more.

HerbNJoy is excited to support O.L.I.V.E. upon earning our license. Our owner, Vera Coffeen, knows Lt. Dan Foss well and is excited to work together to support O.L.I.V.E.’s mission. We have committed to contributing monetary donations to O.L.I.V.E., and as a sign of good faith have already donated \$1300 towards their annual fundraiser, as well as attended the event. HerbNJoy will sponsor the cost of assisting a victim through O.L.I.V.E.’s program for the next five years.



*Overcoming Limitations through Intervention,
Value, and Empowerment.*

OLIVE TEAM:

Operations Director:
April Molina

Board of Directors:

Lt. Dan Foss
Chairman

Lt. Robert Blehm
President

Cynthia Ramos
Vice President

Sylvia Anguiano
Secretary

John Molina
Treasurer

D.A. Sally Moreno
Director

Sgt. Alicia Videgain
Director

www.olivemadera.com
1625 Howard Rd.
Madera, CA 93637
559-365-6265

June 17, 2022

Dear HerbNJoy,

Thank you for your financial commitment to underwrite the cost to the organization of assisting a victim through the O.L.I.V.E. program and your continued support at this level of assistance for the next five years.

We appreciate your commitment and support that assists O.L.I.V.E. in fulfilling its mission.

Our goal is to help these women see the value within themselves and empower them to move forward. Through education, awareness and outreach, O.L.I.V.E. believes a difference can be made in the lives of women who have been victimized.

We appreciate HerbNJoy's recent attendance at our annual fundraising dinner and are grateful that they took the opportunity to engage with the organization and become a supporter.

Respectfully,

April Molina

Operations Director

MADERA COUNTY CHILD ABUSE PREVENTION COUNCIL

The “A Safe, Healthy Environment” Vision Statement covers the need for a secure community. In the Vision Madera Update, reduction of domestic violence was listed as a strategy to achieve a safe and healthy environment. The Vision Madera Update explains that domestic violence includes child abuse.

Madera County Child Abuse Prevention Council (“MCCAPC”) is a registered non profit organization with the mission to “support community efforts in the prevention, intervention and treatment of child abuse by promoting and facilitating education that strengthens, empowers, and preserves the dignity of individuals and families.” Since 1986 the organization has provided dozens of programs and classes for children, teens, parents, and staff on numerous topics, including child abuse, bullying, nutrition, parenting, public safety, financial literacy, and many others. In addition to raising public awareness and providing education, MCCAPC plays a vital role by helping families and children find the support they need to prevent and treat cases of child abuse. As a member of the Central California Coalition of Child Abuse Prevention Councils, MCCAPC is able to collaborate with partner organizations to make a greater impact in the region.

HerbNJoy believes that MCCAPC is the perfect partner to reduce child abuse in the community, and thereby make the City more secure. Should MCCAPC accept donations from a cannabis company, HerbNJoy looks forward to providing support through financial contributions. HerbNJoy’s Community Advisory Board will determine the amount of financial support that we will contribute to MCCAPC.

MADERA COUNTY SHERIFF’S FOUNDATION

In order to achieve a safe and healthy environment, the Vision Madera Update puts forth a strategy of ensuring the safety and protection of the community. Actions listed as part of this strategy include recruiting and retaining qualified first responders and public safety personnel, and coordinating with regional law enforcement to improve community safety.

The Madera County Sheriff’s Foundation (“MCSF”) was founded in 2016 by then Sheriff Jay Varney with a mission to “promote civic spirit in support of law enforcement and to enhance the ability of the Madera County Sheriff’s Office to work even more safely and effectively.” MCSF is a registered



501(C)(3) nonprofit that helps to raise funds for scholarships, law enforcement equipment, K-9 team support, and training and community engagement programs. The MCSF’s scholarship program provides assistance to Madera County youth who are interested in pursuing a career in local law enforcement and includes assistance for both two and four year degree programs as well as certificate and training programs. MCSF provides support to the County Sheriff’s department and builds stronger ties with the community.

Should MCSF choose to accept donations from a cannabis company, HerbNJoy looks forward to supporting MCSF’s important work with community law enforcement. HerbNJoy’s Community Advisory Board will determine the amount of financial support that we will contribute to MCSF.

MADERA HAS CULTURE, INC.
(dba: Culture Cannabis Club)

SECTION G: COMMUNITY BENEFITS

COMMUNITY BENEFIT PLAN



CONTRIBUTION OF GROSS SALES



Culture will directly aid, participate in, and fund the work of local non-profits, community-based organizations, civic organizations, or social service organizations. Culture will achieve this goal through monetary donations to these organizations, financial support of city-sponsored activities and programs, encouraging and incentivizing volunteer drives, and in-kind donations to the City or other charitable organizations. To support our shared goals in the City, Culture will donate 2% of its gross sales to the Culture Community program. These 2% of gross sales will be available as donations to the community organizations deemed most in need. Together, we can bring impactful financial contributions and volunteer hours to the Madera Community.

Based on anticipated revenue as outlined in the Business Plan section of this application, Culture projects 2% of gross sales to equate to approximately \$111,411 in Year 1, \$125,895 in Year 2, and \$144,779 in Year 3. Further, since Culture knows that there is always an immediate need for community involvement, **Culture will pledge \$75,000 to its Community Benefits Fund at the time a license is awarded.**

VOLUNTEER HOURS

Culture creates a volunteer hour program for its employees, wherein owners and staff combined will contribute at least 30 hours per month of volunteer time to community service initiatives in the City. Culture pays for these employee volunteer hours as wages. This translates to almost \$900 per month quantifying the enormous value volunteers will provide to the City of Madera.

The Current Estimated National Value of Each Volunteer Hour Is

\$29.95

Updated April 2022

<https://independentsector.org/value-of-volunteer-time-2022/>

SUMMARY OF GOALS

Culture operates compliant, safe, and secure operations in a beautiful, vibrant, and modern facility. Culture's business model focuses on customer service, education, and retention, while marketing campaigns are tasteful and respectful of the community at large. We believe that everyone within the communities we serve can benefit from education about the benefits of safe and moderate cannabis consumption, and Culture has the power to enact real, positive, and meaningful change in the City. Together with the people of Madera, Culture takes its responsibility further to ensure an inclusive ethos, social equity hiring, a robust employee benefit program, partnerships with local businesses, and upward company mobility. These commitments are core Culture standards that enhance the community from deep within.

Culture is determined to better the areas we serve by partnering with communities to create sustainable generational change. We favor and support programs with a proven model of holistic development that address the root causes of poverty, addiction, social displacement, and mental illness. **Partnering with Madera's community organizations is not a business transaction for Culture**, it is a deep and lasting connection with a community made of people of all cultures and races. The **Culture Outreach** team - led by our Director of Community Outreach, Julian Dominguez, with advice of the City Council - looks for foundations, charities, and organizations that can improve the quality of life for all citizens in Madera by providing social benefits and financial assistance. By carefully selecting our partner organizations, Culture is confident that granting us a license to operate a retail cannabis dispensary will lead to a lasting and positive social impact in Madera.





Culture has selected and secured partnerships with the following organizations in Madera:

1. O.L.I.V.E. Foundation
2. Madera Chamber of Commerce
3. Downtown Business Association
4. American Cancer Society

Our collaboration with these organizations will empower our **Culture Outreach** team to make meaningful contributions to the City and community of Madera. Once a partnership has been agreed upon with clear collaborative expectations, Culture will create the **Culture Community** program further outlined in the next paragraph.

THE CULTURE COMMUNITY PROGRAM

Culture pledges support for many corners of the Madera community through its comprehensive and strategic **Culture Community** program. The Culture Community team has diligently worked to understand the complex issues that are most prevalent in Madera and identified partnering organizations that could make the most effectual use of the support and philanthropy being offered by the Culture team. Building from owner **Julian Dominguez'** tenured experience and knowledge of the City and County, **Culture Community** is committed to making an impact in the following areas:

| | |
|---|--|
|  Public Outreach for Youth Education | Support for the Homeless |
|  Senior Citizen Outreach and Education |  Infrastructure Funding |
|  Support for Community Public Safety | City Cleanup and Beautification Projects |
| | |

| | |
|--|---|
|  <p>Programs for the Underserved</p> |  <p>Partnerships with Local Nonprofits</p> |
|  <p>Drug Addiction Support and Rehabilitation</p> | <p>Community Problem-Solving</p> |
|  <p>Programs that Celebrate Diversity</p> |  <p>Health & Wellness Education</p> |

These are a few of the organizations that Culture has secured partnerships with as part of our ongoing commitment to establish meaningful programs aimed at the betterment of the community in Madera.

O.L.I.V.E. FOUNDATION - OVERCOMING LIMITATIONS THROUGH INTERVENTION, VALUE, AND EMPOWERMENT

330 South C Street
Madera, CA 93638
(559) 365-6265



Founded by Lieutenant Daniel Foss of the Madera Police Department, O.L.I.V.E. has been supporting victims of human sex trafficking since its initiation in 2015. Through his connection with the community Daniel reached out to students at Fresno State University to start the organization with the goal of empowering women who have been victimized by sex trafficking. **Culture is honored to partner with O.L.I.V.E.** to further their goal of providing women with the resources to empower their lives for the better. O.L.I.V.E. estimates that there are approximately 10,000 - 20,000 victims of sex trafficking in the Madera and Fresno County areas alone, demonstrating the immediate need for an organization that empowers women to overcome the hardships of sex trafficking. O.L.I.V.E. has participated in the creation of a safe-house meant to give women the space to rebound from these horrific experiences. These are substantive efforts that allow for women to escape the sexual exploitation, debt bondage, false claims, and violence associated with sex trafficking. We hope that by giving women resources such as housing and job support, we may begin to counteract the damage done by sex traffickers.



MADERA CHAMBER OF COMMERCE

120 N E Street
Madera, CA 93638
(559) 673-3563

Culture has partnered with the Madera Chamber of Commerce to promote the interests of Madera's local business community. This **strategic partnership** will increase our ability to collaborate with established community members and businesses to drive our robust community benefits program. By joining forces with these pillars of the Madera community, we are confident that our charitable giving and volunteer force will be utilized in the most effective way.

AMERICAN CANCER SOCIETY

425 N Gateway Drive
Madera, CA 93637
(800) 227-2345

Charlotte Brewer has been a leader in the fight against cancer in the City of Madera for many years. She has organized and participated in fundraising events for the American Cancer Society and we are honored to have her support as we continue to strengthen our relationship with the Madera community.

Events such as Madera's **Relay for Life** brings the community together while fundraising for an important cause. Much of the funds raised go towards the fight against cancer through educational programs, research, and services to patients.

As a company focused on wellness and alternative medicines, Culture supports the efforts of the American Cancer Society in this fight. We look forward to supporting the Relay for life and future events in the city.



MADERA DOWNTOWN ASSOCIATION

428 East Yosemite Avenue
Madera, CA 93638
(559) 673-3563

The Madera Downtown Association has been committed for many years to promoting and modernizing the Historic Downtown Business Area of Madera through various local events and public displays. The Association continues to support a rekindled liveliness to the downtown area by supporting local small businesses. These local

revitalization efforts are what create a tight-knit community that allows for businesses and citizens to succeed. Culture understands that when surrounding businesses thrive, our community thrives, and we are honored to partner with the Downtown Association on the recent events listed below:

RECENT COMMUNITY SPONSORSHIPS

- Christmas Parade
- Pomegranate Festival
- 4th of July Fireworks Show
- Old Timers Day Parade
- Pomegranate Festival
- Madera Business Extravaganza and Home Expo (Platinum Sponsor)



CULTURE'S COMMITMENT TO SUPPORTING THE 55+ POPULATION & VETERANS



Residents aged 55+ and Military Veterans are increasingly turning to cannabis and CBD as a healthier alternative to opioids and other costly medications to manage pain, certain illnesses, sleep disorders, decreased appetite, and many other health issues. 55+ Americans are one of the fastest-growing demographics in the country, and we've found that along with Veterans, these groups of individuals often request and respond positively to targeted education on the use of cannabis for medical purposes. Culture provides creative and ongoing education programs for our 55+ and veteran customers. Our state-of-the-art and uncomplicated digital kiosks allow individuals to get detailed information about a product and its wellness

characteristics. We also offer private consultation areas where a customer or patient can ask questions about their specific wellness goals and get personalized answers from an experienced Culture employee. Targeted outreach programs take place at scheduled times at senior living facilities or veteran centers where Culture Community's educated ambassadors can talk to small groups of residents about the benefits of moderate consumption of cannabis. If chosen as a cannabis retailer in the City, Culture will reach out to 55+ and veteran organizations to identify opportunities to educate these residents.

YOUTH PROGRAMS

Culture has in place a youth education program to protect the most vulnerable and susceptible to the negative impacts of drugs crime, gangs and violence. By creating strategic partnerships with organizations in the City, Culture will implement meaningful and impactful programs tailored to children ranging from elementary school age to teenagers. The goal is to ensure youth education on the negative impacts of all drug use, including cannabis. Our public education plan involves three pillars: **Embrace, Learn, and Grow.**

EMBRACE

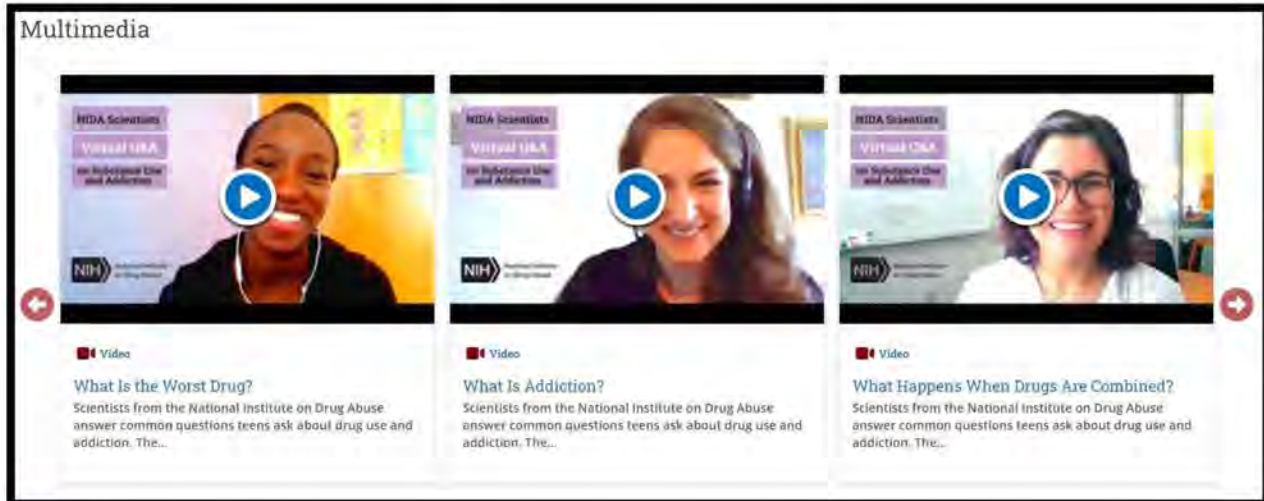
Culture knows that young adults with strong family and community ties are less likely to turn to a life of crime or substance abuse. Our program intends to embrace youth through arts, sports, and community action. It is our hope that keeping kids busy will keep them on the right path. Culture encourages youth to participate in some of the many programs and facilities available to them in the City of Madera.

LEARN

Culture is committed to providing accurate and age-appropriate educational materials to minimize the risk of youth exposure to cannabis and other drugs. Culture works with community leaders and subject matter experts to effectively communicate the effects, dangers, and other impacts of use or addiction to cannabis and other substances. Materials are age-appropriate and sourced by such reputable sources as the Department of Cannabis Control, National Institute for Drug Abuse, and the Centers for Disease Control and Prevention. Topics for in-person and online educational opportunities include:

- Health effects and risks of cannabis use, particularly in developmental stages of children and teens
- Addiction science and treatments
- Mental and emotional health through healthy coping skills





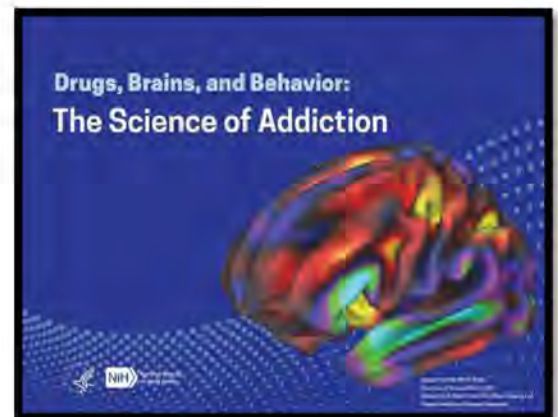
GROW

As a trusted community partner, Culture hopes to continue to embrace our youth with relevant information and positive healthy influences on every step of the way to adulthood. Education and outreach are tailored to different parts of a young adult's developmental journey. As our youth develop, so too do the tools and literature that best reach them. Topics shift from authoritative concepts to collaborative exchanges, with themes such as:

- Conversation starters for parents and leaders
- Effects of peer pressure in today's age of social media
- Mentorship programs for older teens to support drug awareness campaigns for younger children
- How to identify addictive behavior in yourself and others, and steps to address

Culture is proud of our commitment to our youth education and drug prevention programs. We carefully select Culture ambassadors and guests to deliver informational meetings and handouts. Along with personal experience and relevant narratives and anecdotes, we will draw on the following resources for age-appropriate materials:

- <https://www.cdc.gov/marijuana/index.htm>
- <https://teen-safe.org/resources>
- <https://abovetheinfluence.com/resources/>
- <https://nida.nih.gov/research-topics/parents-educators>



COMMUNITY BENEFITS EFFORTS IN HOST CITIES

It takes an entire community effort to beautify a city, and Culture is there to help!

Throughout 2021-2022, with the help of local citizen groups, Culture has organized and enacted the following efforts:

- Raised awareness and donated to local animal shelters and at-risk friends
- Donated to Corona teacher foundation to help purchase school supplies for kids
- Donated to a homeless family program to feed and provide care
- Donated and partnered with the Cal Cities to help them educate cannabis in new emerging cities
- Assisted with local park clean-ups in Long Beach
- Hosted a Vaccine Clinic in Fresno, CA

The following images document Culture's follow through on the promises it makes to its community. Culture was excited to spearhead a very successful beach clean-up that removed approximately 30 pounds of trash from the Long Beach beaches. Culture Corona has partnered with South Hills Church by organizing Angel Tree, an event designed to provide gifts to children with parents incarcerated during the holiday season. Culture Banning donates to A.R.E Animal Rescue making an impact on the care and difference the organization makes toward saving animals. In line with its efforts to help our four-legged friends, Culture hosted 10 Days of Giving, a fundraising event that provides nutritional care to animals in desperate need. Culture Long Beach continues to make a difference in its community with its beautifying efforts aimed at parks hosting monthly park cleanups in partnership with El Dorado Park. Lastly Culture is most proud of its partnership with HeroGrown Foundation hosting the 12 Days of Cheer event. HeroGrown is an organization designed to help veterans discover the healing potential of hemp and cannabis.



CULTURE FIGHTS FOR MEDICINAL CANNABIS

INSPIRED BY THE WORKS OF NICK AND ROGER MARTIN, CULTURE PARTNERED WITH HERO GROWN FOUNDATION TO HOST THE 12 DAYS OF CHEER. THE TWELVE DAY EVENT WAS CREATED TO FUNDRAISE FOR THE LIBERATION OF MEDICINAL CANNABIS USE FOR OUR VETERANS.

PROVIDING THE GIFT OF CHEER DURING THE HOLIDAY SEASON WITH THE SUPPORT OF OTHER NOTABLE CANNABIS BRANDS, CLUB MEMBERS WERE GIVEN THE OPPORTUNITY TO TAKE PART IN THE CAUSE WITH EVERY PURCHASE.

NEWSWIRE LINK ABOUT THE EVENT!
[HTTPS://RB.GY/C13961](https://rb.gy/c13961)

HERO GROWN

CA

CULTURE x SOUTH HILLS CHURCH

ANGEL TREE
A Program of Prison Fellowship

"I AM THRILLED TO PARTNER WITH YOU IN THIS COMMUNITY EVENT THROUGH ANGEL TREE. WE WILL BE PROVIDING GIFTS TO CHILDREN WHO HAVE A PARENT INCARCERATED THIS HOLIDAY SEASON, I KNOW WE WILL BE ABLE TO HELP EVEN MORE CHILDREN NOW BECAUSE OF YOUR GENEROUS DONATION!"

GRETCHEN SMITH
SOUTH HILLS CHURCH COMMUNITY DIRECTOR

CA

CULTURE'S 10 DAYS OF GIVING

TOGETHER, WE MADE A DIFFERENCE.

10 DAYS OF GIVING

CULTURE HOSTED A 10 DAY FUNDRAISING EVENT TO PROVIDE CARE FOR RESCUED ANIMALS DESPERATELY IN NEED OF PROPER NUTRITION, LIFE-SAVING MEDICAL TREATMENT, AND A FOREVER HOME. PROCEEDS MADE FROM THE EVENT WERE DONATED TO NON-PROFIT ORGANIZATIONS BASED IN SOUTHERN CALIFORNIA, SUCH AS A.R.E. ANIMAL RESCUE AND OTHER NON-PROFITS.

CULTURE WAS ALSO FEATURED ON MULTIPLE DIGITAL NEWSLETTERS, SUCH AS NEWSWIRE: [HTTPS://RB.GY/ZKUXFL](https://rb.gy/zkuxfl)

CA

CULTURE LB x EL DORADO PARK

AUG. 28, 2021

ON AUGUST 28, 2021, CULTURE CO-HOSTED OUR VERY FIRST PARK CLEAN UP WITH THE PARTNER OF PARKS ORGANIZATION. OUR LONG BEACH TEAM CAME OUT EARLY SUNDAY MORNING TO JOIN VOLUNTEERS AT THE EL DORADO REGIONAL PARK. SINCE THEN, THERE HAS BEEN A PARK CLEAN UP EVENT EVERY FOURTH SATURDAY AT THE PARK.

CA

Association meetings to gain an understanding of what the needs are of our downtown and how he and Culture Cannabis can contribute to bettering our community. They have verbally committed to several projects that are currently being constructed.

- Ideal Location – The Madera Downtown Association requested of the Council to commit two locations within our Downtown Improvement District area. Their proposed location is a vacated building which sits on a key corner in downtown. Their conceptual drawings, elevations, and proposed art projects sit hand in hand with the goals and missions of various organizations that seek to improve downtown.
- Proven Commitment- As Chairman of the Old Timers' Day Parade, Culture Cannabis was our only top-level financial sponsor, and no other cannabis companies contributed to the parade. Additionally, Culture Cannabis has contributed to the Christmas Parade, Pomegranate Festival, the 4th of July Firework Show, and the Business Extravaganza. Culture Cannabis has also provided an exceptional community give back plan via the Madera Downtown Association, which he provided in writing.

Based on my personal involvement in our community, I have yet to see any financial contributions come from any other potential applicant. I have had dozens of verbal commitments, but I believe there is a clear delineation between verbal and actual commitments. Aside from Culture Cannabis's commitment to our community, I feel their proven track record solidifies their overall success in Madera.

Sincerely,



Nick Salinas

Chief of Staff – Madera County
Commissioner – City of Madera Civil Service Commission
Chairman – Madera Old Timers' Day Parade
President – Madera County Mosquito & Vector Control District
Acting Director – Madera County Art's Authority
Board Member – Madera Downtown Association
Board Member – Valley Public Broadcasting Service (PBS)
Board Member – Central Valley Opportunity Center
Member – 4th of July Fireworks Extravaganza Committee
Member – Madera County Courthouse Park Restoration Committee
Member – Madera Rotary Club
Student – CSU San Bernardino , CSAC County Cohort Master's Program



May 31, 2022

City of Madera
205 W 4th St,
Madera, CA 93637

RE: COMMERCIAL CANNABIS BUSINESS PERMIT APPLICATION

Dear Honorable Mayor, Members of the City Council, and City Staff,

I am writing this letter to express my support of Culture Cannabis Club for the Commercial Cannabis Business Permit Application in the City of Madera. As a civic leader, I understand the importance of bringing together partners to build a strong and healthy city for our residents to live, shop, play, and work. In the last decade, Madera County has seen an increase in population, yet we continue to face challenges in our economic growth, reducing revenue for community priority projects in the arts, housing, and revitalization of our Downtown.

Community engagement has the power to unite individuals in shared experience and vision, while also creating a bridge of trust with each other. There's no doubt that the City of Madera is a thriving opportunity of economic growth. I thank the City Council and City Staff for their hard work, their leadership in tackling such difficult conversations, and seeking opportunities of revenue for the City of Madera.

As you review applications submitted, I want to show my appreciation and support for Culture Cannabis Club. Throughout this process, they have shown their commitment to the Madera community. Not only have they assisted and engaged with community members at events such as the Old Timers' Parade, Downtown Tractor Parade, and Pomegranate Festival, but have also contributed financially through sponsorships. This goes to show they are more than just another business, but a dedicated community partner. In addition, Culture Cannabis Club has a strong history of working with community partners across California including Long Beach, Beverly Hills, Los Angeles, Concord, San Francisco, Sacramento and more.

I thank you for your time and in recognition of Culture Cannabis Club as a dispensary that will drive our Downtown economic vitality and contribute to the needs of the community, as well as be a partner of progress for our County.

In Community,

Leticia Gonzalez
Supervisor, District 4
Madera County



SUPERVISOR LETICIA GONZALEZ, DISTRICT 4

200 West Fourth Street • Madera, CA 93637 • 559.662.6040 • Leticia.Gonzalez@maderacounty.com • maderacounty.com



*Overcoming Limitations through Intervention,
Value, and Empowerment.*

May 10, 2022

OLIVE TEAM:

Operations Director:
April Molina

Board of Directors:

Lt. Dan Foss
Chairman

Lt. Robert Blehm
President

Cynthia Ramos
Vice President

Sylvia Anguiano
Secretary

John Molina
Treasurer

D.A. Sally Moreno
Director

Sgt. Alicia Videgain
Director

www.olivemadera.com
1625 Howard Rd.
Madera, CA 93637
559-365-6265

To whom it may concern,

Olive Charitable Organization is pleased to have the support of Culture Cannabis. They have committed assist in our efforts to have a positive impact on the City of Madera. Culture Cannabis has agreed and committed in writing to donate to our organization what would amount to approximately 15% of our annual budget.

This commitment from Culture Cannabis would allow us to provide much needed services for the victims of human sex trafficking and exploitation. Of course, our agreement with Culture Cannabis is contingent upon their award of a retail cannabis license in the City of Madera.

We work hard to build community relationships and maintain the utmost transparency within our network.

If you have any questions regarding this affiliation, please don't hesitate to contact us at 559-365-6265 or olivemadera2015@gmail.com

Respectfully,

Dan Foss
Chairman

MAINSTREAM MADERA, LLC



MAINSTREAM MADERA

G - COMMUNITY BENEFITS & INVESTMENT PLAN



MAINSTREAM

Mainstream’s mission is to successfully integrate legalized cannabis into mainstream culture. As a 100% minority-owned business, we recognize that this begins with the central tenets of social responsibility, community empowerment, and upward mobility. Mainstream has a demonstrated history of community involvement not only as a business but also on an individual level; each owner is a pillar of the local community.

Mainstream has spent the last year creating and hosting several giveaways in Madera to address the needs of the community, and what sets us apart is that we do not consider this charity, but rather a movement. As some may feel uncomfortable asking for or accepting assistance, Mainstream has taken on a commitment to transform what are typically considered “charity giveaways” into community celebrations for all families to come together and enjoy. If granted a retail license, we intend to continue each of these events until they become annual Madera traditions.

I Mainstream’s Community Events

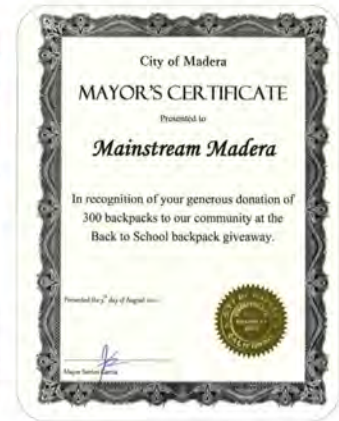
✦ [Back 2 School Backpack Giveaway](#)

✦ [Coats 4 Kids](#)

✦ [Thanksgiving Turkey](#)

Back 2 School Backpack Giveaway

To ensure that Madera’s youth were prepared for heading back to in-person studies, Mainstream created the first annual Back 2 School Backpack Giveaway in August 2021. We provided more than 300 backpacks to students. Each was filled with necessities, such as notebooks, paper, pencils, and highlighters, for the 2021–2022 school year. Our giveaway event featured a barbecue, drinks, and a bounce house, and we even provided haircuts to Madera’s youth through owner Rico Saldivar’s hair salon and barbershop, Salon Divar and Redwave Barbers.



Coats for Kids Pumpkin Patch

To help families gear up for the winter season, we held our Coats 4 Kids event in October 2021. Being locals ourselves, we understand that Madera families often struggle to put their children in warm coats during cold Madera winters. So, we created a massive pumpkin patch, complete with a photo booth, and distributed beanies, gloves, and coats to the children of Madera. In addition to providing children with winter gear, we gave them fresh haircuts through Salon Divar and Redwave Barbers.



Thanksgiving Turkey Giveaway

In November 2021, we partnered with Lavish Madera for a major Thanksgiving Food Drive event at McNally Park. We gave over 800 packages of food, including turkey, chicken, milk, cheese, butter, mashed potatoes, mac and cheese, biscuits, and other traditional Thanksgiving sides to over 800 Madera families. We intend to continue partnering with local cannabis business applicants to organize events similar to this one to help provide for our Madera community.



MAINSTREAM OWNER GEORGE DELEIJA, a lifelong resident of Madera, is a first-generation Mexican American business owner who strives to build a strong and engaging community through his entrepreneurship. Mr. Deleija began his volunteer efforts over 10 years ago by volunteering for Kings View Ready, Set, Go in Madera. Through this youth empowerment program, Mr. Deleija helped high school students and young adults in Madera County work to develop resources, life skills, and strategies to improve their self-esteem and assisted them with creating successful lives. Since then, Mr. Deleija has dedicated hundreds of hours to his community, including running food drives through his businesses and creating in-kind donation events to help support Madera's youth. Mr. Deleija and his wife, Marilyn Deleija—a DACA recipient who was born in Guatemala—actively support and participate in Madera Votes, a nonpartisan, local civic engagement group that aims to amplify the unheard and economically distressed voices of Madera. The couple, who met while both were attending Easton Arcola Middle School in Madera, helped over 5,000 people register to vote in Madera's last election. Mr. Deleija owns, operates, and manages five U-tec Technology Repair storefronts in Madera, Fresno, and Clovis, where he currently employs over 20 Central Valley residents. Mr. Deleija's goal in opening the Mainstream dispensary is to continue to hire, produce, and sell local, because he understands that when you keep your money where your heart lives—the Heart of California—it helps to preserve and perpetuate true community values. He hopes to continue to build deep, authentic relationships and partnerships so Mainstream will become a consistent voice to lift Latinos such as himself into positions of leadership and advocacy.



OWNER RICO SALDIVAR has become a pillar of the Madera community since founding the Mainstream brand and making it a beacon of community service. Mr. Saldivar is often credited with having a genuine heart, relentless drive, and a passion for helping others. Mr. Saldivar regularly serves his community by actively participating in and sponsoring events that have a positive impact on Madera and the Central Valley. Since 2008, Mr. Saldivar has actively sponsored the Muscular Dystrophy Association's event, The MDA Lock-up, helping to provide lifesaving research to individuals and families affected by neuromuscular diseases. Additionally, Mr. Saldivar and his wife, Ofeilia Saldivar, sponsored and participated in The Sweetheart Luncheon, a beauty pageant for children with Down syndrome. The couple also sponsored the Broadway Cabaret, a show presented by The Arc in Madera and Fresno County.

For the last 16 years, Mr. Saldivar has sponsored and hosted the Fresno Tattoo Expo at his tattoo and art gallery, Redwave Tattoo, in Fresno. Sponsoring this event led Mr. Saldivar to create Toys-4-Tats, a program that has hand delivered gifts to children in Madera, Fresno, Clovis, and throughout the Central Valley since 2011. Through his barbershop and salon, Mr. Saldivar created Kidz Day, an event aimed at providing children with haircuts before they return to school to help instill confidence, self-esteem, and a great mindset for the beginning of the school year. Driven by his love for jiu-jitsu and his passion for helping to elevate others, Mr. Saldivar has sponsored over 22 up-and-coming Central Valley fighters by providing them with necessities and capital to help them dedicate themselves to MMA. Additionally, in partnership with local gym Madera Martial Arts, Mr. Saldivar sponsors children whose parents cannot afford to pay for their jiu-jitsu training. His efforts have helped several young athletes learn discipline, hard work, dedication, and how to help others. This serial entrepreneur intends to bring his operational business knowledge and experience, as well as his love for giving back to the community, to the Mainstream team.



OWNER MATTHEW GARZA, nominated for Major League Baseball's prestigious Roberto Clemente Award, which is given to recognize a player who demonstrates extraordinary character, community involvement, and philanthropy on and off the field, has been a consistent supporter of initiatives that affect women and children. A strong supporter of ending domestic violence, Mr. Garza has helped to raise over \$75,000 for various organizations, including the Sojourner Family Peace Center, Meta House, and The Joy House. Additionally, Mr. Garza actively participates with the Make-a-Wish Foundation, helping to grant wishes and visiting hospitals to bring strength,

hope, and transformation to children with critical illnesses. For the last six years, Mr. Garza and his wife, Serina Garza, and their six children have opened their home to host and support the entire CASA Fresno/Madera County community—over 800 people—as they come together for the annual Crab Boil. The event is aimed at raising awareness and capital and advocating for abused and neglected children who have been placed in foster care. The Garzas, who believe that strong families make for strong communities, intend to continue giving back to the Madera community as a family and in the Mainstream name.



ADAM HIJAZI founded the Long Beach Collective Association (LBCA) with one goal: to advocate for fair and consistent cannabis industry regulations, policies, and laws. Through the LBCA, Mr. Hijazi has worked to unite commercial cannabis businesses that operate illegally under California state law and to offer them guidance to help cannabis operators succeed in the legal cannabis market. Mr. Hijazi's passion to strengthen the cannabis industry and educate communities led him to teach the first ever Intro to Cannabis 101 course at Long Beach Community College. Mr. Hijazi opened the first licensed retail facility in Long Beach in 2010 and has gone on to open another retail dispensary and a cultivation facility that employs over 50 people. Recently, Mr. Hijazi partnered with AOC7, an association aimed at uniting residents and businesses to prevent community

deterioration and enhance public safety, to periodically organize cleanup days called "It's Time to Clean up the Neighborhood." His goals for Mainstream include continuing to integrate it into the community, becoming a reliable actor with respect to Madera and California regulators, and maintaining planned metrics for safe, effective, and compliant growth. Mr. Hijazi is a true believer in the cause of bringing people into the regulated market; he has seen firsthand how dispensaries can serve as forces for connecting people with their community.

As demonstrated by the work Mainstream has already commenced, our roots in and loyalty to Madera far exceed the superficial connections promised by larger national and out-of-town cannabis retailers. We're locally grown, so we understand the importance of building and maintaining strong connections to the Madera community. Mainstream's owners already have our boots on the ground: we've had more than a dozen meetings with local organizations and leaders to share our vision, gather and integrate feedback, and build partnerships to proactively support the needs of the Madera community by providing financial support, supporting in-kind donation drives, and volunteering.

Mainstream will continue to proactively engage with and listen to the needs of local people to determine how best to allocate our community contributions. As part of this initiative, we will establish a Community Benefits Advisory Board to oversee distribution of the Community Fund and make recommendations for how our storefront can best help the community. We have already selected well-deserving Madera leaders as board members. The Community Benefits Advisory Board is made up of Madera residents appointed on the basis of their strong community ties and their personal and professional experience with community benefits work.

Community Benefits Plan

I Community Benefits Advisory Board

Mainstream believes in giving back to the community and will be donating 2% of its annual gross revenue to various community organizations, described below, based on the recommendations of our Community Benefits Advisory Board. We have recruited leaders from the Madera community to serve on this board to help identify local needs and guide Mainstream regarding where donations can best be directed to serve the City of Madera. The board will meet quarterly to decide to whom and how the funds should be allocated. We will provide the City with reports, annually or more often upon request, documenting these contributions. The Community Benefits Advisory Board will initially consist of Daniel Riley, Jim Kocher, Chris Arias, Alex Salazar, and Dr. Neely.



Madera business owner Dan Riley's family tradition, which began with his grandfather home brewing five-gallon batches of beer on the kitchen stove, has grown to be a 16-acre complex with 76,000 square feet of buildings. Mr. Riley first found himself advocating for Madera businesses, farms, and residences in 2013, when the California High-Speed Rail Authority threatened to run its new high-speed rail through his property. Having emerged victorious from that effort, Mr. Riley believes that the community needs to consistently "engage soon and often." Mr. Riley is proud to represent Madera's small business owners, and we are pleased to welcome him onto our Advisory Board.



Through his position as the **Executive Director of the Madera County Arts Council**, **Jim Kocher** has made it his mission to support and promote all arts in Madera County. Before working for the Council, Mr. Kocher's entrepreneurial spirit and passion for customer service led him to cofound a successful consulting business focused on enhancing professional services by providing input and assessing organizations to determine how their processes can be improved. Mr. Kocher has over 30 years of professional experience, including time with Showbizjobs, Dignity Health, The Walt Disney Company, and the Playhouse Merced community theater. At Playhouse Merced, he helped lead the non-profit arts organization toward improved community awareness and attendance and increased donors and sponsorships. We are grateful to have Mr. Kocher's voice on our Advisory Board.



Born and raised in Madera, local resident Chris Arias helped to launch the Madera COVID-19 Hunger Relief Fund, which raised over \$7,000 in donations and helped provide for more than 50 Madera families. Mr. Arias owns and operates Madera Martial Arts, a fun and energetic training facility that teaches athletes a mixture of martial arts and discipline. Mr. Arias is most proud of his Little Champs program, which he says is the “heart and soul” of his facility. Mr. Arias is proud to be able to contribute to his student athletes’ growing confidence, focus, and self-esteem. Mr. Arias also works as a real estate agent with Miracle Realty. We are excited to have Mr. Arias as part of our Community Benefits Advisory Board.



After 32 years as an Electrical Substation Supervisor with Pacific Gas and Electric, Dr. Neely currently serves as the President of the BTU Congress of Christian Education for the San Joaquin District Association, Dean of the Mt. Zion Theological Seminary, and remains active in the Ministerial Alliance of Madera. Dr. Neely has been married to First Lady Yvonne Neely for 45 years and together they have raised six children. No stranger to the Madera community, Dr. Neely’s extraordinary gift of teaching, mentoring and administration will provide valuable insight Mainstream Advisory Board.



For over 20 years, Alex Salazar has helped over 1,000 families become homeowners in Madera. Currently serving Madera, Merced and Fresno counties, Alex and his team of real estate professionals were named one of the top real estate teams in Northern California two consecutive years in a row. Alex first became interested in local matters after he was appointed as the Government Affairs Director for the Madera Association of Realtors. His leadership helped forge the passage of two local school bonds. Alex has served as the Director of the California Association of Realtors, Region 12 Director representing realtors from Madera to Bakersfield, member of the ADA Advisory Committee and also served as a member of the City of Madera Planning Commission, where he served for three years.

Benefiting the Community by In-Kind Donation Drives and Events

Mainstream has found that in-kind donations are just as valuable and often more meaningful than monetary donations. In-kind donations will continue to be a key strategy in our community benefits program. We will commit to participating in the following in-kind donation drives:

- ✦ Valley Children’s Healthcare
- ✦ Madera Rescue Mission
- ✦ Christmas Extravaganza
- ✦ Redwave’s Toys 4 Tats

Valley Children’s Healthcare



For seven decades, Valley Children’s Healthcare has provided high-quality, comprehensive healthcare services to 1.3 children living in the Central Valley, regardless of their families’ ability to pay. Mainstream will donate toys, games, books, and personal items to patients and families to help support the hospital’s vision to support kids right here in the Valley.

Christmas Extravaganza

A Madera tradition, the Christmas Extravaganza donation drive is spearheaded each year by Mayor Pro Tem Anita Evans. To celebrate the Christmas and holiday spirit, Ms. Evans collects, and hand delivers Christmas presents to the children of James Monroe Elementary school in Madera. The 2021 Extravaganza was able to give over 150 presents to some of Madera's most underserved children. Mainstream directly participated by contributing to and assisting with the Extravaganza, and it intends to continue the tradition in 2022.



Madera Rescue Mission



Since 1987, the Madera Rescue Mission has provided vital services to men, women, and children who find themselves without a home. The Mission provides food, hot showers, clean beds, and many other services. Mainstream will work with the Madera Rescue mission to help raise donations, including food and the necessities of living.

Redwave's Toys 4 Tats



Every year, Redwave Tattoo & Art Gallery donates personalized tattoos in exchange for children's toys valued over \$30. The toys collected are then hand delivered to children in Madera, Clovis, Reedley, Kerman, and Fresno. Mainstream intends to participate in 2022's Toys 4 Tats drive after having already proudly sponsored and participated in the toy drive in December 2021. We were able to provide 435 presents, valued at over \$15,225, to children throughout the Central Valley.

Benefiting the Community by Participation in Support of City-Sponsored Events

Relay for Life of Heart of California



The American Cancer Association, dedicated to helping people with cancer, holds a very special place in the hearts of Mainstream's owners. Ofeilia Saldivar, Rico Saldivar's wife, was diagnosed with ovarian cancer in 2019. George Deleija's father, Francisco Deleija, was diagnosed with stage 4 lung and kidney cancer in 2016. Mr. Deleija attributes his passion for fixing computers and gadgets to his father, who worked for the Madera Unified School District for 33 years until the day of his passing on February 11, 2021, when he lost his fight with cancer.



Each year, the American Cancer Foundation ensures that no one faces cancer alone by providing cancer information, answers, hope, and a sense of community. The Association accepts donations to help to fund groundbreaking cancer research and patient programs and make a difference in communities like ours. Mainstream intends to participate in the next Association's Relay for Life of Heart of California.

Madera Downtown Christmas Light Parade



The Madera Downtown Christmas Light Parade, held every year by the Madera Evening Lions and the Madera Downtown Association, takes the concept "parade" to another level. Madera residents string lights on their tractors, cars, fire trucks, and other vehicles to light up the town. Visitors enjoy the lights of over 40 entrants and the wineries along the route. Since Mainstream's proposed location, 300 East Yosemite Avenue, is on the route of the parade as it runs through downtown Yosemite, it is a given that we will attend the 2022 Madera Downtown Christmas Light Parade. We participated in the 2021 parade and intend to show our appreciation for the Madera community by continuing this fun tradition.

Local Madera Art Hop in Coalition with Madera Arts Council

If selected as a license recipient, Mainstream will partner with the Madera Arts Council to create the Madera Art Hop. This event will be an opportunity to meet and greet artists as well as a way for local artists, organizations, and businesses to showcase their work and bring the Madera community together in their shared love for the arts, culture, community, and cannabis. Mainstream plans to partner with the Madera Art Council and Downtown Association to create a Downtown Mural District that will feature local artists and Nationally renowned mural artists, Joshua Wigger and Eric Drane.

Madera County Artfest

The Madera County ArtFest is a fun festival that promotes art in the community. Every year, the ArtFest features face painting, hands-on art activities, live art demonstrations, performance art groups, and much more. Mainstream strives to emphasize the importance of art in the downtown community, and we intend to participate in and help promote this Madera tradition.

CASA Fresno Madera's Duck Race, Chef Cook-Off, and Crab Boil



CASA Fresno Madera is a voice for abused and neglected children in the community who have been placed in foster care. After a child has been removed from their home due to abuse and neglect and is placed in foster care, these volunteers—court-appointed special advocates—work with the courts to help judges make informed decisions in the child's best interests and to advocate for the child's needs and provide ongoing support during their journey through foster care. Mainstream commits to participating in the Great CASA Duck Race to help support CASA. Mainstream will also participate in the second annual Chef Cook-Off. The money raised during this event goes directly to the recruitment, training, and support of compassionate volunteer advocates who speak on behalf of the abused and neglected children in the Madera community. Mainstream's owner Matthew Garza actively participates in the annual Crab Boil by inviting over 800 guests into his family's home to help raise money for the children of CASA Fresno Madera. Mainstream intends to attend and participate in all three of these events to support and generate awareness of the community's most at-risk children.

Participation in Volunteer Services

- + **Community Beautification Days with the Parks & Community Services Department**
- + **Paid Time Off Program**
- + **The Arc of Fresno Madera Counties: An Enchanting Evening**

Community Beautification Days with the Parks & Community Services Department

In conjunction with the Parks and Community Services Department, Mainstream will establish monthly Community Beautification Days. Employees will pick up trash and clean up graffiti in the area around the retail business. Mainstream believes that cleaning up downtown Madera is an important strategy for building a strong and vibrant community.

Additionally, we plan to conduct an annual tree planting event as part of our Community Beautification Days to offset carbon emissions. Information about these Community Beautification Days will be posted in our retail facility for employees and customers to see. Information will be featured on our website to provide inquiring customers with information on how to participate. Customers and community members wishing to participate will be rewarded with store discounts or branded merchandise.

Paid Volunteer Time Off Program

Mainstream will implement a Paid Volunteer Time Off Program at our facility. The program will grant each employee up to 40 hours per year of paid time to volunteer during working hours as a way of building and fostering strong relationships with our surrounding and downtown community. Employees who take advantage of the program will be free to select a nonprofit to support with their time.

The Arc of Fresno and Madera Counties: An Enchanted Evening



In coalition with the Arc Club and Madera Counties, Mainstream lent their artistic talents in providing hair and make-up for the actor participants in the Arc Club’s production of Beauty and the Beast. The Arc Club of Fresno and Madera Counties offers individuals with intellectual or developmental disabilities the opportunity to succeed in a supportive environment. Mainstream will continue to support the Arc Club of Fresno and Madera Counties for years to come.



Benefiting the Community by Funding

Mainstream understands that Madera has faced exceptional challenges stemming from the pandemic, societal unrest, and a particularly harsh drought season. With that in mind, Mainstream’s community contributions plan is tailored to address those most in need and designed to alleviate some of the burden on organizations that do so much good for many members of our community.

The organizations that Mainstream has committed to make donations to were selected for their deep ties to the Madera community and alignment with our core values. Initially, Mainstream will be donating 2% of its annual gross revenue to the identified organizations. Based on our research, and in consultation with local community leaders and organizations, Mainstream has selected the following four organizations to receive its donations:

- ✦ Madera VFW Hall Post #1981
- ✦ Madera County Food Bank
- ✦ Madera County Arts Council
- ✦ Martha Diaz Shelter
- ✦ Sponsorship of local athletes

Madera VFW Hall Post #1981



The Veterans of Foreign Wars of the United States is a nonprofit veterans service organization comprising veterans and military service members from the active, guard, and reserve forces. Madera VFW Hall Post #1981 ensures that those who’ve protected American’s freedom are protected in return. It helps facilitate the rehabilitation of the nation’s disabled and needy veterans and assists the dependents of needy or disabled veterans by providing access to services in the Madera community.

Mainstream seeks to be of service to VFW members by sponsoring them with monetary donations and providing those with chronic pain and other service-connected health conditions with secure access to cannabis. Further, if granted a license, Mainstream will give discounts to VFW members.



Madera County Food Bank



The Madera County Food Bank strives to improve the quality of life of families and seniors by offering food, basic sustenance, food education, and self-sufficient training. The Madera County Food Bank runs five thriving programs and distributes food at 16

locations. Mainstream has already financially contributed and intends to continue donating to help feed the people of Madera.



Madera County Arts Council



The Madera County Arts Council gives Madera County residents and visitors access to art and culture through its diverse programs and services. It encourages a wide variety of public art and initiates fundraising activities to sponsor art in public places. Like the Madera County Arts Council, Mainstream strives to play a role in

the economic development of the area through promotion of the arts. We have already made a monetary contribution to the Arts Council, and we intend to create an Art Hop event alongside the Council, as discussed above.



Martha Diaz Shelter



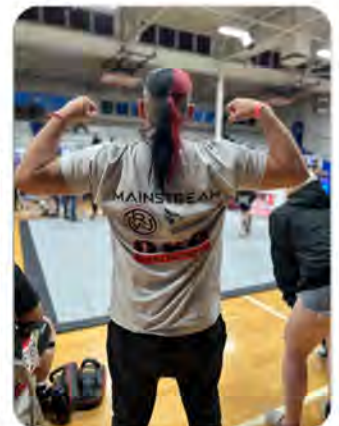
The Victim Services Center at Community Action Partnership of Madera County (CAPMC), in conjunction with the Martha Diaz Shelter, helps to provide compassionate and comprehensive services to victims of crime, sexual assault/rape, and domestic violence. The Martha Diaz Shelter provides up to 30 days of shelter, food and clothing to

men, women, and children who are in imminent danger of domestic violence. Mainstream intends to donate a portion of its Community Investment Fund to the Martha Diaz Shelter.



Local Sponsorships

Mainstream feels strongly about investing in the future of youth sports by providing resources to help low-income and marginalized families remove the financial obstacle of participation. With today's economy, Mainstream understands that many families cannot afford to place their children in extracurricular activities. For this reason, they have personally sponsored over 100 Madera County children in numerous sports and tournaments in the Mainstream name. Not only does Mainstream provide financial resources, but they also provide sport apparel and gear to help children feel confident when out on the mat or field. If selected for a license, Mainstream will continue on their mission to level the un-level playing field in youth athletics.



Economic Incentives That Help Achieve Policy Goals

Local Business Partners

In addition to providing direct aid to, participating in, and funding the work of local community organizations, Mainstream supports and will continue to patronize local businesses whenever possible. Its owners being local business owners themselves, Mainstream realizes the importance of engaging with and supporting local businesses, including women-owned and minority businesses, to promote economic development and prosperity in Madera. We have identified the following Madera businesses that we intend to purchase from should we be awarded a license to operate:



MADERA PRIVATE SECURITY 910 W. YOSEMITE AVE., MADERA, CA 93637

- Mainstream intends to contract with Madera Private Security to provide security services for our dispensary.



BRIAN'S HEATING AND COOLING 2910 FALCON DR., STE. D, MADERA, CA 93637

- Mainstream intends to partner with Brian's Heating and Cooling for our HVAC installation and maintenance.



U-TEC MADERA 106 N. GATEWAY DR., STE. 102, MADERA, CA 93637

- Mainstream intends to partner with U-tec Madera for computer repair services.



PITA HOUSE 114 N GATEWAY DR., MADERA, CA 93637

- Mainstream intends to partner with Pita House to provide meals at our staff-sponsored events.



LAS DELICIAS 901 N D ST., MADERA, CA 93638

- Mainstream intends to partner with Las Delicias to provide meals at our staff-sponsored events.

On April 22nd, 2022, Mr. Saldivar opened a new ScreenPrint, DTG printing and Embroidery business called "Redwave Print Studio" which will be utilized to sponsor Mainstream and Madera community events.

Madera Chamber of Commerce 120 N E St, Madera, CA 93638

Madera Downtown Association 428 E Yosemite Ave, Madera, CA 93638

Mainstream has joined the Madera Chamber of Commerce and Madera Downtown Association as a way of making inroads with local businesses. Mainstream realizes that as a small business, it must lean on the support of other small businesses to help its dispensary thrive. We believe that local businesses are the backbone of the economy. Therefore, our support goes beyond providing direct aid. Mainstream will partner with the Chamber and Downtown Association to hold networking events. This will allow us to obtain resumes and local vendor proposals. Mainstream appreciates both the Chamber's and the Downtown Association's roles as drivers of economic development and opportunity in the city of Madera.

MADERA
CHAMBER OF
COMMERCE





P.O. Box 812 - Madera, CA 93639

June 17, 2022

Rico R. Saldivar, Mainstream

To Whom It May Concern:

We would like to thank you for attending our meetings and allowing us the opportunity to get to know your company. Learning of your goals, plans, and future commitments to serve our area provided us the opportunity to see what your presence could potentially do for our city with an emphasis on our downtown district.

The Madera Downtown Association would like to acknowledge our formal support of your application for a cannabis permit to conduct business in the downtown area.

Thank you for your commitment to Madera Downtown Association and the non-profits in our community. We look forward to partnering with you on future projects, pending approval of your permit.

Best wishes as you move forward in this process.

Respectfully,

A handwritten signature in black ink that reads "Mona Davie".

Mona Davie, President
Madera Downtown Association

I Local Product Support

Mainstream will make purchasing decisions using criteria that favor the local supply chain. When selecting products to stock our shelves, we will give preference to cultivators, manufacturers, and distributors in the Central Valley. Additionally, we will designate prime shelf space for local brands to help support the local supply chain. Mainstream will proactively seek out and pursue products with locally licensed operators.

I Spanish Language & Disability Support

The 2021 Census Bureau reflects that 54% of Madera residents identify as Hispanic or Latino. To ensure that our Spanish-speaking customers are never overlooked, Mainstream will commit to having at least one staff member on site who is fluent in Spanish. Everyone on the Mainstream team will be trained on how to assist customers who speak a different language or have a disability. Mainstream is committed to inclusiveness in support of safe access to cannabis.

Local Employment Opportunities

I Madera Local Hire Preference

Furthermore, Mainstream will commit to 85% of its location's employees being local hires. To reach our 85% local-hire goal, we will use various recruitment strategies, including posting on Indeed.com and engaging with local nonprofits, such as the Workforce Development Board of Madera County, to reach a broad swath of the community. As our economy rebuilds, opportunity in the cannabis industry only continues to grow as legalization progresses and passes into law across the country. Mainstream plans to break down barriers to entry by minorities to contribute to that growth through retail ownership and entrepreneurship. Mainstream is committed to building a Madera team that reflects the local market by hiring Madera residents who can relate to customers at all socioeconomic levels. It has been our experience that local employees know the local market better than anyone and help to serve as our connective tissue to the community.

See Following Labor Peace Agreement



Jacques Loveall
 President
 International Vice President



Labor Peace Agreement

Mainstream Madera ("the Company") and the United Food and Commercial Workers Union Local 8-Golden State ("the Union") hereby agree to the following terms:

1. Neutrality and Non-Disparagement. The Company agrees to take a neutral approach to unionization of workers, meaning that the Company, which also includes any managers, agents, and representatives, will neither help nor hinder the Union's organizing effort, including making any statement or taking any action that directly or indirectly indicates or implies any opposition to workers selecting the Union as their collective bargaining representative, or directly or indirectly supporting or assisting in any way any person or group who may oppose the Union. This includes the Company refraining from making negative comments or otherwise demean by word or action the Union, Union representatives, or unionization. The Union agrees to refrain from exercising its rights to picket, handbill, boycott, work stop- page nor engage in any other economic interference against the Company's facilities or operations; however, if the Company recognizes another union as the bargaining representative of any workers, the union's obligation will automatically cease to apply to those workers' facilities or operations.
2. Bargaining Unit. The Union will notify the company of the facilities and/or operations for which the union seeks to invoke this agreement's unionization process and, in this notice, the Union will designate the bargaining unit. The Union will invoke this agreement's unionization process for any of the Company's employees no more than 1 (once) per Quarter. If the unit of employees to be covered by this Agreement is one in the exclusive jurisdiction of the California Agricultural Labor Relations Act, the Parties will meet within ten days of such knowledge and modify the Agreement to comply with that law as mandated by its terms.
3. Access. The Company grants the Union and its Union representatives access onto the Company's premises during working hours to speak with bargaining unit employees for any duration during any non-working time, including meal periods and rest breaks. The Company will cooperate with the Union in making arrangements to permit these conversations to be held in areas where the employees will be able to speak to the Union representatives without monitoring by the Company. If the Company believes that the Union's access on the premises is disrupting operations, it may discuss the issue with the Union.

4. Meeting. At the Union's request, the Company will conduct a meeting on a mutually agreeable date(s) and time(s) with all of the bargaining unit employees on Company time. At the meeting, the Company will tell the employees that it is neutral, does not object to their talking to and supporting the Union, and will negotiate a collective bargaining agreement (CBA) with the Union if a majority of the bargaining unit employees designate the Union as their collective bargaining representative. Union representatives will attend the meeting and, after the Company has introduced them and left the meeting, the Union representatives will talk with the employees about the Union. The Union will request this meeting no more than once per Quarter.

5. Contact information. At the Union's request, the Company shall furnish to the Union the names, job classifications, home addresses, cell phone numbers, home phone numbers and email addresses, if known, of the bargaining unit employees (collectively, "contact information"). The Company further agrees thereafter to provide updated worker contact information, as reasonably requested by the Union.

6. Recognition. When a majority of bargaining unit employees designates the Union as their collective bargaining representative, the Company will recognize the Union as the exclusive representative of the bargaining unit, provided that the Union may assign jurisdiction and representation rights to any of its affiliates. At either party's request, a neutral third party may confirm majority authorization. The Company and the Union will comply with all requirements necessary to obtain certification of the Union as the exclusive bargaining representative of these employees.

7. Elections. The Company waives the right under the National Labor Relations Act to file any petition with the National Labor Relations Board for any election in any bargaining unit subject to this agreement by itself or as part of a larger unit, and agrees to refrain from directly or indirectly supporting any such petition. If any election petition is filed, the Company agrees that, at the Union's request, the Company will enter into a full consent election agreement under Section 102.62(c) of the NLRB's Rules and Regulations under the terms the union determines. The Company waives the right to file any unfair labor practice charge related to or based on this agreement, the Union's demand for recognition under this agreement, the Union's election, or any other matter related thereto, and further agrees to refrain from directly or indirectly assisting with or supporting any such unfair labor practice charge. As long as the Company and the Union have complied with Arbitrator's orders as described below.

8. Bargaining. No later than 90 days from the date of recognition (or 45 days from a request by the Union to bargain a successor contract for a contract with an impending expiration date), the parties will begin good faith bargaining for a CBA covering the bargaining unit. This timeline can be extended through mutual agreement by both parties. If the Union and Company are unable to agree to a collective bargaining agreement within 120 days of commencement of negotiations, the parties agree that either the Company or the Union may require that all open provisions and issues be submitted to final and binding interest arbitration per the subsection titled herein "Arbitration." The arbitrator shall be guided by the:

- (i) Company's size, type of business, and financial ability;
- (ii) The employees' ability to sustain themselves, their families and dependents on the wages, hours, and benefits they earn from the Company, and the living wage for their family size and region, as indicated in the MIT Living Wage Calculator (<http://livingwage.mit.edu/>)

9. Arbitration. The parties agree that final and binding arbitration will be the exclusive remedy for any alleged violations of this Agreement and any dispute or claim arising from or relating to the interpretation or application of any provision of this Agreement. Unless they promptly agree on an arbitrator, the parties will proceed to expedited arbitration using the American Arbitration Association's rules and procedures. The arbitrator is authorized to compel the attendance of witnesses and the production of documents at the arbitration hearing, and to award appropriate monetary, injunctive and declaratory relief. The parties agree not to challenge the arbitrator's decision in court and consent to the entry of the arbitrator's award as the order of judgment of a United States District Court, without notice. Company waives the right to challenge any aspect of this agreement before the NLRB, any other state or federal government agency, or any court.

10. Successorship, affiliated companies and subcontractors. This agreement will be binding on the parties' successors and assigns, including all purchasers of the Company's assets or business, and in the event of a merger. This agreement is also binding on any and all corporations, partnerships, organizations and sole proprietorships affiliated with or related to the Company's business activities. If the Company intends to subcontract any work performed by bargaining unit employees, the Company agrees to require the subcontractor in writing, to comply with this agreement. Should the company be subject to a complete sale of the stock, the purchaser shall comply with this agreement and any labor peace agreement(s) which are applicable. Upon completion of the transfer of all of the stock, the company shall be relieved of its obligations under this agreement.

11. Severability. If any provision of this Agreement is held illegal, void or invalid under any applicable law, the parties will meet and confer to amend the provision to make it legal, valid and binding, and the remaining provisions of this Agreement will remain binding and enforceable according to their terms and the parties' intent.

12. Term of Agreement. The term of this agreement is one (1) year from the date of this agreement. The term will renew for additional 1-year terms unless and until either party gives the other written notice no sooner than 60 days and no later than 30 days prior to the expiration.

13. Confidentiality. The Company and Union agree that all terms and conditions of this agreement are confidential and proprietary between the parties and shall not be disclosed to anyone else, except as may be necessary to effectuate this agreement, as required by law or court order, or as mutually agreed upon in writing prior to disclosure.

14. Collaboration. The Union will attempt to assist with the Company's efforts to secure cannabis licenses in the jurisdiction of the local union's signatories by speaking to relevant decision-makers and community partners about the Company. The Union does not guarantee that the Company will receive a license. However, if the Company recognizes another union as the bargaining representative of any workers, the union's obligation will automatically cease to apply to those workers' facilities or operations.

Rico Saldivar CEO

 For the Company (print name)



 Signature

2/9/2022

 Date

Mainstream Madera

 Company/Company Name

300 E. Yosemite Ave Madera, Ca 93638


 Address

559-892-6590

 Phone

Jacques Loveall, President

 For the Union (print name)



 Signature

 Date

United Food & Commercial Workers
 Union, 8-Golden State

 Union

2200 Professional Drive
 Roseville, CA 95661

 Address

916-786-0588

 Phone

Economic and Workforce Benefits

Mainstream is committed to doing its part to improve the community through equity, empowerment, and diversity and inclusion initiatives. We will require all our employees to undergo implicit bias and cultural competency training yearly. We will also make special efforts to ensure equity with regard to race, gender, sexual orientation, physical ability, and age. All of Mainstream's managers will be required to complete a minimum of 30 hours of training, as provided by Cal-OSHA.

Expungement and Outreach Services

Expungement Fairs

Mainstream recognizes the harm to numerous communities, especially communities of color, resulting from the War on Drugs and decades of exclusion from public decision-making. If afforded the opportunity to operate, Mainstream promises to do all in its power to rectify these wrongs, including partnering with Central California Legal Services (CCLS) to help facilitate the expungement process for qualifying harmed individuals. CCLS provides legal assistance to low-income persons in education, employment and labor, rural health, and expungement. Its mission is to fight for justice and individual rights alongside the most exploited communities, including Indigenous Mexican communities, LGBT communities, and farm communities. Mainstream will provide informational material and connect individuals with qualified professionals who will be able to help expunge their records on a pro bono or low-cost basis. This information will be advertised in our storefront and on our social media page.

Adult Outreach

Mainstream welcomes the opportunity and obligation to educate members of the public about safe cannabis use. Specifically, we will provide members of the public with informational pamphlets regarding pertinent cannabis regulations and information, and we will provide information anonymously for those who may have substance abuse disorders. Mainstream embraces the duty to safely provision cannabis so that users can responsibly reap its many benefits.

Mainstream will further provide opportunities for members of the public and first-time cannabis users to engage with staff through periodic educational seminars in which they can learn more about the science and benefits of cannabis. When possible, we will also be willing to host a wide range of discussions on social justice by community members.

To help people afflicted with alcohol, cannabis, or other recreational drug abuse or dependence, Mainstream will provide informational pamphlets that connect those seeking help with resources so they can regain control of their lives. Mainstream will also train receptionists to recognize and engage with people who appear to be suffering from abuse of or dependence on cannabis, as well as other substances, and offer to provide local resources and anonymous support hotlines where such people can engage with professionals to begin their journey toward recovery.

A Venue for Artists

With art flowing through the veins of Mainstream's very existence, Mainstream's owner and founder, Rico Saldivar, seeks to celebrate and promote local artists in Madera. A tattoo artist by trade, Mr. Saldivar aims to provide local artists with a venue for displaying their artwork and will encourage customers and members of the public to view and purchase their work. By providing a unique art gallery experience incorporated into the design of the facility, Mr. Saldivar hopes to encourage Madera artistic creativity through an infusion of art and cannabis. In addition to displaying local art, Mainstream will support artists by holding a quarterly art expo to help promote and facilitate sales; artists will receive 100% of the proceeds.

Environmentally Sustainable Business Plan

Mainstream is dedicated to running a clean and energy-efficient business. Mainstream intends to institute operating procedures that have the goal of achieving, as nearly as possible, a zero-waste footprint. We believe in using an integrated development approach that focuses on health, wellness, and sustainability. Mainstream understands the environmental impact that cannabis cultivation and distribution can have on the environment and accepts its responsibility to help lessen this impact. We will craft everything from operations and products to our building design with the environment in mind.

Mainstream has developed an environmentally sustainable business model following guidance provided by The City of Madera Climate Action Plan (CAP). Mainstream's sustainable business model incorporates high-level considerations, including energy efficiency, conservation, renewable energy, land use and transportation, recycling, water conservation, and government operations, into the practical understanding of the cannabis industry to envision a lasting and mutually beneficial relationship between Mainstream and our environment.

Mainstream's building specifications will conform with LEED design and Living Building Futures standards. Mainstream's building will use and source eco-friendly materials for both the exterior and interior of our dispensary, including reclaimed wood and recycled glass and plastic. We will also upgrade the building's existing plumbing to promote water efficiency. Mainstream's restroom will include ultra-low-flow plumbing fixtures and low-flush toilets.

Energy Efficient Lighting and Controls

Mainstream will work with our architects, engineers, and design consultants to ensure the most efficient and cost-effective means of providing electricity to our dispensary. Mainstream will use energy-efficient LED lighting and adjust daylight and nighttime lighting to reduce energy consumption. Lighting will be programmed to operate with a circadian lighting system to minimize energy usage. All appliances and equipment, such as computers, refrigerators, kitchen equipment, and POS stations, will incorporate energy-efficient technology to the greatest extent possible.



Climate Control and Energy Consumption

Mainstream anticipates that a large portion of our energy consumption will be from the HVAC system. Mainstream will integrate the most efficient climate control system possible, preserving indoor air quality while minimizing energy consumption. All staff will be trained on energy conservation practices to ensure that our dispensary is consuming only as much energy as needed to safely operate. Sales associates will turn off computers, appliances, and POS systems when not in use to conserve energy.



Management Systems and Energy Audits

To monitor and ensure compliance with our environmentally conscious standards, Mainstream will conduct semiannual energy audits to optimize our energy usage consistent with our business needs. We will partner with the Madera Energy Watch Program. The Madera Energy Watch Program helps small and medium-size businesses improve their energy efficiency. By increasing energy efficiency, Mainstream will benefit the environment by conserving Madera's natural resources and reducing greenhouse gases.

RESPONSIBLE AND COMPLIANT RETAIL MADERA, LLC
(dba: Embarc)

SECTION G. COMMUNITY BENEFITS AND INVESTMENTS PLAN

“Embarc first sat down with me last fall as part of their listening tour to inform their application, and in getting to know them ... I am confident in their ability to deliver on their commitments to enhancing downtown Madera while serving as a true partner and resource to the City and Downtown Madera Association revitalization efforts.”

Steve Copeland, Lifelong Madera Resident & Local Business Owner

“As a member of law enforcement and long-term member of this community, I am not supportive of cannabis. But with the City’s decision to legalize adult use, I am committed to doing my part as a community leader to ensure that retail cannabis is done right. Throughout this process, several cannabis companies approached me offering to support my work but in none of those conversations did a cannabis operator discuss their work to support youth or their proven track record in delivering youth education and drug prevention in other communities, until I met Embarc. I believe our City leaders must select operators that will set the bar for what community-centric cannabis operations in Madera can achieve, and I believe I have found that partner in Embarc.”

Dan Foss, Founder, O.L.I.V.E. Charitable Organization

“Embarc has a proven track record of developing real partnerships to facilitate the funding, education and empowerment of communities, with a focus on protecting youth, and it is this prioritization that excites me about serving on Embarc’s Community Advisory Board and the positive impact this Board can have on our community.”

Baldwin Moy, Co-founder and Director, Madera Coalition for Community Justice

“As an educator, I do not support cannabis. However, I am serving on Embarc’s Board because I believe in their track record and approach to youth drug prevention and in the opportunity this Board provides in delivering thoughtful investment to address the evolving needs and challenges facing Madera’s youth today. I look forward to working with the Board to lead by example in setting the standard for impactful community benefits, especially for our youth.”

Joetta Fleak, Trustee, Madera Unified School District

“Embarc has put in the work to understand our community and empower a team of trusted local leaders to ensure the thoughtful distribution of Embarc’s community funding. Embarc is the right partner for Madera, and I look forward to working together to achieve our shared vision of a vibrant, walkable family friendly downtown.”

Dr. Julia O’Kane, Former Madera Educator, Board President, Madera County Arts Authority

“I am not supportive of legal cannabis, but if cannabis is coming to Madera I want to ensure it is done right. As a member of the Community Advisory Board, Embarc has empowered me and my fellow Board colleagues to direct and allocate Embarc’s Community Investment Fund - ensuring the benefits from the sale of legal cannabis are targeted to meeting tangible needs in our community. It is this philosophy that has solidified my confidence that Embarc Madera is the right fit for our community.”

Ryan McWherter, Executive Director,
Madera Food Bank

“As a neighbor to Embarc’s proposed downtown location and an advocate for Madera’s youth, I look forward to serving on Embarc’s Board to provide my insights on how best to advance and ensure the protection and education of Madera’s youth.”

Monica Ramirez, First 5 Madera County

The cannabis business should describe the benefits the business will provide to the local community, for example by directly aiding, participating in, or funding the work of local nonprofits, community-based organizations, civic organizations, or social services organizations. Benefits may be in the form of volunteer services, monetary donations, financial support of City-sponsored activities or organizations, in-kind donations to the City or other charitable organizations and/or any other economic incentives to the City which will help achieve the strategic policy goals of the City Council in permitting cannabis businesses in the City of Madera.

We understand that while cannabis has existed within our communities for decades, legal, regulated cannabis is still an emerging market. Communities are now grappling with how to best integrate commercial cannabis activities into existing neighborhoods, balancing the economic opportunity this industry represents with a desire to protect public health, safety and neighborhood integrity.

Embarc believes operating a cannabis business is a privilege and not a right. Our successful business model is predicated on the ability to consistently engage the community and the City with integrity and through transparency and collaboration. Given this commitment to Madera, we will operate a business that provides meaningful ongoing benefits and serves as the type of partner the community can be proud of and will value.

Purpose

Embarc’s Community Benefits and Investments Plan, summarized below, is intended to be a living, breathing document that encompasses the company’s core values and priorities for ongoing community engagement. It was developed with and will continue to evolve over time through collaboration with our Community Advisory Board. This plan does not contain static organizational commitments or one-time checks at the front end of a license pursuit; rather, it is the embodiment of



PROMISES MADE, PROMISES KEPT: COMMUNITY IS IN OUR DNA

Embarc is proud to be the first cannabis operator in California to launch a Community Advisory Board in every community where it operates that is granted the sole authority for allocating community benefits funds, ensuring transparency and accountability in funding have been part of the company’s DNA since the beginning. We are happy to see other operators similarly adopting a Community Board model, and believe our track record of community engagement, not as an afterthought or reaction to others but at the forefront of how we operate, is critical to living our values in action.

Embarc’s proven community engagement model – one that values and respects the importance of diverse local perspectives and experiences in being able to adapt to continuously address evolving community needs.

This approach is evident in how we compiled our Community Benefits and Investment Plan for Madera. What follows is not a template, but rather a plan that has been formulated with significant input from local leaders to ensure a plan developed by Madera residents for the Madera community. It centers around the following equation:



COMMUNITY ADVISORY BOARD

In every community where we operate, Embarc’s Community Advisory Board (“the Board”) is empowered with total control over where community investment funds and engagement are directed in perpetuity. It is this group that will work collaboratively with our ownership to drive our efforts to address Madera’s needs. The primary goals of the Community Advisory Board are to work collaboratively with Embarc leadership to implement and continue to refine our community benefits plan and to ensure safe, transparent, and community-oriented operations. Duties of the Board include, but are not limited to:

1. Development and implementation of our community relations plan
 - Identifying and/or creating opportunities to help enhance and promote community input, engagement, education and awareness
 - Reviewing operational policies and procedures to identify opportunities for community and neighborhood engagement
2. Allocating all community funding
 - Assessing opportunities for financial contributions

- Identifying local, immediate priority funding gaps in which our resources could provide flexible assistance
 - Determining the best allocation of community funding
3. Oversight and accountability for Embarc operations
 - Quarterly accountability on commitments made/commitments delivered
 - Reviewing marketing plans and advertisements
 - Monitoring Embarc’s responses to any community feedback or concerns
 4. Assistance in establishing and building community trust
 - Continuous identification of community priorities, values and needs
 - Identifying opportunities for collaboration with local businesses and other stakeholders
 - Serving as a voice within the community
 5. Ensuring appropriate and thoughtful community education
 - Providing input on education and awareness programs
 - Recommending priority causes for employee and executive volunteer support
 - Providing consistent feedback to refine and best tailor our efforts

The Community Advisory Board is comprised of the following individuals:

Embarc Madera Community Advisory Board

- Will Oliver** Owner & Chair of Community Advisory Board – Embarc Madera
Former Madera City Councilmember
- Debi Bray** President & CEO, Madera Chamber of Commerce
- Joetta Fleak** Madera Unified School District, Trustee
- Dan Foss** Founder, O.L.I.V.E Charitable Organization
- Ryan McWherter** Executive Director, Madera Food Bank

Baldwin Moy Co-Founder, Madera Coalition for Community Justice

Dr. Julia O’Kane Former Madera Educator, Board President of the Madera County Arts Authority and Board Member of the Madera County Arts Council

Monica Ramirez Executive Director, First 5 Madera

TBD Representative, Madera Downtown Association

TBD City of Madera and/or City of Madera Law Enforcement *

*To ensure operational transparency we would welcome the opportunity to include a participant from City government and/or a current public safety officer but thought it inappropriate to reach out to such representatives prior to the conclusion of this process. While neither would be voting members, this is an opportunity for City leadership to remain apprised of, and provide feedback on, Embarc’s operations and philanthropic execution.

“As a former City Council member representing this community, I understand the concerns and opportunities that come with legal cannabis, and I am dedicated to ensuring we will deliver a community-sensitive cannabis retail dispensary that the City of Madera will be proud of ... As an owner and member of the Community Advisory Board, I look forward to being an active participant in ensuring safe and responsible integration of retail cannabis in our community.”

WILL OLIVER,
OWNER, EMBARC MADERA

Will Oliver, Local Owner and Chair of the Board

Will is a lifelong resident of Madera County with family roots in the community for over 100 years. As a former Madera City Mayor Pro Tem and Councilmember, Will understands the unique opportunities and challenges represented by the introduction of retail cannabis to the community. He currently serves as VP of Business Services at Fresno Economic Development Corporation, a dynamic, private, not-for-profit that provides business development services to recruit new industries to the area and to support the growth of today’s workforce. Will leads strategic initiatives and special projects, serving as a trusted advisor to many local businesses, working to optimize meaningful opportunity creation for Central Valley residents. Will has built his career at the intersection of policy, business and community development, making him uniquely qualified to ensure the successful and respectful integration of a new industry in his hometown.

Debi Bray, President & CEO of the Madera Chamber of Commerce

Born and raised in Madera, Debi is a local leader who has dedicated her life’s work to supporting and advancing a thriving local business community. She is the beating heart of the Madera Chamber, having joined in 1986. Given this tenure, Debi understands the evolving opportunities and challenges facing Madera and is a respected voice in standing up for what is best for the community. Serving as President and CEO of the Chamber, Debi is responsible for everything from operations to programming and events. Debi also serves as a Board Member for the Madera Downtown Association, bringing vital knowledge and understanding pertinent to the future development of downtown Madera. As a local parent and grandparent, Debi is committed to ensuring retail cannabis is sensitively and successfully integrated into both the business community and the community at large, which drives her commitment to having a seat at the table in Embarc’s Community Advisory Board.

Joetta Fleak, Madera Unified School District, Trustee

Born and raised in Madera, with multigenerational roots of the North Fork Mono Tribe, Joetta has dedicated her life's work to educating Madera's youth. A mother of two, she was first inspired to pursue teaching after volunteering in the classroom with her two daughters at Madera Unified. This experience propelled Joetta into a twenty-eight-year career with Madera Unified as a 4th grade teacher. Joetta brings her significant expertise as a practicing local educator to her role as Area 4 Trustee, and her passion and commitment to addressing the growing youth mental health crisis and the needs of English language learners. Joetta also serves on the Board of the Madera County Arts Authority, the Madera County Historical Society and as Treasurer of the North Fork Mono Tribe. She brings her deep understanding of the needs and opportunities for investing in Madera's youth to the forefront of Embarc's Community Advisory Board priorities and will be a vital voice in identifying meaningful opportunities to invest in and empower Madera's youth.

Dan Foss, Founder of the O.L.I.V.E. Charitable Organization

Dan has spent his career protecting this community. After an Honorable Discharge from the US Army, he became a law enforcement officer, a capacity he has served in for two decades. As a steadfast public servant to the Madera community, he also served as Acting Director for Public Works while remaining a Lieutenant in the Madera Police Department. He founded the non-profit organization O.L.I.V.E. (Overcoming Limitations through Intervention, Value and Empowerment) in 2015 to assist women involved in human trafficking by helping survivors see the value within themselves and empowering them through education, therapy and a stable and loving home environment. Dan has grown O.L.I.V.E. into a regional resource and model for other cities combatting sex trafficking. It is this passion combined with significant real-life experience that has propelled him as a leader in Madera and throughout the state, providing a greater perspective on where funds can be utilized to best address the community's most pressing needs.

Ryan McWherter, Executive Director of the Madera Food Bank

Ryan brings a diverse perspective to Embarc's Community Advisory Board given the various roles he plays within the Madera community. He has served as Executive Director of the Madera County Food Bank for over ten years, which serves a critical function for Madera's most in-need residents including families and seniors by providing basic nutrition, food education and self-sufficiency training. As Executive Director, Ryan oversees all critical services of the Food Bank. As a local parent, Ryan understands the importance of putting youth drug prevention and education at the forefront of our effort and will ensure the funds derived from legal cannabis are invested to advance the needs of the community's most vulnerable residents. As Board President of Men of Integrity – Madera, Ryan volunteers to bring faith and fellowship to men throughout the region. He also serves on the Board of the Madera Local FEMA Board as part of the Community Action Partnership of Madera County, where he brings his focus on addressing food insecurity to a County-wide platform.

Baldwin Moy, Co-Founder of the Madera Coalition for Community Justice

Baldwin co-founded the Madera Coalition for Community Justice in 1992 and spearheads the work of the coalition's Youth Leadership Program. Additionally, Baldwin serves as directing attorney at California Rural Legal Assistance (CRLA). Baldwin has been an advocate for underserved populations and specifically youth in Madera for decades. Having lived in Madera for over thirty-two years, Baldwin is a dedicated community leader that believes in the importance of mentorship and art in the lives of youth and the community at large. Baldwin has led the development of many community projects from large public murals throughout blighted areas of downtown to creating safe spaces through youth centered gardens. Baldwin's passion for and deep understanding of Madera will serve as a guiding light in ensuring Embarc contributes positively to the development of Madera's downtown core while providing meaningful benefits to the community in which we serve.

Dr. Julia O’Kane, Former Madera Educator, Board President of the Madera County Arts Authority and Board Member of the Madera County Arts Council

Dr. O’Kane has been a pillar and esteemed leader in Madera for decades with a particular focus on the advancement of the community’s youth. Julia served Madera as an administrator, teacher and as superintendent of the Madera Unified School District. She is a Board member of the San Joaquin River Parkway and Conservation Trust, ultimately serving as Board President, to ensure open space and outdoor education are accessible for Madera’s youth. She now serves as President of the Board of the Madera County Arts Authority and on the Board of the Madera County Arts Council. Her passion for the protection and empowerment of youth combined with her years of lived experience as an educator uniquely positions her to understand the challenges and opportunities facing today’s youth. Additionally, Julia has years of experience working with City leadership and Madera’s business community to enhance and revitalize Madera’s downtown core, bringing historical knowledge of the challenges and opportunities in developing innovative community led solutions. Dr. O’Kane brings this unique perspective and track record on diverse issues – from youth to environmental stewardship to the arts – to Embarc’s Community Advisory Board.

Monica Ramirez, First 5 Madera, Executive Director

Monica is a longtime Central Valley resident who has built her career empowering and educating young people throughout communities. A graduate of Fresno State, Monica pursued a career in education and community empowerment. Monica has worked with crucial youth service providers throughout the Central Valley including Fresno Head Start and First 5 Fresno. Monica now serves as Executive Director of First 5 Madera County and is a trusted leader in child development, child health and the fundamentals of creating healthy families, providing vital services to Madera’s youth and families. As a neighbor and member of Embarc’s Community Advisory Board,

Monica will bring her unique perspective on the needs and challenges facing Madera’s youth as well as provide real-time feedback to ensure Embarc’s operations are a net positive to the surrounding community.

TBD, Madera Downtown Association

Embarc initiated engagement with the Madera Downtown Association (MDA) over six months prior to submitting this application to ensure their perspective and our shared priorities were reflected in this proposal. Understanding the important role the MDA plays in advancing commerce and the vitality of downtown, we have reserved a seat on our Community Advisory Board for a representative, should we be selected to operate in this community. We understand the MDA has been inundated by cannabis applicants making large promises. Our approach is different and, in our experience, has been the most successful model for delivering benefits to address the communities’ evolving needs. We are confident that by reserving a seat at the table for the MDA, we are ensuring that our shared priorities of uplifting downtown will be reflected in the Board’s quarterly funding and volunteerism allocations. Our intention is not to issue one-off checks and press releases, but rather to foster real partnership through deliberate and thoughtful investment for the lifetime of the business.

Ultimately, the Board is comprised of leaders with diverse backgrounds and experiences that inform their ability to make thoughtful determinations regarding how Embarc Madera executes its community benefits. **It is this group of dedicated and trusted community leaders that will ensure the benefits of legal cannabis are directed to advance the community’s most pressing needs.** Specifically, the Community Advisory Board will determine Embarc’s:

- Funding allocations
- Volunteerism priorities
- Workforce development partnerships
- Financial support of City-sponsored activities
- Ongoing neighborhood engagement plan
- Execution of a youth drug education and prevention program

In addition to directing Embarc's committed community funding, the Board will meet quarterly to provide feedback on Embarc's operational model, including community outreach, neighbor and business engagement, local partnerships, the sensitivity of advertising and marketing efforts and more.

Unlike most operators in the cannabis industry that attempt to apply their brand and values onto a community using a top-down approach, Embarc seeks to meet the needs of the community from the bottom up – as represented by the passion for the Madera community that these Board members embody and the role that they have been empowered to play within our local operations.

COMMUNITY INVESTMENT FUND

The Community Advisory Board is able to make a sizable local impact because of our commitment to the creation of an internal Community Investment Fund. **In addition to providing 4% of gross receipts to the City of Madera, Embarc will allocate an additional 1% of gross receipts to our internal Community Investment Fund in perpetuity,** generating significant, ongoing funding for community organizations through the efforts and allocations of our Community Advisory Board.

One hundred percent (100%) of the Community Investment Fund will be allocated by the Community Advisory Board to local organizations and partners, ensuring we prevent divestment by requiring all of the benefits generated from our local cannabis business remain local. This is the same commitment Embarc makes in every community it operates, ensuring that this commitment has proven sustainable and impactful in addressing community needs.

Identified Priorities

Our Community Advisory Board members have lived in Madera for decades, even generations, and are unified in their commitment to preserving the unique and intangible qualities that make Madera a community where they choose to live, work and raise their families. As such, the Board's

overarching mission is to support and uplift organizations, programs and priorities that enrich the quality of life for Madera residents with a focus on educating and empowering its youth. Studies have indicated that quality of life is predicated on multiple factors: internal value, or the extent to which you feel personally fulfilled; external value, or the extent to which your network enhances fulfillment; and your environment, which can impact both mental and physical wellbeing.

Given the interconnectedness of these factors, the Board has identified the following three pillars as a central focus of our efforts in Madera:

- To **enrich and empower the lives of youth,** as thriving youth are the lifeblood of families
- To support **healthy and stable households,** as families are the pillars of community
- To **create and maintain a family friendly environment** such that residents thrive

To Enrich and Empower Youth

The Board's first pillar is to appropriately and discreetly support youth activities that meet vital needs, teach new skills and provide enriching experiences with a goal of teaching healthy habits, supporting the creation of youth-oriented spaces and activities that provide structure, and helping youth identify passions and develop opportunities for the future. We have identified the following as initial target programs and priorities but anticipate these will expand over time:

- **Madera Community College**

Two years ago, Madera Community College became California's 116th community college campus. This is a significant advancement for the community and a necessity for Madera's growing population. The College is located off Avenue 12, six miles outside of town, and has over 4,500 students, yet higher education is still out of reach for many Madera residents given a lack of access to financial resources and transportation options. Throughout our listening tour, we learned safe, accessible, affordable transportation to and from the College is a hurdle for many in this community.

Embarc's Advisory Board is committed to working with the Madera Community College to increase enrollment through community outreach and scholarships. The Board will collaborate with the College and appropriate non-profits to identify potential recipients for academic scholarships for low-income students in need. Additionally, we look forward to being an engaged business leader working with the City and broader community to identify creative solutions to increasing affordable, safe and convenient transportation options for Madera Community College students.

- **Re-launching Madera Police Activities League**

Research shows that when kids have police as mentors, they are more likely to respect the rule of law as they mature. Now more than ever, young people need the opportunity to know and understand public safety and the role it plays (or can play) in communities. Board member Dan Foss highlighted the impactful work Madera PAL did to support underserved youth through sports and mentorship, but unfortunately the program was discontinued due to a lack of funding and staff turnover in 2016.

Embarc works with other PAL organizations in communities we serve and welcomes the opportunity to support the relaunch of Madera's Police Activities League. In conversations with Foss, karate, martial arts and self-defense classes came up as a potential activity for Madera PAL. Embarc stands ready to partner in providing funding to relaunch this important program. Our goal is to provide the resources to help build on the great work various stakeholders have previously undertaken in establishing this program and, if selected, will seek to work with Madera Unified School District and Madera Police Department to provide necessary funding to reinstate PAL.

- **John Wells Youth Center**

The average American child is said to spend approximately seven hours per day on a screen and only four to seven minutes in unstructured play outdoors (Child Mind

Institute, 2021). Many studies have affirmed that youth who play outside are happier, healthier and more confident. Sports get kids active and provide great scholarship opportunities yet can often be prohibitively expensive. As our Community Advisory Board discussed several target programs to support, the John Wells Youth Center and the afterschool programs they provide to Madera's youth emerged as a significant priority.

It was through the creation of the John Wells Youth Center that Local Owner Will Oliver first became involved in local government. At the age of 16, Will participated in a youth advisory committee working alongside then-Mayor Wells to develop plans for Madera's first community youth center. Eighteen years later, the John Wells Youth Center is now a crucial resource to Madera families providing a host of supervised sports and physical activities for youth to enjoy.

The Center is near and dear to not only Will but to all of our Board members' hearts. Embarc's Board seeks to work with the John Wells Youth Center and the Parks and Community Services Department to increase funding and resources to support youth activities.

- **Madera Youth Leaders Program**

Embarc funds youth drug education and prevention programs in every community where we operate, as enriching and empowering youth is a value we share with the communities we serve. We are proud to have the Boys and Girls Club serve on Community Advisory Boards in several communities and believe we can execute similar partnerships in Madera given this priority. As a result of our listening tour and through discussions with our Advisory Board, it is evident that there is a lack of local youth service providers in the immediate community. In conjunction with our Board member, Baldwin Moy, co-founder of the Madera Coalition for Community Justice which oversees the Madera Youth Leadership Program, Embarc seeks to deploy a holistic youth drug prevention and education program

appropriately and sensitively for Madera's youth. Given spatial constraints, our proposed youth drug prevention and education program is detailed extensively later in this section.

- **Madera County Arts Council**

Access to the arts increases aptitude in development, academic achievement and the development of twenty-first century skills, especially when started from a young age. Community Advisory Board Member and MCAC Board member Dr. Julia O'Kane's commitment to the rehabilitative role the arts can play in the lives of youth and the vibrancy it provides within a community will serve as a guiding pillar in the Board's approach to both youth empowerment and community revitalization. The Madera County Arts Council has created accessible and affordable options for residents of all ages to get involved in the Arts. From annual art competitions to youth art summer camps to in-school visiting artists to offsite tailored art classes, MCAC's Art Education program is Madera's leading program to engage the community creatively. Embarc stands ready to partner in advancing the great work the MCAC does for youth across this community.

Two MCAC initiatives our Board is specifically passionate about include:

- The Madera Theater Project - In partnership with Madera Unified, the MCAC recently launched the Madera Theater Project to "bring community theatre back to Madera" and its students. Providing students with the opportunity to participate and learn firsthand the power of live performance is an important educational and community benefit that both Madera residents and students have not historically had access to. With the guidance of Dr. O'Kane, our Board will identify opportunities to support and advance the emergence of theater and the arts in downtown Madera.
- Bringing Arts to Incarcerated Youth - We recognize that operating a business in the legal cannabis industry is a privilege

and not a right and that many who have come before us do not have this freedom of opportunity, particularly those from low-income communities and communities of color. It is incumbent upon us to continue to identify ways to support those who have been forced to navigate the complex justice system and to provide resources for holistic re-integration into society. That is why we are so passionate about the work being undertaken by the MCAC to bring arts to Madera County's incarcerated youth through a partnership with the County Juvenile Probation program. We look forward to working with Dr. O'Kane to support this effort financially and bolstered through our executive and employee volunteerism, further detailed in this section.

To Support Healthy and Stable Households

Creating and sustaining healthy and stable home environments is critical for all Madera residents, as it supports our neighbors in need and ultimately enhances the family-friendly ethos that makes our Board members proud to call Madera home. Given that many of our Board members serve in leadership and/or volunteer capacities with organizations focused on meeting this critical need, we have identified the following program partners for our second pillar:

- **Madera County Food Bank**

Ryan McWherter is a trusted leader working to assist those experiencing food insecurity throughout Madera community. The Food Bank supports Madera's most vulnerable populations by providing a host of services and programs including the Emergency Food Program, Senior Brown Bag Program, Senior Nutritional and Produce Program, Community Assistance Program and Emergency Food Assistance Program. It is these programs that provide necessary nutrition to seniors, low-income residents and students experiencing poverty. Additionally, the Food Bank educates community members on healthy foods and self-sufficiency training.

In learning what the needs of the Food Bank are today and how Embarc can be a partner to addressing them in the future, Ryan identified the importance of food security among Madera's senior population as a growing need. Embarc will support the Senior Brown Bag Program, which provides anyone 55 years and older with a monthly brown bag filled with a variety of grocery items and necessities. In partnership with Ryan, Embarc will work with the Food Bank to increase awareness of the program among residents and provide both financial and volunteer support.

- **O.L.I.V.E. Charitable Organization**

Dan Foss founded the O.L.I.V.E. Charitable Organization to address the gap in services and programs for survivors of human sex trafficking. Every year, human traffickers generate billions of dollars by victimizing millions of people around the world, including in the United States. Human trafficking is one of the fastest growing criminal industries worldwide, ensnaring minors and adults in modern-day slavery.

The Central Valley is a main corridor for human trafficking and Foss has developed a model that has gained statewide recognition. Embarc will support these vital efforts through ongoing financial support targeted directly to generating awareness, training on combatting and preventing trafficking, technical assistance, advocacy, and direct services regarding trafficking and trafficking-related issues. In this way, Embarc can sensitively and appropriately support survivors of human trafficking in creating a stable environment where survivors can begin to rebuild their lives.

- **Community Action Partnership of Madera County**

Community Action Partnership (CAPMC) offers a wide variety of programs to help individuals and families overcome the impacts of poverty through no cost or low-cost programs for Madera residents. Critical services provided to those in need include but are not limited to Child

Care, Head Start, Domestic Violence Services and Rape and Sexual Assault Services. CAPMC funding supports local shelters, Shunammite Place and Martha Diaz Shelter. These services are imperative to helping residents break free from the grips of poverty, oppression and injustice -providing support and optionality for residents in need.

Embarc's Board has identified the Shunammite Place and Martha Diaz Shelter as potential recipients for funding and volunteer support given the vital role they play in the community. Shunammite Place provides permanent supportive housing for those experiencing chronic homelessness and individuals with disabilities. Martha Diaz Shelter houses adults and children seeking shelter and safety from abuse. If selected to operate, Embarc seeks to serve as an engaged partner in supporting these efforts.

- **Expungement of Non-Violent Cannabis Offenses**

Having a criminal record – even for a low-level, non-violent cannabis offense – serves as a scarlet letter that restricts economic opportunity and job mobility years or even decades after the offense. As a responsible operator that enjoys the privilege of working in the cannabis industry, Embarc is committed to supporting record expungement efforts that provide these individuals with a second chance to shape their narrative and economic future. Appreciating that Proposition 64 allowed for jurisdictions to automatically expunge records, Embarc will seek to work directly with the District Attorney and County of Madera to help facilitate this outcome and will also work with local community partners to include information on expungement as part of broader wraparound services.

- **Centro Binacional para el Desarrollo Indígena Oaxaqueño**

The Oaxacan indigenous community is a vibrant and significant portion of Madera's population. The Binational Center for the Development of

Oaxacan Indigenous Communities (CBDIO) provides vital services to indigenous migrant communities from Oaxaca, Mexico living in the Central Valley. Embarc supports CBDIO's efforts to advance workers' rights by providing access to education, training and counseling to address the needs of this community. Embarc believes in the importance and supports CBDIO local efforts to expand enrollment in Medi-Cal within this community. Our Board looks forward to supporting and identifying creative and meaningful ways to support CBDIO and the Madera residents they represent.

To Create and Maintain a Family Friendly Environment

A common refrain during our meetings with our Community Advisory Board is the group's deep appreciation for the fact that Madera is an idyllic community in which to raise a family. As such, the third pillar of the Board's efforts is focused on sustaining that "family-friendly" feeling, ensuring Madera is a safe, clean and well-cared for environment.

- **Revitalizing Downtown**

In each community where we operate, Embarc is committed to providing funding and tangible contributions to the revitalization of our immediately surrounding neighborhoods. With Embarc's local ownership and Community Advisory Board members' extensive experience supporting Madera's business community, Embarc stands ready to be an active supporter of the Madera Downtown Association's (MDA) revitalization efforts. Throughout our conversations with MDA, we have learned that there is a need for both funding and organizational support for collaboration with City Hall. As part of our Executive Volunteerism (described below), our leadership team – with extensive experience in planning, development and municipal revitalization – stands ready to provide strategic and/or resource expertise support in addition to our funding commitments.

This Board of trusted local advisors is committed to ensuring small business owners

are represented in the city's current and future transportation plans and revitalization efforts. Members of our Board have been engaged with downtown business owners for years working as steadfast partners to the community's downtown revitalization efforts. We understand the immediate priorities in downtown including funding and volunteer support for additional trashcans, ongoing cleanups of bus stops, painting old buildings, requests for additional crosswalks, and enhancing and increasing the number of trees, planters and green landscaping. In addition to the items listed here, what excites us about downtown is the larger opportunity of what true revitalization can bring. If selected to operate in downtown, we look forward to being a dependable funding partner and strategic thinker in ongoing revitalization.

- **Madera County Arts Authority**

The Madera County Arts Authority (MCAA) is a joint powers agreement among the City of Madera, the County of Madera, Madera Unified School District and the Madera County Arts Council. The MCAA was created to coalesce Madera's government stakeholders to advance the development of the County's first Cultural Arts Center to be located in the heart of downtown Madera. Through deploying significant investment into the creation of a Cultural Arts Center and citing it as the centerpiece of downtown, the MCAA seeks to catalyze downtown into a vibrant center of the arts, theater and local commerce for all residents to enjoy. Embarc's Board of Advisors are committed to being engaged partners to the MCAA and support their vision for a re-imagined downtown with arts and community culture at the epicenter.

Understanding the Cultural Arts Center is in the planning stages, an immediate project aligned with our Board's priorities is what is currently known as "The Alley Project", located parallel to Yosemite Ave between E St and B St. The Alley Project is focused on bringing residents downtown by enhancing the walkability and visual aesthetics of downtown's alleyway

through large scale murals and encouraging outdoor community events. We understand the importance of aesthetics in increasing safety and pedestrian usage. Our Board looks forward to being an engaged partner to The Alley Project sponsoring murals by local artists and working with our neighbors to advance downtown Madera as a regional epicenter for the arts.

- **Safe Spaces and Public Parks**

Providing safe, family-friendly spaces for our young people to explore and enjoy is critical to supporting youth in our community. Unfortunately, youth are often not prioritized when developing or refurbishing public park infrastructure. Through discussions with our Community Advisory Board, we have identified and prioritized the funding and cleanup of community parks throughout the City. Baldwin Moy has spearheaded efforts to create a youth community garden and Embarc stands ready to support this endeavor.

With the guidance of our Board, Embarc is committed to expanding safe spaces and healthy outdoor environments for Madera's youth. Understanding these efforts must be taken in conjunction with City leadership, we look forward to the opportunity to collaborate with the City of Madera's Parks and Community Services Department to ensure the construction and expansion of safe spaces, community gardens and playgrounds in Madera.

- **Supporting Community Events**

In the wake of budget cutbacks, community events are falling short of the necessary funding to administer family-fun annual events. In a community where families have limited disposable income, free community events are critical functions for families to gather and enjoy. Throughout our listening tour, we learned that Madera's beloved Fourth of July fireworks display has been cancelled due to lack of funding. Embarc looks forward to being a resource for volunteer support in community events including the Pomegranate Festival,

National Night Out, Old Timers Day Parade, Fiesta in the Park and Extravaganza. The Board is open to feedback and recommendations from the community on specific events to support both financially and through volunteerism.

Our Board of lifelong residents understand how important free community events are for Madera residents, and particularly for its youth. Embarc is committed to working with the City and community to ensure Madera's special events are properly funded and adequately staffed.

Embarc recognizes that a community's needs and priorities shift over time – sometimes gradually and sometimes rapidly. That shift is why it is so critical for Embarc's focus areas to be driven by our Community Advisory Board, who live and work in this community and are vital resources in determining prioritization.

VOLUNTEERISM

In addition to the financial commitments made above, Embarc will deploy significant human resources to benefit community partners and local community needs.

Employee Volunteerism

There are few things that feel better than doing a good deed, except maybe doing it with your peers while getting paid. Embarc is committed to providing a positive workplace that encourages employees to give back to their community. Partnering our workforce with community organizations will foster a culture of volunteerism among our employees.

Embarc employees will be afforded up to 40 hours of paid time off to participate in local community activities and programs per year through our volunteerism program. These opportunities for engagement provide employees with tools for professional development by exposing them to a variety of local organizations. In addition, investment in employees reduces turnover and improves workplace performance. Research shows that the best way to achieve employee

participation is to provide structured volunteer opportunities. Embarc will provide our employees with opportunities to work with our community partners and also allow team members to suggest and organize additional activities with their colleagues. These opportunities help employees:

- Learn new skills
- Gain project management experience
- Grow personal and professional networks
- Create a positive presence in our community
- Participate in off-site team building with purpose

Embarc commits to providing 40 hours of paid community service per employee per year. Given we anticipate employing approximately 15 employees initially, **this will result in 600 hours in paid volunteerism hours per year and will scale at maturity to more than 1,000 hours per year at maturity.**

Executive Volunteerism

Our team represents the coming together of combined centuries of relevant business experience, which can be tremendously beneficial to local organizations and efforts. As part of our volunteerism commitment, we will provide more than just store-level employee volunteerism, although that is a critical component of our company ethos as it is important for team building and community investment. Embarc will also donate significant, ongoing expertise and support from our owners and leadership team to drive ongoing efforts to bolster the community's priorities. This executive volunteerism demonstrates our willingness to act as a partner in achieving the City of Madera's community goals.

ADDITIONAL COMMUNITY BENEFITS COMPONENTS

In addition to the efforts outlined above, Embarc will implement the following customary corporate social responsibility components expected of all community-oriented cannabis businesses as part of its broader Community Benefits and Investments Plan in Madera.

- **Community Education**

We will host educational panels, informational workshops and non-profit partnership events as part of an ongoing community education and engagement effort. Education is critical in demystifying cannabis and breaking down the barriers and stigma that prevent many from feeling comfortable asking questions about appropriate use. Topics for this education range from cannabis specific (understanding dosing and your body) to public safety (how to safely store cannabis at home). These will be led by Embarc team members and external subject matter experts as appropriate.

- **Senior Outreach**

Seniors are one of the fastest growing consumer demographics for cannabis, but they are also the most likely to be susceptible to cannabis' long-lasting stigma. Therefore, it is important to create an atmosphere that makes seniors in the community feel as though they are a part of and welcome at Embarc. Employing seniors within the store is critical in breaking down that barrier.

In recognition of the tremendous medical benefits cannabis can provide this demographic, Embarc is committed to ongoing education and engagement with Madera's senior community to dispel the myths, eliminate the stigma and provide education without a sales pitch to help seniors navigate this new normal. We will explore opportunities to partner with senior citizens' groups and organizations to provide monthly free education workshops on CBD, THC, medical cannabis, dosing, and more, led by our Seniors Outreach and Educational Advisor and members of our team who are over the age of 50. Topics will include cannabis basics, cannabis and pain, cannabis and sleep, and more. In recognition of fixed incomes, we will also provide a discount to senior citizens.

- **Creating a Subcommittee at the Chamber of Commerce or a Local Cannabis Industry Association**

When implementing a new industry – and particularly when that industry is cannabis – we believe the community will benefit from having unified businesses that work together to achieve common, community-oriented goals. While we did not think it was prudent to do so prior to being awarded a permit and coordinating with other license recipients, Embarc will gladly undertake an effort to coalesce the local cannabis industry under a common umbrella, or proactively engage in any existing efforts, through a subcommittee at the Chamber of Commerce or via an independent local Cannabis Industry Association.

By bringing a representative from each legal cannabis business to the table, we can facilitate ongoing working relationships and positive collaboration among the legal and compliant cannabis operators. This could also provide a representative from the City the opportunity to engage with a singular, unified voice for the industry through participation as part of this effort.

- **Scholarship Program**

As detailed in Section B, Embarc supports scholarship programs for underrepresented groups and will continue this track record in Madera. In South Lake Tahoe, for example, Embarc provides scholarships through the Lake Tahoe Community College for LGBTQIA+ students and for the equity food bank that feeds students meeting certain household income requirements, and in Fairfield, provides three scholarships annually to low-income community members seeking to further their education. This scholarship program is enhanced by our internal staff scholarship program, further detailed in Section B of this proposal.

- **Mentorship**

Embarc has implemented a mentorship program that pairs entry-level employees with more seasoned team members to cultivate passions and provide meaningful feedback on how to continue professional development

and growth. Please see Section B for a detailed explanation of Compass, Embarc's mentorship program.

- **Financial Literacy Community Workshops**

We will offer financial literacy workshops for the general public, providing access to seasoned financial executives that can assist low-income community members with issues such as budgeting, money management and building and repairing credit. This workshop leverages the financial literacy curriculum developed by the National Financial Educators Council, a proven model. We will seek to sponsor these in partnership with local partners and offer them in English and Spanish for maximum efficacy.

- **Neighborhood Discount Program**

One component of enhancing existing efforts to revitalize downtown is creating partnerships that uplift existing businesses by encouraging our customers to dine, shop and enjoy other businesses when in the area to visit Embarc. Through our Neighborhood Discount Program, Embarc offers a 10% discount to customers with same day receipts from local businesses within a one-mile radius of our shop and will engage in appropriate business-to-business partnerships, spearheaded by both our local owner and community affairs manager (once hired).

- **Local Business Partnerships**

Embarc will do its part to support working families by keeping dollars local, thereby growing the Madera economy. This support drives local tax revenues which in turn supports our tax base and vital local services. It is our intention to obtain goods and retain services from locally licensed small businesses, including but not limited to construction services; landscaping services; maintenance and janitorial services; ongoing IT services; security services; miscellaneous professional services; local artisan goods/products; and most importantly—our employees. Our Chamber of Commerce membership will provide a great network of local business

contacts for these and other vital components of keeping our dollars local.

In addition to hiring local employees, partnering with local vendors and relying on local goods and services, Embarc will also create meaningful partnerships with local businesses to cross promote and market their goods and services. Such opportunities span a variety of businesses, ranging from health and wellness (yoga instruction, outdoor gear, etc.) to restaurants, coffee shops, and entertainment. By solidifying promotional partnerships, our operations can help to drive additional customers to these businesses. Please see Section F for more details.

These partnerships are not just promises made but actual mandates we implement at the store level. In order for any Purchase Order or Service Contract to be approved, the General Manager must check a box that the contractor or vendor is based in Madera. If the store proposes to use a non-local service provider, leadership must explain the reasoning for selecting an entity from outside the City for review and approval and must then identify an alternative option in Madera County.

- **Compassionate Use**

Cannabis is recognized as an important medical treatment option for many medical conditions ranging from seizures to PTSD to cancer and more. To help meet the medical needs of some patients who are otherwise unable to afford cannabis, Embarc will offer reduced and no-cost medicinal products to low income and seriously ill patients. This program will be operated in accordance with regulations set forth by the Department of Cannabis Control. Patients who want to receive benefits from this program must provide evidence of residency as well as medical and financial need. We believe patients should have access to affordable medicine that benefits their health and quality of life. We are proud to offer a compassionate use program providing low-cost and no-cost medicinal products.

- **Discount Programs**

High quality, safe and tested cannabis should be accessible rather than exclusive. As such, Embarc maintains a range of discount programs intended to benefit a variety of communities, including seniors, veterans and residents. Additionally, to encourage customers to shop during non-peak hours and mitigate traffic and customer flow impacts, Embarc often offers incentives for online order pick-up or off-hours shopping.

- **Addiction Resources**

We understand that admitting that you need help is the first and often hardest step to recovery, and as such we must be prepared to provide relevant resources to anyone who is willing to ask. Embarc will partner with local community health organizations to make resources available regarding addiction recovery and will maintain materials onsite for such requests.

YOUTH EDUCATION AND PREVENTION RESOURCES

We understand that with society's shift to legal, regulated cannabis comes confusion for communities and particularly for its youth and parents. As a responsible, community-centric cannabis operator, we believe it is incumbent upon us to sensitively and appropriately provide the tools and resources this community needs to navigate this new normal.

Embarc is committed to the execution of a thoughtful youth education and drug prevention program tailored to the unique needs and priorities of this community because experience has shown that the best youth prevention plan in the world is meaningless without community buy in. As such, if fortunate enough to be selected to operate a commercial cannabis business in the City of Madera, and upon receiving input and approval from our Community Advisory Board and City leadership, we welcome the opportunity to deploy a third-party, accredited youth education and drug prevention program through local partners in the Madera community.

Embarc has already initiated a similar effort in other communities, partnering with a local organization to ensure responsible messengers (and not Embarc) are engaging with youth on this vital topic. This ensures we are bringing a proven and community-sensitive model to these efforts in Madera.

In our experience, providing resources and educational opportunities for youth as well as parents, teachers, coaches, pastors, and other adults that play formative roles in shaping their trajectory is an important component of integrating legal cannabis operations into a local community. As such, we would propose to bring our proven educational model to Madera, which due to spatial constraints has been briefly outlined below.

Program Overview

When founding members of our team led the development of Proposition 64, the initiative to legalize adult use cannabis in California, they knew youth prevention and education were paramount to maximizing public health and safety within communities. As such, and with intentionality, our team ensured that Proposition 64 would provide the resources and direction necessary to educate youth on the risks associated with cannabis use.

Proposition 64 included the development of a state-sponsored educational campaign, entitled “Let’s Talk” with curriculum specifically targeted to communities, parents, and youth. We have utilized this program, developed with a science-based approach by some of the brightest minds in California, as a foundation for resource development for the adults that play formative roles in the lives of youth.

Additionally, understanding impactful education requires tailored age-appropriate content, Embarc adopted accredited and nationally recognized Botvin LifeSkills Training for middle school aged students. Embarc Madera seeks to deploy targeted youth drug prevention education utilizing Botvin’s LST 1 for middle school aged youth in partnership with our Community Advisory Board and local community partners.

We will continue to refine our program and will work closely with the Department of Public Health, our Community Advisory Board, the City and potentially other operators to ensure this program is the best fit for the Madera community. Cornerstones of this approach will be:

- Utilization of the “Let’s Talk” campaign to provide resources and toolkits for parents, teachers, coaches and others looking for guidance on how to navigate these discussions with youth
- Utilization of Botvin’s accredited LifeSkills program (or other similar curriculum as appropriate) specific to middle school aged youth, deployed through partnerships with appropriate messengers in the community including youth-oriented non-profits

Program Background

The National Institute on Drug Abuse developed A Research Based Guide for Parents, Educators, and Community Leaders for Preventing Drug Use in Children and Adolescents, which serves as an internationally recognized analysis that cites Botvin’s research as a guide on how to develop and implement effective youth drug prevention campaigns. This comprehensive guide contains significant science-based research that directed Embarc’s efforts to develop and implement an effective youth education and drug prevention campaign.

The following served as foundations in this endeavor:

1. Prevention programs should be tailored to address risks specific to population or audience characteristics, such as age, gender, and ethnicity, to improve program effectiveness (Oetting et al, 1997).
2. Prevention programs aimed at general populations in key transition points, such as the transition to middle school, can produce beneficial effects even among high-risk families and children. Such interventions do not single out at-risk populations and, therefore, reduce labeling and promote bonding to school and community (Botvin et al, 1995; Dishion et al, 2002).

3. Community prevention programs reaching populations in multiple settings — for example, schools, clubs, faith-based organizations, and the media — are most effective when they present consistent, community-wide messages in each setting (Chou et al, 1998).
4. Community prevention programs that combine two or more effective programs, such as family-based and school-based programs, can be more effective than a single program alone (Battistich et al, 1997).
5. Prevention programs are most effective when they employ interactive techniques, such as peer discussion groups and parent role-playing, that allow for active involvement in learning about drug abuse and reinforcing skills (Botvin et al, 1995).
6. Prevention programs should include teacher training on good classroom management
7. practices, such as rewarding appropriate student behavior. Such techniques help to foster students' positive behavior, achievement, academic motivation, and school bonding (Ialongo et al, 2001).
8. When communities adapt programs to match their needs, community norms, or differing cultural requirements, they should retain core elements of the original research-based intervention (Spoth et al, 2002b), which include:
 - a. Structure (how the program is organized and constructed);
 - b. Content (the information, skills, and strategies of the program); and
 - c. Delivery (how the program is adapted, implemented, and evaluated).

Based on this significant body of research, it is clear that the most effective program:

1. Targets youth with age-appropriate content at various stages in of development;
2. Utilizes multiple learning formats including interactive content;
3. Involves multiple parties including teachers, parents, faith-based organizations and more to provide multiple access points for information; and
4. Benefits from hyper-localism, as long as the program remains rooted in structure, content and delivery.

As such, our campaign is designed with these best practices in mind.

Audience

To ensure we are both effective and inclusive in outreach, we have segmented our youth drug prevention education into three categories: Youth General, Youth Targeted Age and Adults in the Lives of Youth.

- **Youth General:** Research has proven that the most effective youth education and drug prevention programs utilize two or more effective programs rather than any single program alone. For example, an effective school-based curriculum is more successful when coupled with at-home and technological components. Thus, Embarc will implement a multicomponent program that takes a holistic approach to youth engagement through:

1. Media campaigns with general anti-drug education messaging targeted to all youth
2. Digital campaigns targeted to middle and high school students
3. Educational programming for use as an in-school program, with a toolkit for teachers and/or a program coordinator

Creating a multicomponent program will ensure that youth education and prevention efforts engage youth across multiple channels, in many forums, and on a consistent basis to maximize efficacy.

- **Youth Targeted Impact (Middle School):** Evidence demonstrates that the first year of middle school is when childhood drug use typically appears, so education before and during the teen years can delay or prevent experimentation and onset of use. At the middle-school level, children are eager to fit in, often overriding instincts to avoid unhealthy behavior especially in the face of peer pressure. As such, Embarc Madera will focus our youth drug prevention and education efforts on this critical age through the use of Botvin's accredited model.

- **Adults in the Lives of Youth:** Ensuring that adults who play a critical role in a young person's life have the tools and education necessary to address questions from youth is a critical component of a community's transition to legal cannabis. In coordination with accredited resources from the state's Let's Talk Campaign and Botvin's individualized tutorials for adults in the lives of youth, Embarc will ensure Madera adults have the resources necessary to educate youth about the dangers of youth drug use through materials, toolkits and hosted educational events.

Understanding these are difficult conversations that the arrival of legal cannabis may have pushed to happen sooner than parents would have hoped, we believe it is our responsibility as leaders in the legal cannabis industry to do our part to ensure parents have the tools needed to answer tough questions during these critical conversations.

Content

Our Community Advisory Board members have committed to working collaboratively to implement this effort for Madera youth through local partnerships. By utilizing the accredited and nationally recognized Botvin LifeSkills Training coursework as the starting point, we can leverage the best science available while tailoring our program specifically to Madera.

Embarc's Youth Drug Prevention and Educational coursework was developed through a series of workshops with youth drug prevention and education specialists. Embarc undertook a rigorous process to select Botvin's curriculum as the most effective, engaging, and suitable youth drug prevention education coursework for young people today.

Understanding that we alone should not decide what is the "best" education for young people, Embarc undertook an extensive process of ensuring Botvin's accredited and nationally recognized content was an impactful and engaging course for today's youth. We created our approach and coursework by:

- Identifying the target age group to focus our efforts
- Adopting certified coursework resources from Botvin's nationally recognized youth drug prevention work
- Pursuing a cognitive behavioral approach to education as our framework
- Conducting numerous workshops with drug prevention specialists, members of law enforcement, City Council members, parents and members of Unified School Districts in multiple California communities

Botvin's e-LST Middle School 1 is a substance abuse and violence prevention program based on more than 35 years of rigorous scientific research. LifeSkills Training is comprehensive and dynamic, designed to promote mental health, social-emotional learning (SEL) skills and positive youth development. In addition to helping young people resist drug, alcohol, and tobacco use, the LifeSkills Training Middle School program also effectively supports the reduction of violence and other high-risk behaviors. Through tailored courses, learning objectives include:

- **Personal Self-Management Skills:** Students develop skills that help them enhance self-esteem, develop problem-solving abilities, reduce stress and anxiety, and manage anger for better mental health.
- **General Social Skills:** Students gain skills to meet personal challenges such as overcoming shyness, communicating clearly, building relationships, and avoiding violence.
- **Drug Resistance Skills:** Students learn skills that help them build effective defenses against pressures to use tobacco, alcohol, and other drugs.

In this way, we are providing a holistic approach to drug resistance by also focusing on the vital personal and inter-personal factors necessary to effectively discourage youth drug use.

Understanding that those tasked with educating our young people must have the expertise, credentials and trust of the community, we have initiated and will continue to develop meaningful partnerships

with youth-servicing non-profit organizations to provide a full spectrum of ways in which we can appropriately and respectfully contribute to the education and personal development of the community's youth. These efforts are tailored to the specific needs of the community through the guidance of our local partners and Community Advisory Board as youth drug prevention and education is not a one-time effort, but rather a continuous commitment to meeting the ever-changing needs of today's youth.

Given Madera's non-profits are experiencing an influx of activity as a result of this competitive process, we have opted not to be aggressive in the finalization of partnerships on this topic until the conclusion of this process. Instead, we will work collaboratively with our Community Advisory Board to identify and finalize the most appropriate partnerships for the lifetime of operations.

CASE STUDY: A TRACK RECORD OF DELIVERING ON COMMITMENTS IN TAHOE

In our myriad discussions with local stakeholders over many months in Madera, a common refrain was the community's desire that, if an existing operator is selected, it must be able to demonstrate a track record of follow through on commitments to the community – not as superficial check writing, but as a true partnership for the long haul. Thus, critical to understanding what our approach looks like in Madera is getting a better sense of what our partnership looks like in other communities. The following is a brief summary of Embarc's efforts in South Lake Tahoe:

- **Supporting Youth Development: Scholarships to Summer Camp for Low-Income Local Youth**
The past two years have been tremendously challenging for all, but especially our youth. Look no further than the mental health crisis among school age children to see the ramifications of a year of isolation and fear. With COVID restrictions lessening, the local Community Advisory Board felt it was critical to support opportunities for low-income youth to participate in summer camps.

Embarc provided financial support to two local organizations, the Tahoe Institute of Natural Sciences and the Tahoe Rim Trail Association, to provide scholarships for low-income children to attend summer camp this year, providing them with new and enriching experiences in the outdoors and some normalization as children prepare to go back to school next year.

"We welcome Embarc's leadership and partnership in ensuring that our community's youth are supported and prioritized ... Through Embarc's generous support, TINS will be able to continue to provide in-school and field trip programs to hundreds of school children, and free Boys and Girls Club camp programs for dozens of campers, annually ... we are deeply grateful to Embarc for their support in helping us achieve our goals."

WILL RICHARDSON, EXECUTIVE DIRECTOR, TAHOE INSTITUTE FOR NATURAL SCIENCES

- **Addressing Pressing Community Need: Tahoe Coalition for the Homeless**
When we first met with the Tahoe Coalition for the Homeless, the group had no shelter space and winter was rapidly approaching. The Embarc team sprang into action, securing a space that the Coalition utilized as a warm room all winter to meet the timely needs of the local homeless population. Since that time, the Coalition has received state grant funding to develop a local shelter and our support has transitioned from providing the physical space to helping to prepare the new one, with volunteerism and financial support.
- **Supporting a City Initiative: Funding the Development of a Local Park in a High-Density Area**
The City of South Lake Tahoe recently received a donated parcel from three local families that

had been working for nearly half a decade to secure land to create a gathering place in the neighborhood. Given one of the City's Strategic Priorities is developing "a park or community garden in every neighborhood," this was an exciting opportunity to advance that goal. Embarc is providing \$25,000 to support the creation of this local park in the heart of a high-density area that lacks this critical open space for families to enjoy.

• **Sensitively Supporting Youth: Boys and Girls Club of Lake Tahoe**

Embarc conducted initial outreach to the Boys and Girls Club of Lake Tahoe more than four years ago, prior to the community's licensing process even initiating, to get a better sense of community concern regarding legalization. At that time, it was virtually unheard of for a cannabis company to be working with a Boys and Girls Club, let alone for the discussion to be focused on youth education and how to navigate legal cannabis coming to the community.

Since that time, the Boys and Girls Club has continued to be a valued resource and community partner, both as a voice providing oversight of operations as a member of the Community Advisory Board and as a partner on vital local initiatives. Our partnership is multi-faceted, from providing volunteers for the organization's annual fundraisers, to food and clothing drives to support families during the pandemic, to providing significant (\$50,000) economic support for the organization to build a new Clubhouse for youth. The Boys and Girls Club is also piloting a youth drug education and prevention curriculum in Tahoe, leveraging tools and resources provided by Embarc to initiate these discussions appropriately with local youth.

• **Environmental Stewardship: Keep Tahoe Blue**

Given the Tahoe community's deep appreciation for the region's natural environment, our employees requested we focus some of our beautification efforts on the outdoor treasures that make Tahoe such a special place to live, work and play. Embarc hosts volunteer clean ups with our staff and incentivizes residents to participate through a special discount program.

• **Supporting Critical Youth Education Work: Tahoe Alliance for Safe Kids (TASK)**

The Tahoe Drug-Free Coalition is a group of parents, community leaders and local law enforcement officers dedicated to providing educational resources to the community to prevent youth drug use. As noted in the volunteerism section, Embarc's team integrated into the organization, attending Board meetings over many months to rebrand the organization into Tahoe Alliance for Safe Kids, developing a new identity package and website, and creating communications channels to better target youth and parents during the pandemic. Our team participates in ongoing meetings to keep our finger on the pulse of the community discussion regarding youth drug use prevention and continuously monitor for adverse impacts associated with legal cannabis operations.

"The Advisory Board comprised of local community organizations, including our Drug Free Coalition, holds Embarc accountable to our community, while also advising them on how to distribute their business donations ...I feel strongly that businesses permitted to retail cannabis must conform to the highest standards of ethics and business practices and be willing to work with and support local nonprofits and youth organizations. In Embarc you will find a business that exemplifies those standards and provides meaningful support and engagement with the local community."

**JUDE WOOD, EXECUTIVE DIRECTOR,
BOYS AND GIRLS CLUB OF LAKE TAHOE**

“Embarc has been a steadfast partner in our shared commitment to youth drug prevention and education. From providing the expertise to modernize TASK’s website and branding to funding the expansion of Friday Night Live programming, I appreciate the collaborative approach Embarc takes to community benefits and have full confidence in their operations and leadership.”

PAULA PETERSON, BOARD MEMBER, TAHOE ALLIANCE FOR SAFE KIDS

• **Addressing Food Insecurity: Bread and Broth & Lake Tahoe Community College Equity Food Pantry**

As noted earlier in this section, Embarc’s team supports Bread and Broth’s mission to address food insecurity in South Lake Tahoe through volunteerism and food drives. In this capacity, our team members are able to engage on the frontlines of a pressing community issue. Additionally, college students should be worried about finals, not their next meal. Embarc donates to the Lake Tahoe Community College Equity Food Bank which provides free access to nutritious food for those who meet certain income thresholds.

• **Creating Safe Spaces for Teens: Friday Night Live**

The South Lake Tahoe Unified School District lost funding for Friday Night Live programming a number of years ago, but the community remained committed to the value of this type of programming and safe space for high schoolers in the region. Embarc is providing the investment necessary to re-launch Friday Night Live locally by providing funding for a staff member to oversee the program and creating space for high school aged youth to congregate with their peers in a healthy, nurturing environment. Friday Night Live programming is designed to encourage peer-

oriented programming that is youth driven and youth led, encourage and empower young people as active leaders and community resources and encourage youth to care about each other and the environment.

• **Keeping Teens Safe: Sober Grad Night**

Sober Grad Nights were developed by the California Highway Patrol in the 1980s to address the significant increase in alcohol related injuries and fatalities experienced in the month of June among graduating seniors. Since Sober Grad Night was established, these numbers have reduced dramatically, illustrating the importance of providing a fun alternative to the traditional celebration. Embarc provided funds to support sending the local high school graduating class on an overnight boat trip out on the lake, providing a safe way to celebrate graduation after a tough year for all.

• **Supporting Higher Education: Scholarships to Lake Tahoe Community College**

A number of Embarc Tahoe’s employees identify as LGBTQIA+, a community that can sometimes feel unsupported in the Tahoe region. In recognition of this, Embarc provides financial support to the Lake Tahoe Equity PRIDE Scholarship Fund to support local LGBTQIA+ students in receiving a higher education.

Much like Madera, Tahoe’s Board is focused on preserving the unique quality of life in that community with a prioritization on supporting healthy kids and by extension healthy families as the lifeblood of the community. Our track record demonstrates our ability to meaningfully contribute to advancing those shared goals.

CONCLUSION

Embarc has a demonstrated track record of meeting the unique needs and priorities of each community it serves. As part of that ongoing effort, we have coalesced many of the leading community voices in Madera into a Community Advisory Board tasked with ensuring our local community benefits remain focused on addressing the pressing needs of Madera residents.

Formation of a Board is not something we will undertake if selected to operate; instead, our Board members have been at the table in the development of this proposal. What results is a commitment of significant resources – both financial and human – to ongoing engagement with and betterment of the community we seek to serve, resulting in tangible impacts for Madera.

This plan also briefly highlights other key components of how Embarc will seek to integrate into and ultimately benefit this community.

While not exhaustive, it is intended to illustrate many of the ways in which we believe we can serve as partners in community betterment. It builds on our existing track record from current operations, as well as our team's track record of local and regional philanthropy. Ultimately, it is the embodiment of our belief that true community benefits are not about static partnerships or one-time checks, they are the result of bringing the right voices to the table and providing them with significant ongoing resources to address pressing local needs.



“As a member of law enforcement and long-term member of this community, I am not supportive of cannabis. But with the City’s decision to legalize adult use, I am committed to doing my part as a community leader to ensure that retail cannabis is done right. Throughout this process, several cannabis companies approached me offering to support my work but in none of those conversations did a cannabis operator discuss their work to support youth or their proven track record in delivering youth education and drug prevention in other communities. until I met Embarc. I believe our City leaders must select operators that will set the bar for what community-centric cannabis operations in Madera can achieve, and I believe I have found that partner in Embarc.”

Dan Foss
Founder, O.L.I.V.E. Charitable Organization

SHRYNE MADERA, LLC
(dba: Stiiizy)

Section G: Community Benefits and Investments Plan

Giving back and investing in our local communities is an essential part of who we are as a company. Shryne Group has a tremendous track record of providing community benefits in all of the cities that we operate in. More importantly, we have fulfilled every commitment we have made. In 2021 alone, we've donated over \$1,000,000 to various non-profits such as the Boys and Girls Club, Food Share, Imperial Valley Food Bank, Community Action North Bay, Self-Care Lab, Corona Settlement House, Food Bank of Contra Costa County, Family Justice Center, Monument Crisis Center, San Gabriel Valley Conservation Corps, Shelter Inc., Southern California Service Corps, United Playaz, and veterans' organizations such as Battle Brothers and Vet Hunters. Shryne Group's community efforts were recently honored by the CLIO Awards for excellence in public service.

In Madera, we will continue our history of contributing to every city in which we have a presence through monetary contributions and volunteerism as described below.

Shryne Group Foundation - \$75,000

Shryne Group reviewed the City of Madera's Consolidated Plan, interviewed local residents and businesses, and solicited feedback from key stakeholders about the needs of the community and how they envision Shryne Group contributing to the community as a neighbor. Based on feedback we received about community needs, we have determined that housing, domestic violence, workforce development and child development are some of the most pressing needs of Madera where we believe Shryne can contribute towards.

To address these needs and other needs that come up, Stiiizy Madera will create a Shryne Group Community Benefits Foundation and contribute \$75,000 annually towards this fund which will be earmarked towards donations directly to the City of Madera and to non-profit organizations. This Foundation will be driven by an Advisory Board comprised of local community leaders. The Advisory Board will initially be focused on identifying projects and non-profit organizations which are in need of funds towards improving housing, domestic violence, workforce development and child development. The Advisory Board will meet once a quarter to identify such causes and organizations and will disburse the funds at least once a quarter. The \$75,000 fund will be replenished annually.

Local Organizations Commitments

In addition to our \$75,000 annual contribution to the Shryne Group Foundation, we have also identified 2 Madera non-profit organizations which we will contribute to directly every year which will help us make the biggest impact towards improving housing, domestic violence, workforce development and child development in Madera.

UNITED WAY OF FRESNO AND MADERA COUNTIES (UWFM)



**United Way Fresno
and Madera Counties**

United Way of Fresno and Madera Counties (UWFM) is a local branch of an established non-profit that operates in Madera, working closely with government, non-profit agencies, and the community to improve the health, education, and financial stability of every person. United Way spearheads critical services in Madera such as Madera Rising, which is a comprehensive approach to financial stability that advances all aspects of prosperity - from career and employment counseling, home ownership, financial planning, and expanding social capital to broader networks. We have previously donated to United Way of Ventura County as well as United Way of Merced County and want to continue our relationship with the Fresno and Madera Counties branch. We have been in communication with Executive Director, Lindsay Fox, and VP of Impact, Coreen Campos, who advised us about the most important issues in Madera. We have donated \$2,500 initially and have pledged to donate \$7,500 annually to address these priority issues if we are selected to operate in the City of Madera.

COMMUNITY ACTION PARTNERSHIP OF MADERA COUNTY (CAPMC)



Community Action Partnership of Madera County (CAPMC) is a non-profit founded in 1965 to improve the social well-being and economic capacity of low to moderate-income individuals and families, as well as providing opportunities to achieve economic independence in Madera. CAPMC was created by the Madera County Board of Supervisors and has direct engagement with the community and its leaders on how to effectively service Madera's most important issues. As Madera County's anti-poverty agency, CAPMC serves low income residents annually through its broad spectrum of programs and resources such as crisis intervention, shelter, and child development services. We have been in communications with Executive Director, Mattie Mendez, who advised us about the most important issues in Madera as well as the challenges the agency faces. We have donated \$2,500 initially and have pledged to donate \$7,500 annually to address these priority issues if we are selected to operate in the City of Madera.

Volunteerism

Shryne Group has always been actively involved in supporting difference-makers and promoting social justice within our communities. In 2021, Shryne Group introduced our first-ever, employee volunteer group: Joint Efforts. Through Joint Efforts all employees are invited to volunteer together at various events identified and sponsored by Shryne Group at least twice a month.

Stiiizy Madera will continue the Joint Efforts program in Madera. Employees will be able to utilize their 16 hours of paid time-off for volunteerism to support initiatives from homeless shelters, street clean up efforts, and local food drives. Upon licensure, the Joint Efforts program in Madera will immediately begin to identify causes and organizations we can volunteer with.

Our employees will also volunteer monthly with our partner organizations the United Way of Fresno and Madera Counties and Community Action Partnership of Madera County and other organizations which the employees are passionate about. In addition to the bi-monthly planned events hosted by Stiiizy Madera, our employees will also have the opportunity to volunteer individually or in smaller groups on an ad-hoc basis with the prior approval of the managers. Our organization has strong relationships with veteran organizations and homeless organizations, and our Madera employees will continue this tradition of assisting these groups. See below photos of our Thanksgiving Food Drive and our food drop off to veterans during National Food Bank Day.



Our goal is to provide at least 200 hours of volunteer hours annually in the City of Madera.

Product Promotion Proceeds

In addition to direct contributions, contributions through the Shryne Group Community Benefits, and volunteerism, Stiiizy Madera will also collaborate with Madera's homelessness and veterans' organizations to allocate a percentage of our promotional proceeds to these organizations and raise public awareness of their issues. All profits from our BLESSED BY STIIIZY brand sold at Stiiizy Madera will be contributed towards homelessness and veteran's causes and organizations. We undertake this program at every one of our stores and contributed over \$300,000 in proceeds from BLESSED BY STIIIZY proceeds in 2021.



BLESSED BY LIIT: STIIIZY'S NEW CHARITABLE MODEL TO CONTINUE GIVING BACK DURING COVID-19 CRISIS

12/10/20

STIIIZY gives back to the community in a big way with BLESSED by LIIT.

[Read More](#)



STIIIZY x STIIIZYNATION COLLABORATION FOR BREAST CANCER AWARENESS MONTH

10/11/20

STIIIZY partners up with known brand page and Latino-owned business for Breast Cancer Awareness Month 2020.

[Read More](#)



STIIIZY x WEED FOR WARRIORS x BLACKLIST: AN EXCLUSIVE BATTERY COLLABORATION

10/30/20

STIIIZY collaborates with Weed for Warriors and The Blacklist KYZ to bring an exclusive, limited-edition Black Battery.

[Read More](#)

Compassionate Care

Stiiizy Madera will partner with the Weed for Warriors Project to donate medical cannabis to the Madera veteran community. We have a history of working with the Weed for Warriors Project and greatly respect the social justice work they do and look forward to partnering with them in Madera.

Medical cannabis is widely and positively regarded in the veteran community as a way to alleviate symptoms of pain and PTSD without the undesirable side effects that prescription opioids and anxiolytics can cause. These prescription medications have the potential to be not only addictive, but also life threatening in some cases, so it is understandable that many veterans opt for a more holistic and natural approach to addressing complications, disabilities, and other ailments that may have resulted from their time in service.

This treatment option, although natural, still presents a financial hurdle to some medical card holding military veterans. The system that was intended to help and support our soldiers find relief from physical and mental conditions is sorely lacking and allows vets to fall through the cracks. Under current laws and policies, veterans only have access to FDA-approved pharmaceuticals through the Department of Veterans Affairs, which does not include medical cannabis.

Stiiizy is a proud veteran-led company, and we salute all those who have served and are currently serving. We understand that these troops risked their lives to fight for our country, but they are not getting the support that they deserve back home which is why it is so vital to demonstrate our support and listen to their concerns.



Youth Drug Prevention Education

In addition to the informational sessions we will hold regarding the science and safe use of cannabis, we hope to educate the public and especially families on the dangers of drug abuse. The Shryne Group is actively in the process of developing a Youth Drug Prevention Education program that we will implement throughout our retail locations, including in Madera. Preventing access of drugs to youths and educating the public on drug abuse and youth prevention is one of our main priorities as a legal cannabis operator. We will continue to do our part to educate the public in Madera with these types of initiatives.

We recently partnered with the leading Spanish language magazine in California, Para Todos¹⁸, for us to provide monthly educational articles on cannabis for their Spanish language readers. The topics covered in our monthly articles include preventing youth access, health and science of cannabis, dosing and other topics which can educate the Spanish speaking community in Madera and other cities in California on the risks of youth use of cannabis and drug addiction.

PARA TODOS

25 ANIVERSARIO

PARA TODOS RA TODOS LEA LA VERSIÓN DIGITAL ¡GRATIS!

*Lo último
Dr. Gedissman
Dra. Ana Nogales
Editorial
Entretenimiento
Horóscopo
María Marín
Moda y Belleza
Persona Notable
Salud y Nutrición
Sorteos














PARA TODOS RA TODOS LEA LA VERSIÓN DIGITAL ¡GRATIS!

Vicente Sarmiento nos pide que confiemos y disfrutemos del agua potable en nuestro condado

Sarmiento, abogado y miembro del Consejo de la ciudad de Santa Ana nos





We also regularly distribute educational materials at our stores on safe dosing, preventing abuse and addiction and youth drug use prevention such as the materials below.

WHAT'S YOUR M.E.D.?

A person's response to cannabis can vary due to things like their age, genetics, food intake, and prior exposure. A person's minimum effective dose (M.E.D.) may be a couple puffs from a cannabis flower pre-roll or several long inhalations from a vaporizer pen. To discover what your M.E.D. is, consider these steps:

- **Start with a small dose:** For example, half of a low dose gummy or 1-2 quick puffs from a cannabis pre-roll or vaporizer.
- **Give your body some time to react:** The effect of cannabis smoke or vapor can be felt almost immediately upon proper inhalation, while edibles (cannabis that is ingested as food) can take up to 30 minutes or even longer to feel.
- **Repeat incremental dose or note final dose:** After some time, if you find yourself not feeling any effect, continue to adjust your microdose level.

If you feel just right, just chill and enjoy. If you feel overwhelmed or "too high", the following ideas have shown to help with tolerating the effect:

Stay hydrated, avoid alcohol - Move yourself to a relaxing location where you can decompress and relax - Lay down but don't close your eyes if you feel dizzy - Ask someone to keep you company to take your mind off the high - Perform breathing exercises - Get some sleep

If you are experiencing a medical emergency, please call 911 or seek immediate medical assistance.

TAKE A TOLERANCE BREAK

Moderation is important with any substance, and everyone should use cannabis in a safe manner. After prolonged cannabis use, you may find yourself not feeling the same level of effects. Using cannabis safely can often include taking a "tolerance break". A tolerance break is when a person abstains from cannabis use to clear one's body of cannabinoids like THC and establish good habits and boundaries with using cannabis in a safe and healthy manner. Taking a break may allow for the reverse of tolerance buildup and allow for a consistently positive experience when using cannabis in moderation. Not taking a break can lead to negative effects of overconsumption due to having a higher tolerance level.

If you choose to take a tolerance break, stay healthy with these simple ideas while you learn the right dose to help create balance for your mind and body:

Stay hydrated - Eat healthy Pick up a hobby - Stay active (workout, pick up a sport, go on a hike, etc.)

SHRYNE GROUP INC.

Scholarships and Workforce Development

SCHOLARSHIPS

Stiiizy Madera will grant up to two scholarships for low income citizens of Madera every two years. The scholarships will pay for at least two years of coursework at Madera Community College. The scholarship recipients will also have the option of working part-time at Shryne Group's own retail, manufacturing, or cultivation operations as part of our apprenticeship program so that he or she can receive hands on experience and training in the cannabis industry to supplement their formal education. Stiiizy Madera and Shryne Group look forward to implementing this program in Madera.

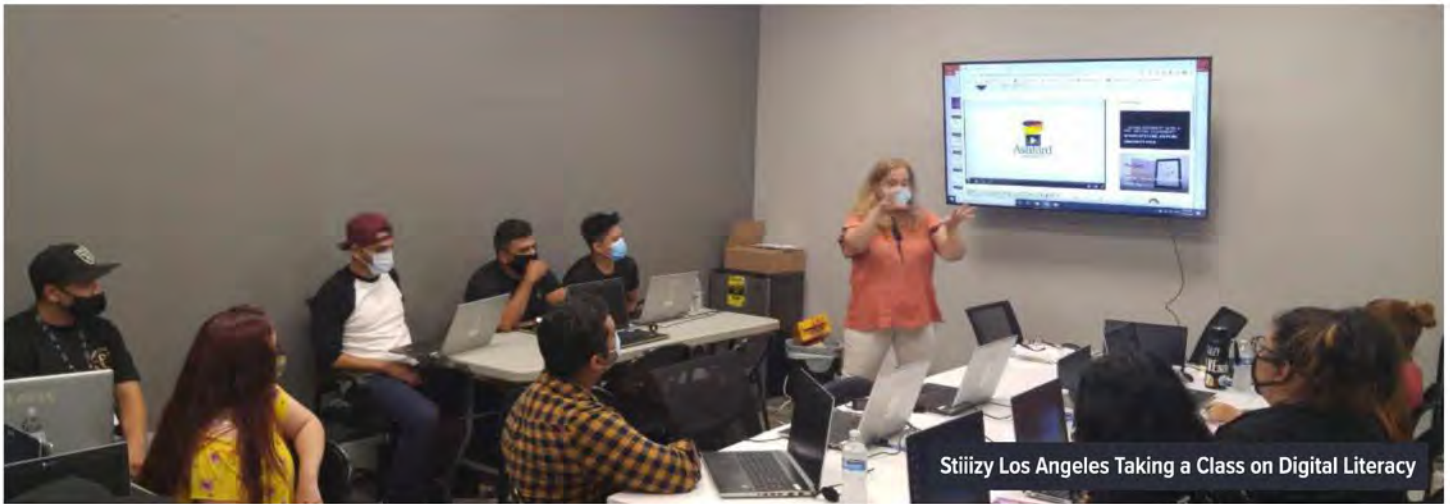
WORKFORCE DEVELOPMENT

Shryne Group will provide workforce development courses led by college instructors for our Madera employees at no cost. We will compensate our employees for their participation in the program and they will also receive college credits for completing these courses. The classes will be held every two to three weeks at the Madera facility or via Zoom and will be free of charge to the employees. Employees who were initially scheduled to work during the classes will be paid to attend. One set of courses typically contain 8-10 classes, with subjects including, but not limited to:

- Microsoft Suite (Word, Excel, PowerPoint);
- Supply chain logistics and basic accounting;
- Team facilitation, effective followership, and conflict resolution strategies;
- Effective customer service and active listening; and
- Leadership strategies, task-oriented skills, and effective performance feedback.

Upon completion of a course, the employee will receive 1-3 college units which can be transferred to any 2 or 4-year college.

We believe that providing educational opportunities and opportunities to receive free college credit to our employees will help them attain the goal of thriving regardless of background or income level.



Letters from Local Non-Profit Partners

See below Letters from our Madera partners, United Way of Fresno and Madera Counties and Community Action Partnership of Madera County.



United Way Fresno and Madera Counties

City of Madera
Attention: Mayor Garcia
205 West Fourth Street
Madera, California 93637

Dear Mayor and City Council,

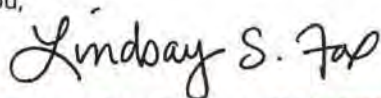
On behalf of United Way of Fresno and Madera Counties, we would like to express our support for the Shryne Group to operate a retail business in the City of Madera.

We are very impressed with the business practices of Shryne Group as well as its robust community benefits program. Shryne Group has an extensive track record for operating safe and compliant retail stores and being an excellent neighbor. Shryne Group has made safety a top priority, positively impacting communities with security procedures such as on site 24-hour security personnel and high coverage security cameras. These measures make communities safer and cleaner.

Moreover, the Shryne Group values its employees. As a partner with the UFCW, Shryne Group intends to bring high-quality jobs to Madera; meaning paying their employees a livable wage; offering full benefits; and much more. Shryne Group also provides employees opportunities to advance their careers with workforce development classes available online and in-person through Los Angeles Trade Tech College. At United Way Fresno and Madera Counties, we envision a world where working families can prosper and thrive, where things like race or ethnicity have no bearing on an individual's access to education, wealth creation, or well-being. United Way is uniquely positioned to tackle complex social issues and we plan to achieve this by addressing the racial wealth gap that has been harming our communities of color for far too long. United Way spearheads critical services in Madera such as Madera Rising, which is a comprehensive approach to financial stability that advances all aspects of prosperity - from career and employment counseling, home ownership, financial planning, and expanding social capital to broader networks. Although it is hard to capture the full reach and breadth of the work, it is critical to note in Madera that investment by socially responsive businesses, like Shryne Group, supports community transformation.

Through both annual donations per store to the United Way for core work and through ongoing investment in community organizations through the United Way, multiple community-based organizations and programs in Madera will receive critical funding in core areas thanks to the help of Shryne Group. These Core areas include, but are not limited to housing, food, workforce development, and any other core focus allowing Shryne Group's corporate social responsibility to be leveraged for the highest impact in Madera. United Way will work to match and leverage this investment to advance prosperity in Madera. Partnerships with community focused businesses such as the Shryne Group are important to our success. With their support, United Way can continue to serve those in need within the community with the goal of improving their quality of life. United Way of Fresno and Madera Counties welcomes the Shryne Group to the community, and we look forward to growing our partnership through their continued support of our important work.

Thank you,



Lindsay S. Far

4949 E. Kings Canyon Rd., Fresno, CA 93727 | 559.244.5710 | www.uwfm.org



June 13, 2022

Shryne Group Inc.
728 E Commercial St. Fl 2
Los Angeles, CA 90012

Dear Shryne Group Inc.,

On behalf of the Community Action Partnership of Madera County's (CAPMC) Board of Directors and staff, thank you for the generous contribution of \$2,500, dated May 26, 2022, towards CAPMC's services that support domestic violence and housing programs.

The current pandemic has caused a surge in domestic violence, both in frequency and severity. Your support will help us provide emergency food, shelter, and services to victims in this time of increased need.

We strive to improve our community by providing members the necessary resources to achieve independence to live free from violence. Again, a big thank you from all of us at CAPMC for the donation.

Sincerely,

Mattie Mendez
Executive Director

Tax ID #: 94-1612823 – No goods or services were provided in exchange for this contribution. The full amount stated above is tax deductible. Please retain this letter as verification of the above donation

1225 Gill Avenue • Madera, CA 93637 • www.maderacap.org

Administration / Community Services (559) 673-9173 • Fax (559) 673-3223
Child Care Alternative Payment and Resource & Referral Program (559) 661-0779 • Fax (559) 661-0764
Head Start Child Development Services (559) 673-0012 • Fax (559) 661-8459
Fresno Migrant Head Start • 4610 W. Jacquelyn Ave • Fresno, CA 93722 • (559) 277-8641 • Fax (559) 277-2640
Victim Services Center • 812 W. Yosemite Avenue, Suite 101 • Madera, CA 93637 • (559) 661-1000 / (800) 355-8989 • Fax (559) 661-8389

HAVEN MADERA, LLC



**SECTION
G**

**COMMUNITY BENEFITS
AND INVESTMENTS
PLAN**

SECTION G: COMMUNITY BENEFITS AND INVESTMENTS PLAN

INTRODUCTION

For many months, Haven has followed along with the City of Madera as the City has progressed in developing and launching a legal cannabis retail program. Each step of the way, the City has maintained its focus on inviting only those cannabis businesses that are committed to improving the City of Madera, with a focus on protecting the youth. With the City's interest in mind, Haven has shaped and molded our business plan to meet the City's goals. Through our Community Benefits and Investments Plan, and many other aspects of our Business Plan (See Section A), Haven focuses on funding the work of local non-profits, community-based organizations, civic organizations and social service organizations. But our efforts do not stop at simply writing a check. Haven also includes opportunities for volunteerism, charitable giving through in-kind donation drives and sparking the local economy through B2B Partnerships and local hiring.

In developing this plan for the City, we looked at past plans created and identified aspects of those plans that made the largest impact when implemented. To create a meaningful plan for Madera, we:

- Conducted in-depth research on the demographic makeup of Madera;
- Identified non-profit organizations most in need;
- Reviewed the profile of each City Council member in an effort to align charitable interests; and
- Spoke with local residents to gather their ideas and views associated with areas of need.

As a cannabis dispensary operator, entering any community has public perception challenges. There are often lingering fear and safety concerns stemming from a period of unregulated-market cannabis trade. Our goal is to be the best community partner possible and present our brand as safe, friendly and deeply engaged in the local community. Haven's deep commitment to the community is also apparent in our locally focused Labor, Equity, Diversity & Inclusion Plan as shown in Section B.

As Haven moves through the application process, we encourage community members to reach out to our interim Community Relations Contact/Representative, Johnnie Hernandez. Johnnie, Haven's owner and CEO, is available to answer any questions about Haven operations and commitment to the community. He can be reached at info@myhavenstores.com.

OUR COMMITMENT

Haven is committed to giving 2% of Gross Revenues to fund this Community Benefits and Investments Plan. Based on our projections outlined in the Pro Forma included in Section A, this equates to the following:

| YEAR 1 | YEAR 2 | YEAR 3 |
|----------|-----------|-----------|
| \$27,567 | \$194,760 | \$298,269 |

It goes without saying, but a lot of good can be done with these funds! In addition, Haven will hire 100% of our employees (including all management positions) from within the local community.

COMMUNITY APPROACH

Haven's approach to the communities we serve has five facets:

1. **Respect** – We must politely introduce ourselves.
2. **Honesty** – Our word is our bond. Trust is a process. Honesty is key.
3. **Understanding** – Our approach must fit the community. Listening is golden.
4. **Values** – Our core values must overlap with the values of those we serve.
5. **Unity** – Through our financial and service gifts, we show we're part of the community.

This plan will evolve based on feedback from the City and the community. Haven looks forward to proving that we're good neighbors through a heart-felt collaboration.

CITY OF MADERA AS A PARTNER

Haven is ready to partner with the City of Madera. While Haven is capable of developing and implementing a Community Benefits and Investment Plan completely developed in-house, the most impactful plans are those that take into account actual needs communicated by local residents and the City. Haven intends to review this plan with the City, meeting with each individual City Council member to gain their perspective.

Additionally, Haven intends to develop a Citizens Panel as discussed in Section F and described in more detail here. Our Citizens Panel will include individuals representing a cross-section of the community, including members of non-profit organizations, civic groups, and City staff. Typically, we aim to include persons from the following cross-sections of the community:

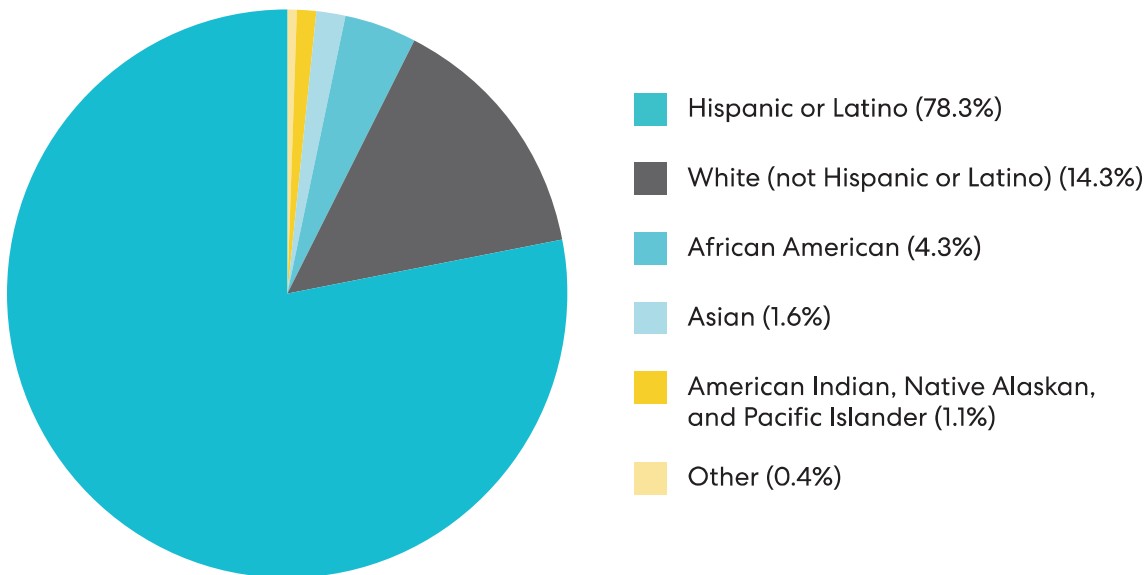
- Employee of the Chamber of Commerce (1)
- Director of Non-Profit Agency (2)
- Member of the School Board (1)
- Planning Department Staff Member (1)
- Member of Local Law Enforcement (1)
- Member of the Local Medical Community (1)
- Senior Citizen or Advocate for Senior (1)
- Veteran or Representative of a Veteran Organization (1)
- Citizens at Large (3)

Haven welcomes community involvement in the drafting phase in order to finalize a plan built in the City's image.

UNDERSTANDING THE COMMUNITY MAKEUP

Haven has conducted statistical research to understand the demographics of Madera and determine where to focus our funds to best meet the needs of the community.

Madera is a diverse community with a population of 66,224. Multiple ethnicities are represented within the population, with the majority of residents identifying as Hispanic or Latino (78.3%), and others identifying as White (not Hispanic or Latino) (14.3%), African American (4.3%), Asian (1.6%), and American Indian, Native Alaskan, and Pacific Islander (1.1%) and several others (0.4%).



Of the 17,598 households in Madera, 61.4% speak a language other than English at home. The median household income is \$49,335 which is below the national and state averages. The median age of residents is 28.6. The university graduation rate is low at 10%, below the national average, and this aligns with a lower than average rate of high school graduation at 59.5%. Approximately 26.1% of the population lives under the poverty line. Madera's homeless population is approximately 345 individuals. There are 1,515 veterans living in Madera.

Based on the data compiled, and the Madera County Community Health Needs Assessment, Haven has identified the following areas as those deemed most important to the Madera community:

- Youth Education and Higher-Education
- Community Access to Health Care
- Substance Abuse Prevention
- English & Spanish Programming
- Housing and Homelessness
- Nutrition and Food Access
- Providing for Veterans
- Providing for Seniors
- Economic Development
- Environmental Protection
- City Improvements

PLAN IMPLEMENTATION

Haven's plan implementation includes providing resources in the following areas:

- Provide Meaningful Employment Opportunities
- Contribute Volunteer Hours
- Conduct Community Outreach
- Operate Donation Drives
- Donate Funds to Local Nonprofits
- Support City Programs and City Improvements
- Environmental and Sustainability Practices



PROVIDE MEANINGFUL EMPLOYMENT OPPORTUNITIES

Haven is dedicated to hiring 100% local residents for the staffing of the Madera dispensary, including management positions. Haven understands that operating successfully and hiring locally stimulates the local economy and contributes positively to economic development. Haven has developed a robust Labor, Equity, Diversity and Inclusion Plan. The plan paves the way for Haven to partner with several local non-profits, whose focus is on providing employment opportunities to those most in need. Additionally, Haven provides a comprehensive Employee Training and Continuing Education Program to each employee, to ensure that customers are not misguided, and cannabis is not misused. Please see Section B for a full description of Haven's Labor, Equity, Diversity and Inclusion Plan, including local hiring techniques.

CONTRIBUTE VOLUNTEER HOURS

Haven encourages employees to give of themselves through volunteer work. Haven offers all employees paid time off, in order to volunteer with a local organization of their choosing. As you can see from the Community Calendar provided below, we have identified a number of volunteer opportunities for staff participation.

Community Calendar

Through careful consideration, we have drafted a sample community calendar filled with opportunities for Haven and our staff to give back to the community. Each month is focused on a different cause and includes "lecture series," "giving goals" and volunteer opportunities. This calendar is only a representation of what we hope to accomplish in the City, so we are open and willing to make adjustments as our Citizens' Panel sees fit.

JANUARY

Madera Senior Services Division

Monthly Focus

Supporting Seniors

Lecture Series

Cannabis Uses for Seniors

Community Participation

Volunteer at Frank Bergon Senior Center

Giving Goal

Volunteer at Frank Bergon Senior Center

APRIL

American Cancer Society

Monthly Focus

Health and Wellness

Lecture Series

Developing an Exercise Routine

Community Participation

Relay for Life of Heart of California

Giving Goal

Donate to and Volunteer at Event

JULY

Madera Special Needs Sports & Recreation (MSNR)

Monthly Focus

Disability Awareness, Advocacy, and Inclusion

Lecture Series

Acceptance and Diversity

Community Participation

Madera Special Needs Sports & Recreation (MSNR) Annual Superhero Dance

Giving Goal

Sponsor and Attend Dance

OCTOBER

Latinas Unidas

Monthly Focus

Empowering Women

Lecture Series

Women in Business

Community Participation

Fiesta in the Park

Giving Goal

Sponsor and Attend Fiesta in the Park

FEBRUARY

Friends of Madera Animal Shelter

Monthly Focus

Shelter and Rescue Pets

Lecture Series

Therapeutic Value of Pets

Community Participation

Pet Supply Drive

Giving Goal

Donate to and Host Pet Supply Drive for Friends of Madera Animal Shelter

MAY

Greater Madera Kiwanis Club

Monthly Focus

Community Involvement

Lecture Series

Volunteerism and its Impact

Community Participation

Greater Madera Kiwanis Annual Mother's Day Run

Giving Goal

Sponsor and Participate in Run

AUGUST

Madera County Food Bank

Monthly Focus

Food Insecurity

Lecture Series

Healthy Eating on a Budget

Community Participation

Madera Food Bank Annual Sponsorship Dinner

Giving Goal

Sponsor and Attend Dinner

NOVEMBER

Madera Chamber of Commerce

Monthly Focus

Supporting Local Businesses

Lecture Series

Careers in Cannabis

Community Participation

Pomegranate, Fruit & Nut Festival

Giving Goal

Sponsor and Attend Festival

MARCH

City of Madera Parks & Community Services

Monthly Focus

Youth Empowerment & Leadership

Lecture Series

Youth Education & Use Prevention

Community Participation

Eggstravaganza

Giving Goal

Sponsor and Attend Event

JUNE

Ronald McDonald House of the Central Valley

Monthly Focus

Ending Homelessness

Lecture Series

Sustainable Housing Developments

Community Participation

Adopt a Room

Giving Goal

Adopt a Room

SEPTEMBER

Madera Downtown Association

Monthly Focus

Local Heritage

Lecture Series

History of Madera

Community Participation

Old Timer's Day Parade and Celebrate Booths in the Park

Giving Goal

Sponsor and Participate in the Parade

DECEMBER

Madera Evening Lions Club

Monthly Focus

Community Pride

Lecture Series

Diversity Community Panel

Community Participation

Madera Downtown Christmas Light Parade

Giving Goal

Sponsor and Donate to Toy Drive

Example Volunteer Opportunities

Senior Centers

Aside from employee-led volunteer hours, Haven organizes storewide service projects, to give back to the community while providing a team building activity. Haven is a proud supporter of Senior Centers statewide and commits to organizing volunteer hours with a local Senior Center. We have identified the Frank Bergon Senior Center as a potential location to volunteer. We know that not all seniors in Madera have access to health care, so we'll also provide seniors in the local community with a public lecture series focused on how cannabis can help seniors with health issues as alternative treatment for chronic illness, as well as a senior discount on our products.

Relay for Life of Heart of California

Cannabis has a long history of medicinal use helping cancer patients during treatment and on the road to recovery. Haven will honor this history and continue to raise money for cancer research through volunteer participation in Madera's Relay for Life. All proceeds from the event will benefit the American Cancer Society and its work to find a cure and better patient outcomes.

CONDUCT COMMUNITY OUTREACH

Haven believes that community outreach is accomplished in a variety of ways. Attending community events, sponsoring community events, and hosting community events are all forms of effective community outreach.

Lecture Series

Haven intends to offer outreach on-site at our retail store. Through carefully curated topics, Haven will utilize the assistance of local organizations to present important issues to interested members of the community. For example, as you can see from our Community Calendar, Haven will partner with Madera Food Bank to host a Healthy Eating on a Budget lecture series for the community. Other topics can include healthcare, volunteerism, etc. All series will include Spanish translation when requested.

Opening our facility to others to present valuable information (be that resume writing tips, treatment options or medical cannabis uses) furthers our mission of providing outreach to the community. Haven is extremely interested in the City's input on lecture series topics most needed in the community.

OPERATE DONATION DRIVES

With the large homeless population in the City of Madera, there is no doubt that local families struggle with nutrition and food insecurity. To combat this very serious problem, Haven will conduct two semi-annual canned food drives at our storefront location. Guests, staff members and community members at large may bring canned food items to Haven, and Haven will collect and deliver all of the non-perishable donations to Madera County Food Bank and The Salvation Army Family Service Center of Madera. Teaming up with these two well-known organizations will provide an opportunity for Haven to reach more community members in need.

While Haven is committed to providing employment opportunities within, Haven also would like to assist in providing opportunities to individuals who seek employment in other industries aside from cannabis. To achieve this goal, Haven will host an annual clothing drive geared at collecting professional work attire from within the community. Once collected, Haven will donate the items to the Salvation Army Family Service Center of Madera and Madera Rescue Mission. If these organizations are not in need of professional clothing for their clients, Haven will seek recommendations on other noteworthy organizations in need.

COVID-19 Drive Efforts

As COVID-19 very quickly swept through the nation, Haven looked for opportunities to ease the stress felt by many families. In Long Beach, food pantries quickly became inundated. As a means to support those in need and reduce some of the pressure felt by local food pantries, Haven hosted a food drive of its own. COVID-19 Kits, including non-perishable foods, critical supplies, and antibacterial products were made available at no cost to local citizens in need. Haven's collection efforts exceeded those individuals originally identified as recipients, and Long Beach City Council member Stacy Mungo teamed with Haven to distribute the remaining kits to individuals and families the Council had previously identified as being in need.

DONATE FUNDS TO LOCAL NONPROFITS, CIVIC ORGANIZATIONS & SOCIAL SERVICE ORGANIZATIONS

Community Action Partnership of Madera County (CAPMC)

Community Action Partnership of Madera County ("CAPMC") is a nonprofit organization striving to end poverty in the Madera County area through empowering and improving the social well-being and economic capacity of "at-risk" and invisible populations. CAPMC provides a wide variety of services to low-income Madera County residents, including crisis intervention, child development resources, financial assistance, shelter, transportation, and volunteer opportunities.

Victim Services Center and Martha Diaz Shelter

Domestic violence is a pattern of psychological, emotional, and/or sexual abuse that occurs between intimate partners. Domestic violence is a serious problem - according to the National Intimate Partner and Sexual Violence Survey ("NIPSVS") conducted by the CDC, 34.9 % of California women and 31.1% of California men experience intimate partner physical violence, intimate partner sexual violence and/or intimate partner stalking in their lifetimes. Unfortunately, many victims of domestic violence in California do not have access to necessary resources. According to the National Network to End Domestic Violence, in a single day in 2019, while 81% of California domestic violence shelters served 5,644 adults and children, 1,236 requests for services went unmet due to lack of resources.

CAPMC's Victim Services Center ("VSC"), located in the City of Madera, serves Madera County residents affected by domestic violence through several programs, including a 24-hour crisis hotline, counseling, victim and witness assistance, and services for victims of rape and sexual assault. As part of its services for victims of domestic violence, CAPMC runs the Martha Diaz Shelter, a free shelter for battered adults and children seeking shelter from an abusive relationship, located in an undisclosed location, protected by policy patrols. Martha Diaz Shelter provides a safe place for domestic violence victims to stay for up to 30 days, as well as emergency food and clothing.



Haven owner Michael Simonian organized and volunteered at Haven's COVID-19 essentials drive.

Among CAPMC's many programs, Haven is particularly interested in contributing financially to the VSC and Martha Diaz Shelter. The VSC Volunteer Program supports the VSC's work by staffing the 24-hour Crisis Hotline, answering crisis calls, accompanying victims to court, working on special projects, and providing community education. Haven believes we can support CAPMC's Victim Services Center through contribution of volunteer hours.

Ronald McDonald House Charities of the Central Valley

Families with hospitalized children may often need to commute long distances to be with their children as they receive treatment. This can create added unnecessary stress on the family due to the constant commute and the financial strain of hotel fees and other travel-related expenses. The Ronald McDonald House Charities of the Central Valley ("RMHCC") provides families of hospitalized children a comfortable, calm, and nurturing place to maintain a family bond during a difficult time. Families with children receiving treatment and care from the Valley Children's Hospital can stay at the Ronald McDonald House located adjacent to the hospital, in the City of Madera. Family members may either stay multiple nights or utilize the Day Room Service, which provides wait-listed families the ability to rest, shower, and enjoy a home-cooked meal. The Meals from the Heart program offers families the opportunity to eat a warm, home-cooked meal after a long day enduring the stressful hospital environment. In 2020, RMHCC served 70 children, but 219 families were turned away due to lack of space.

Haven believes that RMHCC is the perfect partner to support families and hospitalized children in the Madera area. We will support RMHCC through a financial contribution. Haven will "Adopt a Room," meaning exclusively sponsor a room at the Ronald McDonald House in Madera. The Adopt a Room sponsorship provides families with children hospitalized at Valley Children's Hospital with a private room and bathroom closeby to their child, food and beverages, kitchen and laundry access, internet, and entertainment for siblings.

Madera Special Needs Sports and Recreation (MSNR)

According to a 2015 report by the National Institute on Disability, Independent Living, and Rehabilitation Research, 13.1% of Madera County residents live with a disability. The Madera Special Needs Sports and Recreation ("MSNR"), in partnership with the City of Madera, provides indoor and outdoor sports and recreational experiences for individuals with disabilities. MSNR creates unique opportunities that allow children with special needs to engage in sports or recreational programs in a no-judgment, supportive environment. Programs offered by MSNR include MMA, CrossFit, soccer, baseball, basketball, and an annual fundraising event, the Superhero Dance.

Haven looks forward to supporting MSNR's work with Madera's disabled community. We will support MSNR through a monetary contribution, including sponsorship of the annual Superhero Dance.

SUPPORT CITY PROGRAMS AND CITY IMPROVEMENTS

Funding for Enforcement Against Illegal Cannabis Operations

Haven is a full supporter of decreasing the number of illegal cannabis operations operating in the Madera County area. The only way for legal cannabis business owners to be successful, and to ensure that only safe and tested cannabis is distributed to guests, is by only allowing regulated dispensaries to operate. Haven will contribute funds and provide support to these efforts spearheaded by the City.

Identifying City Improvements

Haven also conducted research to identify improvements that would benefit the City as a whole. The Madera County Community Health Needs Assessment lists multiple areas of need. Haven is the perfect partner to assist the City of Madera in achieving these goals, and brings to the City experience of successfully negotiating Community Benefit Agreements and Development Agreements and implementing Community Benefits Plans.

Public Safety

The legalization of cannabis has raised many issues where public safety is concerned. Communities fear that cannabis products will end up in the hands of children. Haven heavily focuses on prevention. From advanced security measures, to utilizing proper and legal packaging, to developing business practices geared to appeal only to adults, Haven pushes the importance of public safety in each of our business decisions. Haven will rely on the City to provide information as to their specific needs in increasing public safety, and eagerly seeks to partner with the City in our efforts. As a means of doing our part to prevent cannabis from reaching the hands of children, we will implement a Youth Education and Use Prevention Plan, which is included in Section F.3.D. of this application.

ENVIRONMENTAL AND SUSTAINABILITY PRACTICES

Protecting Our Environment

Surrounded by agricultural land, in the heart of California's Central Valley, which is the most productive agricultural region in the nation and world, Madera's unique geographic landscape is a reminder of the importance of performing business in harmony with nature. Haven's primary objectives are conservation of natural resources and the reduction of our carbon footprint within the City of Madera, Madera County, and the State of California, preserving the local community.

The City is conscious of new businesses and the impact new businesses have on the environment, the surrounding communities, conservation, development and use of natural resources, and the open space areas that are important for residents' views and recreation. Haven will fully implement recycling practices company wide along with promoting the message to our guests to encourage sustainability. Haven is committed to looking for new and innovative ideas to reduce our carbon footprint and to operate in a way that protects our environment and addresses community concerns.

Environmental Impact on the City

Pursuant to the current California cannabis regulations, all cannabis businesses are required to conduct a California Environmental Quality and Safety report as part of The California Environmental Quality Act ("CEQA"). Alongside the State's stance on protecting the environment, Madera has outlined goals, strategies, and actions to reduce local community greenhouse gas ("GHG") emissions in its 2015 Climate Action Plan ("CAP"). While Haven implements sustainability measures at all our locations, we have tailored our business practices to adhere to the following objectives outlined in the CAP:

- Energy Efficiency and Conservation in Existing Buildings;
- On-Site Small Scale Renewable Energy;
- Bicycle and Pedestrian Environment;
- Low Carbon Fuel Vehicles;
- Water Conservation;
- Solid Waste Reduction and Recycling; and
- Trees and Vegetation.

Haven will work with the City and follow the strategies outlined in the CAP. We will align our business model and best practices to implement a “green” approach to operating our company successfully.

GENERAL “GREEN” BUSINESS PROCEDURES

In designing our business and site plans for Madera, we followed the City’s stated objectives and strategies in the CAP, the CoolCalifornia small business toolkit, and the CALGreen Building Code. Our building design, while artistic, is crafted to utilize natural resources to save energy and reduce waste, as detailed further below. Haven will renovate our building to include more energy efficient lighting, solar roofing, and plumbing for water reuse. We will work with the City to conduct a business energy assessment and devise a highly energy efficient building. Haven will explore the use of energy efficient upgrades to the existing building.

Haven will implement the following General Business Procedures to protect the environment, reduce our carbon footprint, and help meet Madera’s CAP goals.

Energy Efficiency and Conservation in Existing Buildings

Use of Safe & Efficient Building Materials

We will enhance our building’s exterior with Hanson eco-friendly concrete and natural stone. We will source eco-friendly materials for our interior to the fullest extent possible, using ceramic floor tiles and fixtures made of sustainable materials, such as recycled glass and plastic and reclaimed wood.

Use of Energy Efficient Lighting and Equipment

Haven will work with local utility providers to find the most efficient means of providing electricity to our facility. All light bulbs in our facility will be energy efficient LED lights and we will utilize daylighting to reduce energy use. Equipment (such as computers, refrigerators, kitchen related equipment, registers, POS equipment) will all include the most current energy efficient technology. Haven will install automatic bathroom lighting, faucets, and hand dryers. All office space will have automatic energy efficient lighting.

Climate Control System

Climate control systems account for a large percentage of the total energy consumed in a cannabis business. In designing our climate control system, we will consult with a mechanical engineer to devise the most energy efficient system possible taking into account 1) indoor air quality; 2) odor control; 3) energy consumption; 4) greenhouse gas emissions; 5) regulatory compliance; and 6) climate. Should carbon emissions be a concern, Haven will employ additional procedures to offset any carbon emission.

Efficient Heating and Cooling

Haven will use a closed room environment to minimize our electricity costs. A closed room environment does not exchange air with the outside of the building and limits the electricity associated with the cooling of external air. In addition to the cost and energy-savings, closed room environments present the added benefit of decreased odor presence surrounding the premises. We will regularly maintain Haven’s climate control and HVAC systems to ensure continuously efficient operations and to reduce energy consumption and energy costs. Maintenance will include periodic efficiency checks, filter replacements, and evaluations of system upgrades. Haven’s facility will be sufficiently insulated to reduce heating or cooling losses. We will also install an energy-efficient or tankless water heater and insulate the first three feet of heated water exiting the water heater.

Management Systems and Energy Audits

Our facility managers will consider installing a Building Management System (BMS) or Energy Management System (EMS). The U.S. Department of Energy has developed a suite of Specification and Procurement Support Materials to help managers identify the right fit for their facility. Haven will utilize Xcel's Energy Analysis Program to identify financial incentive programs and to perform a comprehensive energy audit or engineering assistance study (EAS). For example, we can install sub-meters, such as e-mon and Power TakeOff, inside the building to collect power usage data.

Air Purification, Noise, and Odor Reduction

Haven's air purification system consists of a series of plenums, arranged side by side, covering the entire ceiling. The plenums will provide air changes at the rate of one room volume every 5 minutes. Not only will the registers take in the air at an astounding rate, but the noise of the equipment will be greatly reduced due to their large size.

On-Site Small Scale Renewable Energy

Use of Solar Power

Haven will work with local solar companies to install solar photovoltaic systems on the building to provide us with renewable, efficient, 100% green energy.

Transportation and Land Use Measures

Alternative Transportation Program

Haven will assist Madera's transportation centers and local ride-share businesses. We will partner with ride-share companies to drop off and pick up guests at our business. Our parking lot will have designated spaces where ride-share vehicles can park while waiting for guests to finish at the dispensary. This will assist in minimizing traffic flow inside and out of the business. We will work to install alternative fuel vehicle parking and charging stations at our facility. Additionally, we will offer bike parking and scooter parking for employees and guests that use those modes of transportation.

Team Member Reward Program

We will offer rewards to team members who engage in environmentally friendly behaviors. For example, if team members carpool, ride a bicycle, or take public transportation to work, they will accrue points to be redeemed for prizes. Team members can also acquire points for recycling, using energy efficient practices, and suggesting practices that are later implemented by the company.

Water Conservation

Protecting natural resources is integral to Madera, which has experienced worsening drought. We appreciate how water issues are closely tied to the quality of life and economic vitality of the Madera Community. We'll do our part to be good stewards of the environment including participating in recycling education efforts to increase sustainability in the community.

"Green" Growing Practices

Haven will source its products from growers and manufacturers who follow environmentally friendly business practices, as in our other retail locations. When selecting products, Haven will follow a careful vetting process, reviewing each supplier's processes to ensure they are pesticide free and eco-friendly. For example, Haven will seek out cultivators that utilize the collection of rainwater, living soil, and chemical free pest control.

Water Conservation

Haven's water conservation and reuse efforts include installing and implementing water efficiency upgrades to our building. As part of Haven's building improvements, we will upgrade all landscaping to a water-wise design, utilizing drought resistant greenery and watering techniques. Haven will retrofit our retail location with automatic faucets, set with a timing mechanism to control the flow of water, in all restrooms and break rooms.

Solid Waste Reduction and Recycling

Waste Disposal Plan

Team members will fully comply with all waste disposal regulations outlined in 4 CCR §17223 and Division 30 of the Public Resource Code. Cannabis waste will be disposed of in a secured waste receptacle on our property, which is only accessible to our staff and team members. Cannabis waste will be kept inside the facility only in a secured area. Each type of cannabis waste will be stored in a separate bin: flower, concentrates, edibles, etc. As we do for our other licensed locations, we will contract with GAIACA Cannabis Waste Company to collect and properly dispose of our waste. All waste disposal will be tracked accordingly.

Zero Waste Plan

Haven will reduce waste throughout the facility by recycling and reusing whenever possible. Haven will strive to recycle or compost all waste generated by our business. We plan to achieve a 25% landfill rate upon commencing our business, with a goal of reaching a 0% landfill rate by 2023. We will work with the City to eliminate plastic bags and to utilize local recycling companies to develop economic growth and create jobs. Packaging from inbound materials, waste generated during operations and team member waste will be the main sources of recyclable materials. Haven will place recycling bins in the team member break areas, office areas, and where inventory is sorted to ensure that all recyclable waste is identified and disposed of properly.

Haven will also greatly reduce the amount of landfill generated within the facility by composting waste, helping to produce quality compost that can be used to inoculate soil with microbial life. Team members will make every effort possible to identify recyclable and compostable materials, separate them from other waste, and place them in appropriate containers to be picked up by our recycling service provider. In addition to recycling, Haven team members will reuse everything possible.

Use of Recyclable Materials/ Closed Loop Recycling

In compliance with MMC §6-5.40(G)(4) and Cal. Bus. & Prof. Code §26070.1, all purchased cannabis products will leave Haven in a child-proof opaque package, utilizing the highest percentages of recyclable materials possible. Specifically, Haven will work with Encore Recycling, a company that collects, washes, and recycles the hoop house plastic used in growing cannabis. Haven will coordinate between Encore and its suppliers of compliant child proof packaging to create a Closed Loop Recycling program wherein the very same plastic used in growing cannabis crop is given a second life in packaging the product for Haven's guests.

Packaging Return Incentive Program

Haven will also offer an incentive program to encourage guests to bring back their used packaging to be sent to Encore to be recycled again – truly closing the loop. Each time a guest returns with his/her exit packaging, he/she will receive one stamp on an incentive program card. A full incentive card earns the consumer a discount or credit on a future Haven purchase. To the extent that exit packaging can be sealed and reused for an additional purchase made by the same guest, it will be. Once the exit packaging becomes unusable from repeat use, the guest can return the packaging for a new one and the old packaging will be recycled accordingly.

Trees and Vegetation

Planting of Drought-Tolerant, Low-Maintenance Native Trees and Vegetation

The CAP suggests planting trees and other vegetation in order to absorb and capture GHG from the atmosphere, as well as reduce urban heat island effect.

As stated above under Water Conservation, part of Haven's building improvements, we will upgrade all landscaping to a water-wise design, utilizing native, low maintenance, drought resistant greenery and watering techniques. We will select plants utilizing the City's Approved Tree List when designing our landscaping. In accordance with MMC §6-5.36(A)(16), exterior vegetation will be planted, altered, and maintained in a fashion that precludes its use as a hiding place for persons on the premises.



SUGARPINE 559, INC

Section G: Community Benefits and Investment Plan

Sugarpine 559 is committed to contributing \$150,000.00 annually to the City of Madera General Fund upon receipt of a State Cannabis Permit to operate. Sugarpine 559 is confident that our city officials will know where to best spend the funds to help improve the community, including the revitalization of the downtown area and parks.

Ahmed “Mike” Alamari, owner of Sugarpine 559 Inc. (Sugarpine) has a long history of contributing back to the greater Madera community and youth and Sugarpine will continue this tradition. Sugar pine chose to brand itself with the name because its connection to the community. Mike was born and raised in Madera and understands the needs of the community. Sugar pine will create a police liaison position to continue the legacy of other businesses operated by Mr. Alamari. The community liaison will engage directly with the city and local leaders to further expand support for local law enforcement needs. More importantly, we will reach out directly to the community we serve.

As a Madera High School graduate, U.C. Merced graduate and lifelong Madera resident for 31 years, Mike has committed to continue donating to local charities and causes to benefit Madera’s youth and community-based organizations. For the past two years, Mr. Alamari has contributed \$5,000 to the Ronald McDonald House at Valley Children’s Hospital for its Adopt-A-Room. This allows a family to have a local place to stay similar to a hotel when their child is enduring a stay at Valley Children’s. He has also committed to giving \$25,000 for the new building expenses for the expansion of the new Ronald McDonald House.

Mr. Alamari believes in youth and providing them every opportunity to be successful and to go to college. He has sponsored the Madera Farm Bureau’s scholarship foundation for 5 years now. Three lucky students receive a \$1,000 scholarship based on criteria set by the farm bureau. Mike has plans to continue this tradition well into the future. Mr. Alamari purchased over 750 coats for kids who live in three of the most under-resourced areas of Madera and Fresno. In 2019 he sponsored the Central Unified School Districts Coats for Kids give away. He then decided to bring the project home in 2021 by purchase five hundred coats for elementary school kids in Madera. Mike hopes to continue this tradition as well and team up with other Madera businesses to provide more coats for the program. Mike has also held backpack giveaways prior to the beginning of the school year both in August of 2020 and August of 2021. Over five hundred backpacks were provided to Madera students in 2020 and in 2021, he passed out 250 backpacks to students in Fresno in addition to the five hundred in Madera. Overall, the community is incredibly grateful to have a person like Mr. Alamari constantly giving back to the community. These events will not only continue but grow soon. Pacific Farm management currently operates a community outreach program and has events year-round. We will tap into our current network and expand on the efforts.

Aside from the student-based programs Mike has been a part of, he also has stepped up in the wake of the Coronavirus pandemic. In late March of 2020, the community was experiencing a short supply of bottled water and toilet paper. Mr. Alamari worked effortlessly the weekend on March 21st to secure water and toilet paper. He got a hold of 350 cases of water and 1500 rolls of toilet tissue. He was originally going to sell the products to the public at cost due to other retail markets price gouging. Instead, he published on Facebook that he would provide each family that drove to his shop the following Monday morning with a free case of bottled water and four free rolls of toilet paper. The post was extremely successful, and he was able to pass out the supplies in an hour on March 23rd, 2020.

In April of 2020 during the peak of the first COVID-19 outbreak; Mr. Alamari read that the Madera Community Hospital was severely short of protective supplies. Using his network from his supply business, he took it upon himself to donate to the hospital staff by providing medical gloves, N95 masks, and sanitation/disinfectant supplies. Total value was over \$4,000 at a time when all the hospitals supply chain was exhausted. Mike's donation to the Madera Community Hospital was published on local news media. He then received a request from Community Regional Medical Center in Fresno to purchase supplies if available. Mike responded promptly but providing another pallet of similar goods at no cost to Community Regional Medical in downtown Fresno!

Overall, Mike is an exceptional person and businessperson in his community. He is very philanthropically driven. Mr. Alamari has plans to leverage profits from Sugarpine and inject them directly into the local community. He will do this by providing quarterly grants for recognized non-profits in the Madera area. Mike will also consult with community leaders in finding programs and ways to help the youth community since he is a firm believer in the critical age window of 10-14 dictates a person's future. In addition, we are committed to empowering and cultivating a new generation of student leaders.

Sugarpine not only believes in monetary contributions, but we will also be involved in local efforts. Our employees will share this value and we will count on them to do charity work as well. Thus, our team will help in providing mentorship of local youth and volunteering at local community events such as Memorial Day, Veteran's Day, and Martin Luther King Jr. Day. In addition, we are committed to assisting the City of Madera in beautification projects in Downtown and around our city. Pacific Farm management currently operates a community outreach program and has events year-round. We will tap into our current network and expand on the efforts.

<https://www.maderatribune.com/single-post/pacific-farm-management-hands-out-backpacks>

<https://www.maderatribune.com/single-post/2020/04/02/cal-pacific-helps-out-more-than-300-families>

DSPO-MADERA, LLC
(dba: DISPO)



SECTION G
COMMUNITY BENEFITS AND
INVESTMENTS PLAN
DSPO-MADERA, LLC
Dba DISPO
Madera, CA



DSPO-Madera, LLC's Community Benefit and Investment Mission Statement

We strive to have an organization that successfully capitalizes on enhancing our communities. We believe that with a plan to assist and work with our community we can address systemic barriers embedded within policies, practices, programs, and services that will include all individuals in the cannabis community. Our organization strives to create an inclusive community where our local citizens are working together with us to make the lives of all significantly better. It is our goal to invest in our community to the highest extent possible because without them we would not survive.

SECTION G: COMMUNITY BENEFITS AND INVESTMENTS PLAN

Community Engagement – DSPO-Madera, LLC chose our company name to build a deep-rooted business for the local community. We seek to promote and recognize the Madera community's unique, inclusive, and caring spirit in everything we do, taking a handcrafted and personal approach to our business ventures. The ownership is driven to collaborate with various local organizations to align ourselves with the City Council's priorities in the Vision 2025 Plan, including Housing-Homeless, Transportation, a Vibrant Downtown, and Children/Youth programs. Our efforts will directly aid, participate in, or fund the work of local non-profits, community-based organizations, civic organizations, and social services organizations. We aim to increase health, happiness, and creativity for the hard-working and creative residents of the beautiful vineyard-lined home of Madera City.

THE DOWNTOWN ART PROJECT

We are committed to a vibrant downtown and believe promoting the arts and funding the revitalization and activation of the alleyways behind our location will be a perfect place to start. We are committed to working with Rochelle Noblett and the Downtown Madera Arts (DOMA) to make the area a community gathering place with artworks, including a sculpture garden, lighting, overhead shade, seating, and activities to bring residents downtown and benefit the restaurants and businesses in the surrounding area. With Rochelle's lifelong experience and commitment to Downtown Madera and the arts, we have the benefit of her expertise to guide us in our commitment to making the entire downtown a showcase. With senior tours and block events, the DOMA project will liven the community in Madera and give us a chance to give back while connecting with our community. The renderings below are of an actual space that is in dire need of revitalization in the downtown area. We have already secured the commitment of all of the local businesses within this area to begin the project.



HOUSING-HOMELESS

Madera is known for its high-tech, great climate, and profound sense of community. Right here in our town are residents going through difficult, life-threatening situations and finding themselves without employment or a place to rest their head. We aim to step in and engage the community during this devastation and build a profound sense of togetherness and support. We will play a vital role in helping the community address this tragedy in Madera by partnering with those who know best: the local organizations that are already engaged.

Madera Hope House - Help Lift Someone out of homelessness (<https://www.tpocc.org/hope-house>)

The Madera Hope House is a local organization whose team members are committed to overcoming incredible odds in the face of hopelessness, human suffering, and countless roadblocks as they seek to better the community and lift themselves out of homelessness. They provide homeless and low-income men and women with the resources they need to rebuild their lives by volunteering and using programs to better themselves and join the workforce as it restores hope and opportunities. Volunteer work is correlated with beautifying the city and partnering with local businesses. We commit to partner with this organization and offer funds to help them continue in their efforts.

TRANSPORTATION

Community-based transportation systems have been and continue to be an essential way of offering solutions to communities for many years. The Madera Vision 2025 Plan includes many policies relating to improving bicycle and pedestrian transport to be more convenient, comfortable, and safe. We believe that pedestrian safety is as important as vehicle safety. We also want to educate the community in our outreach training on the many benefits of using walking and biking as a transportation source. Biking lowers the mortality rate by 40%, and walking reduces the mortality rate by 25%. It also promotes colossal health benefits. New research by health economists at the University of East Anglia and the Centre for Diet and Activity Research (CEDAR) show that walking or cycling to work is also better for the community's mental health. Educating the community and offering solutions will help build a safer and healthy community for all. Auto crashes are the number one cause of death in children, and motor vehicles are the number one cause of pollution. We believe investing in this safe mode of transportation would greatly benefit Madera. It would also limit traffic and congestion.

DISPO will work with the city to invest in barrier-protected transport lanes for the community's vital protection. Our team connected with the Senior Transport Coordinator of Madera and completed the process's initial stage of due diligence. Currently, no protective barriers or paths for biking or walking in Madera are deemed safe for non-vehicle transportation. There have been many fatalities and injustices that could have been avoided with the protective barriers in place. The city has prioritized this issue in the Madera Vision 2025 Plan. DISPO will invest in the protective lane barrier, starting with the city's most threatening areas. We seek to build a long-term relationship with many other non-profits and projects that involve transportation, building safety barriers and protective lanes, safe overpasses for pedestrians, building community bicycle racks, and more.

CROW ABATEMENT ASSISTANCE

The City of Madera, in tandem with the Madera Downtown Association and the County of Madera, have an annual crow abatement project. This abatement project utilizes falconry to remove crows that nest in the downtown and peripheral areas of the city. Each year these crows congregate in such large masses that their feces become such a nuisance that the abatement project became a necessity. The project pays for a professional falconry group to release their trained falcons throughout downtown which in turn causes the crows to



abandon their rooftop nesting places. Falcons are a crow's natural enemy so within 2-3 days after the release of the falcons the entire population of crows relocate to the rural outskirts of the city. After about 6 months the crows realize the falcons are gone, and due to the waste left by humans in dumpsters and on the streets the crows return for an easy meal. This return leads to another annual crow abatement through falconry.

The cost of the falconry is \$31,000 and is split equally by the Madera Downtown Association, the City of Madera, and the County of Madera. Being that DISPO will be located in the heart of Downtown Madera, and we will be members of the Madera Downtown Association, we pledge to pay the portion of the crow abatement fee allocated to the Madera Downtown Association each year.

CHILDREN/YOUTH PROGRAMS

The city of Madera, California, has a population of 66,575 residents. A percentage of this population is an important group that will, in the future, work at the local business, own a home and raise a family within the town, and play a vital role in making Madera a vibrant place to live. This group is the children and youth of Madera. The youth are an imperative group of individuals worth investing in as they grow into mature adults and benefit the town. Youth programs help mold important qualities in these early years of life to help them grow toward success.

***John Wells Youth Center** - Providing services with compassion, not judgment. (701 E 5th St, Madera)*

The City of Madera Youth Center offers youth a positive, safe, happy place to become or stay healthy, interact with others in the community, receive mentorship, and provide leadership. The youth center looks to provide the kids with mentorships and resources to empower them to use their voice, choices, education, and leadership to change the community positively. The youth's investment should not be ignored but looked at as an opportunity to influence the city's future entirely. We see this as a crucial aspect of any community's current and future well-being. Our commitment is to partner with the center to help fund and provide opportunities for the youth by giving directly to the center and covering the cost of weekend field trips and yearly basketball leagues.

D.A.R.E Education - Madera County Sherriff's Office

We are committed to educating our community's youth by donating to the Madera Police Department's local D.A.R.E program, where a trained police officer teaches us about the harmful effects that drugs can have within our respective neighborhoods. From a young age, we learned to "Just say no" to drugs in all of their forms. Beyond our adult community educational platform for cannabis as medicine, we will partner with the Madera Police Department to educate youth to "Just say no" to drugs in all forms. We, as a Company, pledged continued support for the education of our local youth. As community advocates, we consider all California children our responsibility to educate to raise them in a morally conscious environment.

Support of Treatment Centers for Addiction - As a Madera community concern, alcohol and substance abuse is a reality for many families who live in the community we will serve. Our Company will pledge donations to healing those local families which suffer from alcohol and substance abuse, notwithstanding the role the cannabis industry might play in either healing or promoting that overall effect. Unfortunately, the residents of Madera can still suffer from the impact of substance abuse. In 2017, 47 Madera County residents died of drug-related causes. The Central Valley Opioid Safety Coalition Health Grant #19-10779 states the statistics and plan for the central valley opioid epidemic and provides multi-pronged strategic approaches to comprehensively address opioid misuse, abuse, and overdose deaths for Fresno, Tulare, Kings, Merced, Mariposa, and Madera. In December of 2017, reported deaths were 67,850, compared to 70,980 in 2019. 70% of these drug overdose deaths involve an opioid. Nearly 450,000 people died from a drug overdose between 1999-2018.

Our Company will provide grateful support to treatment centers that focus on; behavioral health counseling, residential services, outpatient treatment, aftercare planning, and traditional 12-step treatment programs. We will also work with local community organizations to promote healthcare, public education, and awareness.

Social Equity - Equity Business Operational Support & Sales Consulting

At least five hours of total operations and sales consulting will be provided weekly on a first-come, first-served basis to any inquiring equity business owners. We will also prioritize equity product contracts, hire local minority residents, train and engage minority-owned businesses for services, and prioritize all social equity applications to create culture and diverse perspectives within the company and the community. We will diversify the hiring process and hold accountable any bias in our programs, business, and organization.

ADDITIONAL COMMUNITY SUPPORT MEASURES

Madera Core Values - Our Company is committed to cherish the diversity of this community and embody the ideals of respect and inclusion in everything that we do, starting from non-discriminatory hiring practices, payment of truthful living wages to our employees, green power initiatives, in addition to participating directly with local residents, business owners, organizations, and governmental stakeholders. We are committed to up the standard of our community through artistic entrepreneurship. We are excited for the chance to develop a forward-thinking and exquisite new business that grows the Madera community.

(1) Education of the consumer & the community - The organization will engage the local community by creating opportunities for education to teach our local community about the positive benefits, adverse reactions, and proper limitations on cannabis to create a better-informed conversation as a therapeutic alternative.

(2) Customer Education - Our seasoned staff will take ongoing training through mandatory weekly company safety and compliance meetings and earn industry-established certification through Clover Leaf University. We will also enforce strict product labeling standards for our vendors, so customers are on immediate notice of the standard of product they are purchasing and using. We will also hold local classes for community residents to educate them on the effects, potency, quality, and safe use of cannabis products.

(3) Clover Leaf University Workforce Training -- Clover Leaf University is the first cannabis and hemp university approved by the Department of Higher Education's Private Occupational School Board. CLU has educated thousands of government agencies, business owners, and employees with regard to the highest standards of industry compliance, responsible marketing, seed-to-sale tracking, consumer safety, money security, and budtender product safety. We will provide our workforce with an occupational curriculum, supplying an additional layer to the post-secondary educational opportunities in Madera. Our company will fully fund the preparation of the best-trained employees and community patrons in the cannabis industry. We will support programs in local hiring, vocational mentoring, and continuing education through our local dispensary, benefitting both customers and the Madera community as a whole.

(4) Medical Cannabis Education - Our Company will support the local community with a focus on the medical benefits of cannabis. Our employees and seasoned budtenders will acquire licensed medical marijuana training certifications from Clover Leaf University before interacting with customers. Additionally, we will provide our community with dispensary tours to educate the community about cannabis and its positive or potentially harmful effects.

(5) Veteran Community Support - Our Chief Executive has pledged the Company's support of local Veteran organizations, including the local American Legion Post 11, and the VFW Post 1981, which promotes tremendous

veteran assistance within the local community. We will also pledge financial support to the local Trauma and PTSD Treatment Centers to promote and rehabilitate veterans who find it difficult to readjust to life upon returning home after selflessly serving their country on our community's behalf. We will also work with industry veteran associations such as Weed for Warriors to provide services and discount pricing for community veterans.

(6) Local Special Needs Community Support - Our Company Owners are immense proponents of the special needs community in California and abroad. Our governing board has identified Accessible Recreation, a California-based, national 501(c)(3) nonprofit offering to improve the lives of special needs community members by providing youth programs and activities that focus on positive experiences, learning opportunities, and life skill development in a fun, safe, caring environment. As we grow, we will identify the special needs community leaders in Madera and expand our support for many other nonprofits and groups tackling this issue within the community.

(7) Local Enforcement Initiatives - We stand strong in supporting the local law enforcement officers who are charged as the guardians of our community. Our Company will pledge consistent financial support to the Madera Police Department.

(8) Neighborhood Watch Participation and Crisis Hotline - Our Company will attend Neighborhood Watch meetings to understand our Madera community members' concerns better. Our support will promote our residents' safety and reduce any potential burden our business activities could place on the Madera police officers keeping us safe. We will also set up a crisis/complaint hotline to support our community with any adverse situations or feedback.

(9) Local First Responder Support - We are aware of the potential downside the presence of cannabis in a community might place on first responders. As an active community partner, our Company will support the local Madera Fire Department and Police Department by hosting annual events to appreciate their important role in our community. We will also provide annual financial contributions to both Madera organizations to enhance the quality of those departments to show appreciation for everything they do for our neighbors and us.

(10) Impaired Patrons - There may be instances where customers enter the dispensary in a mentally or physically impaired state. It will be the duty of every employee to protect the welfare of everyone at the establishment, including the impaired individual. Security and management will be immediately notified when an individual appears to be impaired. Once the manager on duty has assessed the situation, if required, the manager will either call for transportation for the impaired individual to make it to a safe place or alert the proper authorities in order to maintain a peaceful operation.

(11) Green Cannabis Community Action - The Organization will support the green businesses within California's cannabis culture to minimize the negative impact. Indoor grows equal one percent of electricity usage in the US each year, which comes to about \$6 billion in energy usage annually, according to a 2011 report. Outdoor cultivation leads to deforestation, diverting of water, and destabilization of whole ecosystems. One pound of cannabis equates to about 1.95 metric tons of carbon dioxide or 2,095 pounds of coal burned. So, one pound of cannabis is approximately \$3,000 in gross revenue sales. Our Company will pledge that trees will be planted through reforestation projects through local nonprofits and other California organizations dedicated to reforestation to counteract the environmental effects of the products we sell and preserve California's gorgeous landscape.

(12) Water Conservation - Water use for cannabis plants can be as much as 1 billion liters of water per square mile in a single growing season in a sizeable outdoor activity. A single plant can use up to 6 gallons of water per day during the summer season. Using ebb and flow trays, which recycle the water between adjacent plants, indoor facilities may allow more efficient water use. Our Owners feel that an emphasis on sustainable water conservation practices should become the new standard to minimize the cannabis industry's future impact. Our Company's solution focuses on reducing carbon footprint by minimizing the environmental impact, and carbon footprint cannabis operations

produce. We will establish a preference for vendors with energy efficiency standards, processes, and sustainable practices in place to guarantee less wasteful production of cannabis and its ancillary products.

(13) State Certified Organic - Our company will pursue business alliances with cannabis facilities committed to obtaining and gaining full organic certification once the certification specifications are released.

(14) Neighborhood Security & Improvements - The property is located on a main commercial corridor in Madera. The lot is located in a compliant zone for cannabis businesses, which does not restrict the property from operating a retail dispensary. There are no schools, libraries, or parks within the buffer zone limitation, so the property is compliant under the Act. Additionally, we will take upgraded security measures by employing onsite security guards, as well as off-site security of security surveillance of the surrounding building and the neighbors we share the city block with. We will engage heavily in our Neighborhood Watch programs and provide top-of-the-line security cameras in all areas to help protect any neighboring facilities, businesses, or residents.

(15) Building & Neighborhood Revitalization - The building itself will be redesigned, improved, and highly upgraded from the ground up. With our prime location in the heart of Madera, the Ownership is opting to maintain the building's outside aesthetic, which now includes improved interior and exterior design and functionality.

(16) Nuisance Reduction - As a responsible and curious adult retailer, we will not produce any noise emissions to annoy our fellow companies or create a disturbance within the surrounding community. Any odor that may escape from our inventory storage or showroom floor would be eliminated by adding dual air scrubbers and an air filtration exhaust system.

(17) Community Nonprofits - Our Ownership has a long history of work in the local nonprofit community, specifically minority support groups, community outreach, nonprofit support, chamber and association support, government relations, and various others. Historically, the Owners have taken a community-oriented approach to businesses; they have provided paid volunteer opportunities to throw barbecues for the homeless, and our technology staffers have performed pro bono work on behalf of local schools and governmental institutions. We expect to continue this tradition; offering paid volunteering opportunities to our staff members who contribute time and work to those nonprofits we support and developing marketing partnerships with these organizations by which we can help to provide cash contributions and help them raise funding. We will also support the Multicultural Institute by hiring day laborers for any additional work. <https://mionline.org/>

(18) Community Business Partnerships - As noted before, partnerships with the existing neighborhood and area businesses are fundamental to our Company's success. We will give priority to our local entrepreneurs and expect to utilize the services of local contractors for the construction of our business, to stock locally made cannabis products (or products from locally-owned companies) on our shelves, and to continuously seek out and develop prolific partnerships within the Madera business community.

(19.) Tax Contributions - We aim to raise revenues to generate significant tax revenue for Madera, helping to educate the community by our actions, best practices, and commitments.

(20) Community Events – Participation in and sponsorship of community holiday events and local engagements is a priority for our business and community engagement strategy. Other State and Local Participation - Our company members are active supporters and member participants in the following organizations, which educate and uphold local communities with regards to safe, legal, and responsible cannabis research and access:

Membership Associations and Affiliates

- Madera Chamber of Commerce - <https://maderachamber.com/>
- Clover Leaf University - <http://www.cloverleafuniversity.com>

- California Cannabis Industry Association - <https://thecannabisindustry.org/>
- NORML - <https://norml.org/chapters/>
- Minorities for Medical Marijuana Participation - <https://www.M4mm.com>
- Americans for Safe Access- <http://www.safeaccessnow.org>
- Weed for Warriors Veteran Support - <https://www.wfwproject.org/>

LETTERS OF RECOMMENDATION

**DOWNTOWN BUSINESS AND PROPERTY OWNERS
SUPPORTING DOMA ARTS DISTRICT**



June 17, 2022

Mayor Santos Garcia
Members of City Council
405 West Fourth Street
Madera, CA 93637

Dear Mayor Santos and City Council Members,

We hope that you will agree that a beautified downtown area will be beneficial to all residents and that you will help to make our dream possible by approving permits for two dedicated businesses to operate and contribute to the city's growth and prosperity.

We, the undersigned, are business and property owners in Downtown Madera who support the approval of permits for two special cannabis businesses. Although a number of potential dispensary businesses have either bought or taken limited leases on downtown buildings, only **DSPO Madera and HerbNJoy** are committed to invest in a transformational project that will make Downtown Madera a destination as our city's Art District. The venture that we have discussed with the two businesses and which they enthusiastically support is an Alleyway Revitalization Project. Together, we have developed a plan to convert the T-shaped alleys between South C Street and South D Street, as well as the partial alleyway that runs north from 6th Street for a half block, into public spaces for the arts, sport courts, and cultural events.

We are convinced that DOMA (DOWntown MAdera) will attract new businesses and create a robust mix of shopping, dining, and entertainment. In turn, this will provide the opportunity for jobs in a variety of skills and income levels. In addition to providing funding for the DOMA project, both companies have pledged financial support and volunteer services for the ongoing improvement of the business district.

Some of us are long-time owners and business operators, others are relative newcomers. However, collectively, we share a belief that DOMA can and will be a vibrant area that will attract and inspire our diverse population.

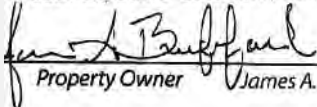
Please allow DSPO and HerbNJoy to make this dream come true by approving their request for permits to operate in Downtown Madera.


Business and Property Owner
Chris Miller, Leiahton's Jewelry


Business and Property Owner Ramiro Sepulveda
Romeo's Furniture


Business Owner Garrett Tarin, Diamond Communications


Business and Property Owner
George Buenrostro, TJ's Bar and Grill


Property Owner James A. "Lex" Bufford


Business and Property Owner
Rochelle M. Noblett, Pete's Sport Shop



P.O. Box 812 - Madera, CA 93639

June 17, 2022

David Nola
DSPO

To Whom It May Concern:

We would like to thank you for attending our meetings and allowing us the opportunity to get to know your company. Learning of your commitments and activities in the communities you currently conduct business allowed us the opportunity to see what your presence could potentially do for our city with an emphasis on our downtown district.

The Madera Downtown Association would like to acknowledge our formal support of your application for a cannabis permit to conduct business in the downtown area.

Thank you for your commitment to Madera Downtown Association and the non-profits in our community. We look forward to partnering with you on future projects, pending approval of your permit.

Best wishes as you move forward in this process.

Respectfully,

A handwritten signature in black ink that reads "Mona Davie". The signature is written in a cursive, flowing style.

Mona Davie, President
Madera Downtown Association

ZEN GARDEN OF MADERA, LLC

G. Community Benefits and Investment

We – and all our competitors – have now introduced our owners, demonstrated our fiscal soundness, committed to industry best practices, commissioned safety and security plans, and shared our plans for integrating into our local neighborhoods. When it comes to our community, our ZGW team has and will continue to invest. We are Local, Experienced, and Caring - caring for our neighborhood, our community, and our customers. ZGW brings a Good Neighbor philosophy to our enterprise.

What Makes a Good Neighbor?

ZGW is committed to being a good neighbor – but what makes a good neighbor? To us, it means generating a net positive impact on our community and neighborhoods. We aim to create authentic relationships grounded in the principles of friendship and cooperation for mutual benefit. To that end, here are the values that we of ZGW stand by:

- We keep the interests of the entire community at heart, not just our own.
- We stay connected and engage with the community based on current needs and emergencies.
- We are open and approachable to neighboring businesses and residents and will quickly and fairly resolve any issues.
- We operate in a peaceful, calm, and unobtrusive manner.
- We show respect to all, in the way we run our business, design our facilities, and maintain our property.
- We offer help whenever we can.
- We LOVE our neighbors and share these values with our employees and Customers.

We ARE Madera!

We live here, we raise our families here, we operate our businesses here. We share this City with over 100,000 other folks, and we see every day how we are all interconnected – in ways we know and ways we may not always see. It is our heartfelt commitment to make our City better, in part by being better ourselves. By operating businesses that care for our City – creating local, living wage jobs; bringing entertainment to enrich our quality of life; stimulating our economy through hiring local professionals and service providers; giving of ourselves and our profits to raise others up; and, through our dispensary, providing safe quality access to our citizens who choose to consume cannabis.

LOCAL. EXPERIENCED. CARING.

Why Local Matters.

We are already your neighbors. We live where we work, where we play, where we grow our families.



Giving to Madera is in our DNA. As individuals, as families, as businesses, we always have and always will contribute time and resources to our community, our neighborhood, and our home.

We keep our dollars here. We hire local people we know can not only get the job done but can learn and grow from their experience at ZGW. We infuse money into our local economy by hiring local laborers, professional service providers, and tradesfolk.

We're in it for the long haul. We take care of our staff with living wages, ongoing education, benefits, and a positive work environment.

Why Experience Matters.

Cannabis is a relatively "new" industry, where quality hands-on experience is at a premium and not often easy to come by. Our leadership team checks all those boxes. It has the right people, with the right experience, a demonstrated commitment to enhancing Madera through a positive community works in socially important areas. Owner Barbara Perkins has dedicated herself to advocating for children in Foster Care, and is a CASA Child Advocate, Owner Corey Travis is a strong supporter of Stanford Sierra Youth Solutions, an organization dedicated to assisted children who have been displaced from homes.

This real world experience of advocating for change, and taking action, is a key component of ZGW Madera's leadership, and will continue to drive the company's ongoing philanthropic activities.

Why Caring and Compassion Matters.

As longtime Madera residents and business operators, the owners of ZGW have seen incontrovertible evidence that the heart of a business translates to better, and even more profitable, business. Mirroring the interconnectedness of our families, friends, and colleagues, all businesses in a neighborhood are connected. Each has the opportunity to raise or lower the overall bar.

The owners of ZGW are proud of their demonstrated commitment to the betterment of our local community through charitable giving, volunteering, and collaborating. So while some might disagree, we know that caring is not just a nice word, a "soft" benefit. When we bring compassion to our work, to our customer interaction, to our neighborhood engagement, all are enhanced. When compassion guides our decisions, all benefit. When compassion is the measure by which we gauge our performance, we are guided to make the "right" decisions. Building a relationship with our community – and our shared customer base – through caring and generosity ensures that the whole is made more sound, stronger, more vibrant, and more sustainable.

ZGW Community Investment: Past and Present

We are proud of our Community Benefits Plan, laid out in Section F.4, below. We think it offers a broad array of options for our management and staff to engage for the mutual benefit of our community. But at the end of the day – or the application – it’s just a plan, right? In our case, it’s a continuation of our community service work.

To see what kind of neighbor we WILL be, take a look at what kind of neighbor we’ve ALREADY BEEN.

We’re really, really good at events and promotions! Our owners have regularly used those skills to hold annual holiday and special need drives and fundraisers, generating sizeable contributions to local organizations like the Annual Gardenland Toy Drive.



Our team was a key sponsor and participant of “The Great Sac Give Back” a community centered program designed to give back to the immediately surrounding community on a District by District basis



In the early days of the COVID-19 pandemic, PPE (Personal Protective Equipment) items were often in short supply in Madera. ZGW partnered with Nathaniel Awbrey of Shield and Seal, to produce hundreds of high-quality face coverings, which were then donated to local businesses and essential workers to assist in the control of the spread of COVID-19.



Sacramento, the City of Trees, identified that lower income neighborhoods suffer from lack of tree canopy coverage, increasing temperatures, and decreasing property values. The ZGW team came out in full force to plant donated trees in these communities, and teach residents about proper tree care.

ZGW has also organized, funded, and sponsored a number of park cleanups in the immediate district. Often there is no budget for this kind of cleanup with City resources spread thin, additionally, these lack of cleanup resources compound by discouraging residents in these areas from using parks and recreational facilities nearby. ZGW has organized their renowned rain or shine cleanup for 5 years. In the wake of a rainy year when many community cleanups were regularly cancelled, ZGW got news coverage for handing out ponchos and rain gear to stay on mission. It went viral and reminded folks there is no excuse to skip on improving your community.



ZGW Community Investment: Into the Future

ZGW's mission is to leverage our success for the betterment of all within our community. As we move forward, we will model these values, instill them into our team, and continue to support activities, entities, and programs in our chosen areas of shared interest and need: disenfranchised youth, environmental restoration, and food and housing security. ZGW has identified several means by which we, as an entity, as an ownership group, as employees, and as a "family" can offer our support: whether that be time, significant funding, or collaboration.

Funding for Immediate Needs

Through ZGW, our ownership team looks forward to extending their existing community contributions. In her role as Community Liaison, Barbara Perkins will be responsible for the day-to-day management of ZGW's community outreach program, including the operational budget, performance tracking, and

employee engagement. Barbara's current deep involvement in local affairs makes her uniquely qualified to have a dramatic positive impact on our community with additional resources from ZGW. *In addition, ZGW will pledge to donate one percent (1.0%) of our gross receipts* back into the community. Through an endowment fund managed by Mrs. Perkins, we will be able to direct disbursements to organizations, programs, and agencies immediately when critical needs arise. Additionally, ZGW shall utilize these funds to assist in fundraising drives to raise money for actions and entities ZGW supports or to respond to unexpected local emergency situations.

Donating our Time and Expertise

Aside from monetary giving, the ZGW business family intends to donate our time. Employees will be reimbursed for one (1) paid day per quarter to volunteer with preferred local organizations with a **team goal of three hundred (300) community service hours per year**. We aim to be the BEST place to work for employees and will empower our staff to choose charities of their choice to support with time and donations and will offer opportunities for ZGW to match certain donations. We will vote as a team annually to determine what charities ZGW will officially sponsor and where we focus our support. ZGW aims not just to be a job for our employees but a community and family where no one wants to leave, as we all share in our desire to give back and improve our local community.

Adopting Areas, Projects, and Programs

The primary focus of our outreach efforts will be on public safety programs that support the health, safety, and welfare of neighboring residents. Our selected areas of concentration are: (1) Disenfranchised Youth, (2) Environmental Restoration, and (3) Housing and Food Security.

1. Disenfranchised Youth. ZGW understands the need to protect children, especially those that may be at most risk due to economic, social, or familial reasons. We plan to work with the Madera Unified School District and Madera County Public Health department to support programs and initiatives aimed at diversion and youth education. As one example, we will propose to their board that ZGW 'adopt' (provide financial support and volunteer assistance for) Parks and Recreational open spaces, located near our proposed Facility. The small neighborhood parks will provide children with superior alternatives for recreation; our efforts would include maintaining and improving playgrounds to support outdoor activities, providing funds for increasing opportunities for family gatherings, and providing financial support for parental education programs.

We are developing various educational programs to be offered at an alternative community site in the area. These programs will serve as prevention and youth diversion programs and we will contribute literature and educational support focusing on teaching parents how to properly use and store cannabis products and to ensure that such products are not accessible to minors. Equally important, we will work

to educate parents on how to speak to their children about drug use and to recognize signs of use to proactively help divert children from drug use. Program goals are to assist families in providing youth diversion programs and education to ensure that legal cannabis is only utilized by adults over the age of twenty-one (21) or those under direct medical supervision. With education playing such a large role in preventing addiction, we have devoted space within the retail floor for adult educational programs. Periodic seminars will be held on topics related to responsible consumption and “Cannabis 101” by manufacturers presenting their products and explaining the palliative benefits and uses.

2. Environmental Restoration – Madera prides itself on its parks events, and community involvement. Many such areas need to be protected and/or restored to ensure the community can continue to enjoy their use. We have two primary projects planned as of this writing:

ZGW will seek to adopt a park and/or major traffic corridors in the community to support the maintenance and restoration of family play areas, and walking or driving pathways and their surrounding areas, in pursuit of conserving and enhancing Madera’s beautiful community and environment.

On a broader scale, we will explore ways to work with select local entities to adopt and fund portions of their operating budgets, such as an annual commitment to their organizations. All of these targeted efforts will contribute to an increase in safe and welcoming recreational spaces for the community to enjoy and will serve to increase public safety.

3. Housing & Food Security – ZGW understands the concept of a community and wants to work to help those that are most vulnerable and susceptible to drug abuse, in particular our homeless population. ZGW plans to support heating and cooling centers, including “pop-ups” in the community to help those at-risk members of our community during extreme weather conditions. Furthermore, we will seek to work to financially support the Community Action Partnership of Madera to provide alternative living situations to those that might otherwise be subject to harsh weather conditions which create illnesses and other dangers. We will work in community gardens programs to support food availability, with a specific focus on Olive Street, and Gateway Drive neighborhoods. We will also combat food insecurity through joint projects with existing entities like the Madera Rescue Mission, and Modera County Food Bank.

Seasonal Food and Clothing Drives

Fires happen. Jobs are lost. Illness or injury surprises. Budgets run tight and families go wanting. The reality is that needs arise, often unpredictably, sometimes around holidays, more times not. Our “Collection Campaigns” – whether of toys or clothing or food – are a staple of the ZGW team. They are a gift to each of us, every bit as much as they may generate gifts for others. The child with an unexpected toy on Christmas eve, the donor who shopped for the toy. The man enjoying the warmth of a “new” coat, and the donor who purged a closet. The householder putting food on their table, and the family who gathered or bought the “fixings.” All benefit. At ZGW, our family will continue to use our Collection Campaigns for the benefit of the families of our community.

Support for Specific Populations.

ZGW plans to launch a variety of discount and incentive programs to meet the needs of various customer subsets.

Discounts. As a reflection of our belief in the palliative benefits of cannabis, we will offer a 10% discount to qualifying seniors, and to US veterans and active military to show our gratitude for their service. Low-cost compassionate care programs will be implemented to ensure low-income and/or indigent customers have safe and ready access to both products and information.

Incentives. In order to minimize wait lines and the use of offsite parking, we will encourage visits during non-peak hours and at varying times of the year, through pricing incentives such as “happy hour” prices or “early bird” offerings, driven by the data gathered by our POS software indicating our least busy hours. Additionally, discounts will be offered on different products on different days to potentially distribute the various types of Customers throughout the week.

Environmental Leadership

ZGW aims to be an environmentally mindful business. In addition to supporting ecologically sound practices outside our Facility— we will use our building, our purchases, and our operating practices to take a leadership role in environmental stewardship. From the design, selection of materials, planned addition of solar panels and EV charging stations, to limiting our carbon footprint by the use of hybrid delivery vehicles, minimal paper use, and pro-active recyclings procedures, we will preserve and conserve our precious natural resources while operating in an aesthetically pleasing sales environment. We will implement waste reduction in our purchasing practices, working with our vendors to reduce the often excessive packaging of cannabis products. We will utilize energy-efficient machinery and strive for zero added waste. Inside or outside, our environmental goals are to ensure that we leave a light footprint and protect proximate areas of urban parks and adjacent native habitat, and in so doing, encourage others to do the same.

Deliver the Benefits of Legal Cannabis Retail

ZGW will bring the benefits of legal cannabis retail to the Madera community.

Safety and Compliance: Our retail and delivery environments will be designed and equipped to meet or exceed the highest standards of security and regulatory compliance. We will only sell approved, lab-tested products that clearly convey ingredients, provenance, and dosage information.

Critical Information: All public-facing employees will attend an approved bud-tender training course to help our customers and patients make informed decisions about their cannabis consumption. Printed educational material will be available in-store and online.

Local jobs and taxes: We work with as many local partners as possible to identify, secure, build out, and advertise our premises. We will create a minimum of 22 local jobs that pay a living wage, and remit all relevant license fees and taxes.

Giving Back: We will devote 1% of gross revenue to local causes. We will be good neighbors who bring customers and vitality to surrounding businesses. We will help our customers grow in their knowledge, and we're ideally positioned to react appropriately to any concerning behavior.

Why ZGW?

We are long-term local residents, choosing to raise our families here, contribute to our local economy through our businesses, are deeply invested and engaged in our community, and are long-term participants in the local music and event scene. We will be:

- BEST for the Madera economy, with a target of 100% local hires and professional service providers.
- BEST for Madera consumers, with decades of cannabis-specific experience and a strong commitment to ongoing education, with respect for the critical need to inform and educate.
- BEST for the Madera community, with ongoing and planned financial, resource, event, and manpower support in the areas of disenfranchised youth, housing and food insecurity, and environmental restoration.
- BEST for the Madera environment, adopting best practices for sustainability, alternative energy, and a goal of zero-waste operations.

Every retail applicant is likely to bring either local focus, sound financials, cannabis-specific experience, or a compassionate motivation to their business. It is unlikely that anyone else will bring them all.

**We can. We will. We already do.
We are ZGW.**

E7 LA, LLC



SECTION 14
COMMUNITY BENEFITS AND INVESTMENTS PLAN

COMMUNITY BENEFITS AND INVESTMENTS PLAN



Cannabis Community Benefits Plan

Element 7 has a strong track record of community involvement – in the last 3 years our company and local owners have conducted the following in California:

1. Element 7 held the largest ever **Expungement Clinic in Fresno** – we partnered with NDICA and the Fresno County Public Defender’s Office (Carmen Romero) to help over 200 people in a single day expunge their records. The event was a huge success and demonstrates Element 7’s commitment to local equity programs that change lives in communities.

A County in California's Central Valley Is Hosting A Clinic To Help People Expunge Drug-Related Criminal Records

"Diversity is the essence that powers innovation," said Praveen Chitko, CEO of Element 7. "It is absolutely critical that the cannabis industry is inclusive of its employees and brings people from all backgrounds, ages, cultures, and genders together so that we can collectively shape the cannabis industry in the best way possible. We hope the other services in our lineup, including Fresno's cannabis industry and legal services, help the average citizen be heard."

2. Element 7 has held **Job Fairs** with NDICA and the State Economic Development Department in Los Angeles to help minorities access employment in the cannabis industry.
3. Element 7 has contributed funding to the **Big Red Church for Food Bank Programs**.



4. Element 7 has **donated funds** to the Firebaugh High School Athletics Team for new uniforms. Element 7 also recently donated to the Firebaugh Police Charity Fund for the July 4th Celebrations and City of Mendota for the same event in Mendota.
5. Element 7 has **partnered with social equity applicants** to submit cannabis permits in Oakland, Los Angeles, Tracy, and San Francisco.
6. Element 7 has **Sponsored** NDICA (National Diversity and Inclusion Cannabis Alliance) and **Latinos 4 Cannabis** Programs in their local communities.
7. Greg Moreno has helped do **voluntary coaching** with the YMCA Basketball Team in nearby Hanford for the last 5 years.
8. Greg is a **Member of the Marine Corps League and Wounded Warriors** since 2001. Greg recently joined the **VFW Program** helping to support fellow disabled veterans.
9. Element 7 has financially partnered, backed, and supported JePahl White and **Green Pastures Premium Cannabis Company** to help that company submit a cannabis application for a license in Fresno. In an industry that is rampant with competition, division, and dissociation, we are proud to be helping a social equity applicant secure cannabis licensing.
10. Element 7 recently sponsored **'Stop the Violence'** park clean-ups, and Thanksgiving Tukey's for homeless people (November 2020).
11. **Kevin Massetti** has actively sponsored little leagues, soccer teams, and other community-based sports and cultural programs in **Madera** for the last 20 years. He is an active member of St. Joachim Church and regularly assists with food bank, youth outreach, and other church-based initiatives in the Madera community.



Element 7 Commitment to Madera

We have been engaging the local community within Madera since 2020 when we learned that Madera was considering cannabis in the community. Outreach efforts included personal visits from Robert DiVito (Founder and CEO) and Greg Moreno (Community Outreach Manager), and a Booklet that each neighboring business received that explained our vision and local plans.

We are committed to Madera and committed to meeting the cities performance timelines. Element 7 intends to fully integrate with the community by actively participating as a community member, providing services for unmet needs, and improving the community where it can. To facilitate this integration, Element 7 brings several other key programs that can positively affect the local community beyond a **\$50,000 annual commitment** that we have made below to a



range of local non-profits. These programs are managed under two (2) core initiatives through Element 7's business model:

1. **E7 Cares:** E7 Cares is our local outreach platform to build community involvement, health, and impact. Governed by a Board of 5 Members to be elected from the community, E7 Cares puts equity into the hands of the community and commits to a number of annual micro-plans annually designed to drive change in the community.
2. **E7 ONE:** The newly formed E7 ONE program is in direct response to a growing need within the cannabis industry to collaborate and work together to create change, justice reform and broader social equity. The spearhead of our social equity plan is the expungement clinics that Element 7 runs in conjunction with the Public Defender's Office and NDICA. We have ONE industry, ONE plant, ONE community, and we are all ONE people. E7 ONE is operated by a board of social justice pioneers appointed by Element 7 annually.

In addition to all other commitments in this application, Element 7 agrees to provide a one-time donation of \$100,000 to the City of Madera on approval of the permit (for General Fund use within the City) and negotiate an additional Public Benefits Tax (1% of Gross Receipts) through a Development Agreement with the City.

Support for Local Non-Profits

The foundation of our community and local efforts is our **Element 7 Cares** program which seeks to do four critical things in each community we operate. Our Mission is to:

1. Integrate as seamlessly and authentically as possible into the local community;
2. Change opinions through education, consistency, and reliability;
3. Get involved with local small businesses, non-profits and other community groups and programs; and
4. Be active in improving the overall local community economically and socially.

Element 7 will be committing **\$50,000 annually** to four (4) local non-profits for the purposes of actively building and creating facilities that contribute towards local community development (3 non-profits have been identified below).

| Organization Focus | Name of Organization |
|--------------------|---|
| Community | Finegold Trust: Non-Profit committed to building communities through change, trust, and hope. Based in Madera, Finegold is a place of learning and development for all ages. Element 7 received a letter of support (attached at rear) from Andrew Carillo. |
| Veterans | American Legion Post 11: Element 7 actively supports the American Legion across California, working with Weed for Warriors and Battle Brothers to reduce opioid use with veterans. Element 7 is eager to expand this partnership to Madera and help veterans through the SB34 Program. |
| Veterans | VFW Post 1981: Element 7 actively works with the VFW in California, a relationship that is managed by Greg Moreno (Community Services Manager at Element 7) who served for 23 years with the Marines. |



| | |
|----------------------|--|
| <p>Sports</p> | <p>Babe Ruth Baseball Madera: Youth baseball development league based in Madera. Element 7 received a letter of support (attached at rear) from Steve Alvanado.</p> |
|----------------------|--|



Community Advisory Board

Our Element 7 Cares program will be headed by a committee that includes 5 of Madera's most influential community leaders. The local community representatives are essential to the governance and accountability of the program and achieving its mission. The local **Community Advisory Board** will oversee all community integration efforts and support Element 7's outreach & service with the local community, the impact of our financial donations, and the community groups that most need our support. Accountability, transparency and integrity can, and should be, maintained and implemented across Element 7 operations, business model and ethos. With the help of the E7 Cares Board - Element 7 will consistently be geared towards earning and safeguarding Public Trust, the health and safety of our patrons and the environment.

Impacting Homelessness

With over 150 homeless people living on the streets of Madera, homelessness is a major social issue in the region, set to get worse as COVID-19 continues to rage through our community. The issue is a complex one and despite many attempts by the private and public sector to resolve the issue, the problems continue. As business owners and operators, despite our intent and goodwill, we cannot claim to truly understand the full extent of the issue or the solutions which is why we have partnered with groups like NDICA (National Diversity and Inclusion Cannabis alliance) and Latinos 4 Cannabis that have a far stronger grasp of the social issues at a grassroots level.

We have appointed Lorenze LaNier as an ambassador and advisor for this aspect of our community support. Lorenze grew up in the heart of Skid Row - as a teen, Lorenze was introduced to the drug business by his mother and received his first felony at 18. Lorenze spent years in and out of jail and lived on the streets. While his mother still lives on Skid Row, Lorenze calls South LA home and is an aspiring entrepreneur and has his own HVAC company.



Lorenze at Skid Row, Los Angeles (center image is Lorenze with his Mother)

Lorenze is part of Element 7's Community Advisory Board and focuses on our approach to homelessness programs and issues across California – interacting with the local non-profits that we partner with in each City to create real and meaningful solutions to problems only people like him truly understand. As Lorenze says, "Don't write us off. A lot of good people



come from bad places...” Element 7 will commit an additional \$5,000 in funds annually to programs in Madera focused on helping with homeless issues. Funds will be directed by Element 7’s Community Advisory Board and Lorenze will be Element 7’s ambassador for ensuring that those funds are being spent in the right places and on programs that create real solutions.

Local Product and Supplier Sourcing Program

Element 7 will source materials, services, equipment, and team members locally, where possible. Local sourcing seeks to promote and support the vibrant local small business economy and community. We are extremely interested in working with local businesses and would look to form a pool of local business engagements across several industries that supply at least 75% of our local building, construction, equipment, repairs and maintenance needs on an ongoing basis. Identified partners include:

| Category | Name of Company |
|---------------------|---|
| General Contractor | MGM Construction, Madera |
| HVAC Specialist | Purl’s Sheet Metal and Air Conditioning, Madera |
| Plumbing | Leedway Plumbing, Madera |
| Electricals | Boyle Electric Shop, Madera |
| Handyman | The Handy Squad, Madera |
| Painters | JMV Painting, Madera |
| Landscaping | Rosenbalm Rockery, Madera |
| Janitorial Services | One Main Janitorial, Madera |
| Staffing Services | Spherion Employment, Madera |
| Vehicle Maintenance | Yosemite Auto Repair, Madera |
| Catering | Players Smoked BBQ, Madera |
| Printing | CAL Valley Printing, Madera |
| Marketing Services | Western Fresh Marketing, Madera |

Local Community Engagement Manager

Element 7 will have a Local Community Engagement Manager (Roseann Jasso) to sit within the business, ensuring that a strong local voice is always present at key decision points within the business, and that programs that Element 7 commits to are funded and executed.

Staff Volunteer Program

Element 7 will ensure that it gives back to the community by requiring all full-time staff to commit at least 10-hours quarterly to a local cause or charity. Annually, each staff member will contribute over 40-hours or more of community service beyond the monetary commitments we deliver. These hours will either be used for hands-on volunteering or providing pro-bono support services in the specialist area of the volunteer - business management, design and creative, logistics, processes, and systems.



Medical Cannabis Discount Programs

Element 7's discount program will give-away and allow for heavily discounted medical cannabis and cannabis goods for sick or low-income medical patients. To enroll in the Element 7 discount program patients will either apply on-line or at the Element 7 facility. The process for enrollment will request the following information from applicants:

1. Medical ID Card and proof of low-income for the last two (2) years (via tax return); or
2. Medical ID Card and proof that patients are receiving state benefits such as welfare, HUD or food stamps.

Participants in the discount program can receive 5 grams of mixed shake or a 20% discount on medical cannabis purchased at Element 7 up to 28g total of THC and 50mg of CBD per month. The discount program is specifically for seniors, retired veterans, HIV and AIDS patients, children diagnosed with autism, epileptics, terminally ill patients and low-income patients. Element 7 will partner with the **American Legion and VFW** to offer medical cannabis, education, and discounts to veterans living in and around Madera.

Element 7 recently supported an event in West Hollywood that served over 75 local Veterans with compliant and free cannabis under the SB34 program. We are committed to supporting similar events in Madera which help veterans access medicine.



Element 7 Partnered with AHHS & Weed for Warriors to get Medicine into Veterans Hands

Craft Cannabis Producers Program

Element 7 has a policy of supporting local and small craft and boutique cannabis farmers and manufacturers. Many of these come from disadvantaged local communities across the State of California. As corporate cannabis operations continue to expand in California, small cannabis growers have begun to develop cooperatives to stay competitive with their large-scale rivals. Co-ops present benefits for smaller marijuana producers:

- By joining forces, these more modest-sized farming operations can offer a steadier supply of cannabis to distributors and retailers.
- Growers can generally market their products more efficiently through a cooperative model.
- Cultivators at the co-op level can share resources, helping to lower operating costs.



We have an active relationship in place with Red Crow Cannabis – a cannabis cultivation company focused on cultivating cannabis on Native American Tribal Land in California. After having conducted their first season in 2017, Red Crow Cannabis are looking to expand their business in 2018 and we call Richard *Tall Bear* Westerman, the founder and CEO for Red Crow Cannabis, a close friend. Through our Head of Security, we have also formed a relationship with a Veterans Cultivation project in Yolo County – White Wolf Farms. This group provides combat veterans with medical cannabis information, support services, and safe access to high quality medicinal cannabis. White Wolf Farms cultivates high-quality organic outdoor cannabis on a 1-acre plot in Yolo County. We are very interested in identifying other local licensed cultivators and manufacturers from the County that we can collaborate with and will actively identify and work with these groups.

Cannabis Criminalization Reform and NDICA Partnership

A founding principle of Element 7 is to see criminal justice reform for non-violent cannabis offenders as public opinion has shifted in its support of reforming federal and state cannabis laws. Element 7 has partnered at a national level with NDICA (National Diversity and Inclusion Cannabis Alliance) to sponsor and host Expungement Clinics, the first of which was held in Fresno, California. We will commit to holding one (1) annual expungement clinic in Madera annually.

In addition to NDICA, Element 7 is a partner of **Latinos 4 Cannabis** and works closely with this wonderful non-profit to create preferred job placements, job fairs, and training programs for cannabis entrepreneurs (refer to attached Letters of Support).

Environmentally Sustainable Business Practices

Element 7 takes its environmental impact seriously and has developed facility build out and designs in a manner that complies with green building practices. Each Element 7 cannabis business facility has been thoughtfully designed, crafted and built to maximize and maintain resource-efficient, high performing, healthy, cost-effective and compliant operations, that considers sustainability its highest priority. Facilities bring forward the best and most impactful emerging technology that provides for almost 100% renewable and sustainable operations. Element 7 believes that community and the environment go hand in hand. Securing a positive outlook and future for every Element 7 community means being a responsible cannabis business operator who takes each community member, local small business and competitor into consideration. Element 7 is at the helm of an emerging cannabis industry that is quickly making its mark on the country and the world.

- Green building certification/Zero-impact workplace facilities
- Purchasing/local sourcing from sustainable vendors
- Working with environmentally conscious distributors
- Low impact / eco-friendly cleaning products
- Sustainable product packaging
- Implementing emerging technology
- Hybrid 'green' e-vehicles used by all delivery drivers
- LEED Certified consultant employed within Element 7 team
- Drought resistant plants used in landscaping plans
- Automatic 'sensor' lights used in bathrooms, office, and hallways

Public Health Outreach and Education

Element 7 will be an active participant in ensuring that local youth receive accurate information on the dangers of substance abuse at an early age so that they are better informed and more capable of decision-making as they develop and mature. To create and implement this program, we will be approaching local education, youth, and law enforcement groups with a view to either providing monetary resources or educational materials to such groups.



Community Engagement Events

The need for cannabis education is more important now than ever, and Element 7 plays an active role in delivering this message into the mainstream consciousness by making credible cannabis education accessible in the communities we serve. Element 7 will proactively engage with Madera and nearby County residents, business owners, and officials to cultivate lasting and mutually beneficial connections, sustained by a discreet but visible neighborhood presence. Element 7 seeks to provide tangible benefits to the local community through educational outreach and partnerships with non-profit organizations, municipal agencies, and neighborhood groups.



Summary

Giving back to the local community isn't something we at Element 7 want to be forced to do to gain a business license - rather, giving back is part of our *business with purpose* core belief and mission. We feel proud that we have the opportunity to use our business to create positive change in the local community, leveraging both our people and bottom-line to do good in a range of areas from supporting non-profits through helping disadvantaged patients, reformed cannabis criminals and local businesses.

The work we have done in California over the last 2 years, hosting the largest ever expungement clinic in the City of Fresno, is testament to our commitment to make an impact in Madera. We will continue this work regardless of our success or otherwise in securing a permit for retail operations in Madera. Our programs are designed to enlighten people on the many benefits of legal marijuana and help eradicate consumers from using the illegal and illicit market which supports criminal activity and gives the cannabis industry a bad name.

With a commitment over \$50,000 annually to our Element 7 Cares programs and Madera Cannabis Community Benefit Program, along with the 40-hours per full-time employee to the local community, Element 7 will be a force for good in Madera. This is in addition to the one-time donation of \$100,000 to the City of Madera on approval of the permit (for General Fund use within the City) and negotiate an additional Public Benefits Tax (1% of Gross Receipts) through a Development Agreement with the City. This is in addition to the 6% Gross Receipts Tax.

We are excited to partner with the city to compliantly bring cannabis to Madera and expand our local footprint in the Central Valley.



June 20, 2022

Mr. Robert DiVito

Element 7 Madera

645 West 9th Street, Unit #110-631

Los Angeles, CA 90015

RE: LETTER OF SUPPORT – COMMUNITY OUTREACH AND SUPPORT

Dear Robert,

Thanks for your time recently to engage and advise us of your upcoming commercial cannabis application in the City of Madera.

We appreciate you taking the time to walk us through your approach to cannabis in the City and the upcoming cannabis application process. Your commitment to hiring local talent and community support initiatives are progressive and sound exactly what the industry and City requires from operators in your industry.

As a non-profit within the City, support from companies such as yours are exactly what organizations like ours need to support the community and achieve our mission and objectives.

We wish you all the very best in the upcoming process and have no hesitation in supporting your business as a good neighbor and friend of Element 7.

Kind regards,

Name: Andrew Carrillo

Title: Director of Development

Organization: Finegold Trust

June 20, 2022

Mr. Robert DiVito
Element 7 Madera
645 West 9th Street, Unit #110-631
Los Angeles, CA 90015

RE: LETTER OF SUPPORT – COMMUNITY OUTREACH AND SUPPORT

Dear Robert,

Thanks for your time recently to engage and advise us of your upcoming commercial cannabis application in the City of Madera.

We appreciate you taking the time to walk us through your approach to cannabis in the City and the upcoming cannabis application process. Your commitment to hiring local talent and community support initiatives are progressive and sound exactly what the industry and City requires from operators in your industry.

As a non-profit within the City, support from companies such as yours are exactly what organizations like ours need to support the community and achieve our mission and objectives.

We wish you all the very best in the upcoming process and have no hesitation in supporting your business as a good neighbor and friend of Element 7.

Kind regards,

Name: *Steve Alvarado*
Title: *Member -*
Organization: *Babe Ruth Baseball Madera*

GFC CENTRAL, LLC
(dba: East of Eden)



Community Outreach

We have worked closely with Nick Salinas and different highly respected local organizations, such as the **Friends of Madera Animal Shelter**, **Olive Charitable organization**, **Madera Food Bank**, and the **Downtown Association**, to develop very specific and actionable plans by which the business will support the work these organizations do to uplift the Madera community. The philanthropic initiatives we will undertake with these organizations are detailed in the application. These plans include robust commitments of financial support and volunteer hours each year.

We pledge to give a **minimum of \$85,000/ year** to Madera to support community organizations

Friends of Madera Animal Shelter

The Friends of Madera Animal Shelter is a non-profit organization dedicated to the care, rehabilitation, and adoption of domestic animals. Staffed by volunteers, FMAS main goals are: (1) remove animals from homeless situations (2) provide medical care and rehabilitation as necessary (3) place animals in secure adoptive homes (4) provide affordable vaccine & spay/ neuter services and (5) provide resources for stray & feral cats. FMAS rescues 2,000 animals annually and is the best avenue to reduce overcrowding and euthanizing in the shelter.



We met with **Becky Koop**, Executive Director of the Friends of Madera Animal Shelter (FMAS), who gave a tour of their facility, which housed about 15 cats/kittens at the time. Giving us a brief history of the organization, she explained how it has been running for 15 years, primarily running on donations and volunteers. This organization suffered a lot during the pandemic and had to discontinue their program of free cat spaying. At the time, they were housing a section of about 8 felines with a contagious disease, which they were treating. Once they receive a pet in their facility, FMAS takes the appropriate steps to find qualified and loving forever homes through their adoption events.

Historically, Madera has had problems with a higher rate of shelter euthanization, and the Voucher Program helped immensely but ran out of funding, so, in effort to keep trying to support animal loving Madera residents, FMAS has aligned with the Madera Animal Shelter to sponsor a SNIP mobile clinic on July 25th and 26th. While the local alternative option, Hope Foundation, is a cheap option for residents, its located about 30 minutes in



the neighboring city Fresno which can make a huge difference to low income pet owners. The event is spay/neuter focused, hosting 2 mobile clinics for 2 days, which is access to 4 vets for medical appointments, spay/neuter services, training e-collars, and pain meds. SNIP has saved hundreds of thousands of unwanted animals from being born and have spayed & neutered over 20,000 dogs and cats since they began, snipping 26-32 animals per clinic. This would be a first time FMAS collaboration with SNIP for Madera residents.

Upon being awarded a Cannabis Business Permit, we will help sponsor fundraisers and will contribute **\$15,000 annually** to The Friends of Madera Animal Shelter. Additionally, we will offer our retail employees paid time off to volunteer at the shelter.

The O.L.I.V.E. Foundation

We met with April Molina, Executive Director at the Safe House, who explained the history of the O.L.I.V.E Charitable Organization. (The acronym stands for Overcoming Limitations through Intervention, Value and Empowerment) Founded in 2015 by Lt. Dan Foss of Madera Police Department and students attending Fresno State University, the O.L.I.V.E. Foundation addresses the gap in resources and agencies for victims of human sex trafficking. Their organization is unique in two ways: (1) they are a sex trafficking non-profit organization that was founded and has direct ties to law enforcement and (2) they have a unique approach as they attempt to empower those whose lives have been stunted in such a devastating way.



It brings a new approach of empowerment to the victims, in that they offer more of a "supportive service" and allow the victims/survivors to succeed in their own decision making. Through education, awareness and outreach, O.L.I.V.E. believes a difference can be made in the lives of the women who have been victimized. They work differently than other organizations; they allow the women to choose their own programs and therapists. If they do not feel comfortable with one they take the time to find them the proper help and guidance. As well the recipients are introduced to different programs and services such as therapists, health providers, or educational classes, to stabilize their inner growth. And while the Olive Foundation started out with a team of law enforcement members and students in Madera, it has now expanded into other locations, such as Sacramento and Los Angeles.

Lt. Foss, Chairman/Founder of the O.L.I.V.E. Foundation, worked hard to open the only safe house in the County that focuses on victims of sex trafficking. Currently, their Madera location is a 4 bedroom dorm house with 1 bathroom, a living room space, and a small kitchen table. And while there is no stove, the women have a 2-burner electric cooktop and manage to bake cookies in a small oven. Currently, there are 3 ladies in the safe house, all which are on different stages of the program.

Upon being awarded a Cannabis Business Permit, we will donate **\$20,000** annually to the O.L.I.V.E. Foundation to help these victims of sex trafficking.

Madera Food Bank

The Madera County Food Bank services the entire city of Madera, Chowchilla, Fairmead and all mountain areas including Raymond, Coarsegold, Oakhurst and North Fork. The Food Bank relies heavily on dedicated volunteers to help prepare boxes and bags for the families and senior citizens of Madera County.





When we met with **Ryan McWherter**, Executive of the Madera Food Bank, and **Michelle Ruiz** who is their Operations Manager, they explained their long time service to the Food Bank; Ryan has been there for 12 years and Michelle for 14. We toured their distribution center and Store, which consisted of a large inventory of items such as canned and boxed foods, vitamins, toiletries and even baby products such as diapers and wipes. This Store Program was designed for churches and individuals to shop and pass on recipes of how to cook with the Store products. As well, the Madera Food Bank has a monthly senior “Brown Bag” Program. and gives food to the Madera Rescue Mission, Sunamite Place, amongst many other organizations.

The Food Bank distributes about 40,000 – 45,000 pounds of food to Madera County every month and currently has 3 semi trucks and 2 vans to conduct all deliveries and pickups. As well as donated contributions, they also receive support and food from Whole Foods and Trader Joes, alongside with many other local big retailers.

COVID-19 greatly affected the organization and the needs of the community went up 25%, but they were only able to get \$1.4 million in grant help. They are still conducting capital campaigns and searching for loans to fulfill their \$800,000 annual budget.

And while things were very well organized, their warehouse was full of equipment, inventory, and a crew of 10 volunteers. Their biggest struggle currently is that they outgrew their current location about 5 years ago, and were able to find a great location to relocate to, which is 3.5 acres and about 20,000 square feet in storage space.

Upon being awarded a Cannabis Business Permit, we will donate **\$20,000** annually to The Madera County Food Bank. We understand that this donation will be used to pay the Food Bank’s rent. Additionally, we will offer our retail employees paid time off to volunteer at the shelter.

The Madera County Courthouse Park: 9/11 Memorial

Madera County took part in a highly competitive selection process and was chosen to receive one of less than a dozen beams available and is creating a space of honor and reverence and to engage and unite the community. The organization received a beam from the World Trade Center. The beam will be placed on a circular memorial in Courthouse Park, with a path leading to the beam and a viewing seat wall surrounding it. A donor plaque will be laid at the entry with a dedication area behind, adorned in glass pebbles with fire fighting insignias with memorial names. Upon being awarded a Cannabis Business Permit, we will donate **\$10,000** annually to the 9/11 Memorial Mural fund for the maintenance and upkeep of the Memorial.



Downtown Association

When we met with **Nick Salinas**, Chief of Staff of the Madera County Board of Supervisors and on the Madera Downtown Association Board of Directors, he walked us through a few projects that we could currently help with.





The Madera Downtown Association was suggested with **Debbi Bray**, the President/CEO of the Madera Chamber of Commerce and the Madera Downtown Association Board of Directors, as our main contact. The Madera Downtown Association supports revitalization of the central downtown area of Madera, such as public displays for holidays, beautification/cleaning efforts, sponsoring increased City parking to increase the business potential serving the people of Madera.

The Downtown Association largely operates off impact fees, which come from parking and limited other contributions from the city. They operate with a \$40,000 annual budget and outside of that budget, they do not have any other revenue.

There are 2 programs that the Downtown Association organizes annually, the Old Timers Parade and the Christmas Parade, as well as maintaining and servicing the Christmas lights in downtown.



Old Timer's Day Parade

After having to cancel last year's parade, the Downtown Association is happy to be organizing this historical event again this year. The parade, which was launched during the Great Depression, is now an 89-year old tradition that we would be happy to be a part of. Upon being awarded a Cannabis Business Permit, we will contribute a total of **\$10,000** annually (2 times the highest donation/sponsorship amount) to the Old Timer's Day Parade.

4th of July Fireworks



The 4th of July fireworks celebration is an annual community event that happens near our store location. While COVID-19 postponed the event for a few years, the Downtown Association has expressed a desire to bring this rallying celebration back to the community. Upon being awarded a Cannabis Business Permit, we will contribute a total of **\$10,000** annually to the 4th of July Fireworks show as we believe this important event helps minimize illegal fireworks in the area.

Partnership with Local Artist

To celebrate opening our store in Madera and in an effort to support the local art community, we have consulted with Patricia Pratt to paint a mural inside our retail store. **Patricia Pratt**, a 3rd generation visual artist from the Central Valley grew up in rural Merced County and continues to reside in the Central Valley. Currently, owns and operates an art gallery and design studio in Downtown Merced, focusing on murals, design, curation and custom products. She also serves as the California Program Director of Urbanists Collective, a Central Valley based non-profit arts organization that promotes career paths for urban artists. This non-profit has painted murals in Madera and recently hosted a group art show at the Madera County Arts Council Circle Gallery. Her personal background and history of the area will help create art that will connect us to our community and residents.

Located opposite of the POS, all of our customers will see this statement upon exiting our store. The cost for this large scale (16' x 8') project has been estimated to start at \$6,500 with a potential to scatter more artwork throughout the store interior.



Mural Design Inspiration

Long Standing Tradition of Giving Back to Our Communities

Our community benefits and investments plan in Madera will build on our history of community involvement in other jurisdictions, such as in Monterey County and Union City. Examples of our proven track record of community outreach are provided below:

Combatting Homelessness

We have donated over
\$1,000,000
and over
500 volunteer hours

We have been a strong supporter of Downtown Streets Team Salinas since 2015. Downtown Streets Team is regarded as one of the most effective organizations working on homelessness issues in California. The group is working to combat the homelessness epidemic in 13 communities across California, including Salinas. Mike is a Member of the organization's Board of Directors and a public champion for the group in the community. Mike works to ensure that Downtown Streets Team Salinas' programming is designed to reach as many local residents in need as possible. Mike also helps the organization tap into more sources of donations in Salinas, further expanding its reach.

Downtown Streets Team offers individuals the option to volunteer to clean the streets in exchange for a path out of homelessness. Those experiencing homelessness volunteer on teams and begin working collaboratively on beautification projects. Team Members who show dedication and leadership skills have the ability to rise up to become Team Leads, then Managers, and supervise others with little or no supervision from staff. In return, Team Members receive a non-cash stipend to help cover their basic needs, while taking advantage of case management and employment services to find housing and a job. The ultimate goal is to transition Team Members into employment.



Our work with Downtown Streets Team over the past several years has helped hundreds of vulnerable individuals in Salinas transition into employment. As a result of the success the program has had locally, it has been adopted in communities across California to combat growing trends towards homelessness.



Reducing Youth Incarceration

We are a longtime supporter of Rancho Cielo Youth Campus, a comprehensive learning and social services center that aims to develop alternatives to incarceration for disconnected youth in Monterey County. The organization was started in 2000 by former Monterey County Superior Court Judge Phillips, who was growing alarmed about the growing epidemic of youth mass incarceration in the local community. Rancho Cielo became the loudest and most persistent voice in favor of developing alternatives to incarceration, especially for local youth.



The organization provides services related to vocational training, mental health counseling, and job readiness. As a result of our support of Rancho Cielo's programming, the organization has been able to serve hundreds of additional youths since 2016. Monterey County officials have recognized the organization for helping reduce rates of youth incarceration in some of its most vulnerable communities.



Our work with Rancho Cielo is important given the legacy of cannabis criminalization in the Salinas Valley, which has disproportionately impacted members of minority communities and limited their access to economic opportunity. In addition to providing financial support, we organize and support Rancho Cielo's public events, in which youth receive public support from friends and family to ensure their continued participation in the program.



Supporting the Local Veteran's Community

The veterans community is an important part of the social fabric in Monterey County. The region has a strong sense of connection to nearby military installations, such as those at the Presidio of Monterey, Fort Hunter Liggett, and Camp Roberts. The annual Monterey County Veteran's Parade is one of the most important civic events of the year and is attended by tens of thousands of people. Local residents beginning their military careers take part in a mass oath of enlistment surrounded by friends and family, a very important ceremony in the community.

We have been a supporter of the Monterey County Veteran's Day Parade for the past five years. In addition to providing financial support, our employees have volunteered at the event each year. This includes our commitment to helping organize and volunteer at the "Seniors' Parade", an event dedicated to celebrating senior citizens in the community that are veterans.



Supporting Agricultural Workers

We are a supporter of the Hebrbron Family Center in East Salinas, which serves residents that are recent migrants to Salinas. Many of these individuals work in the local agricultural industry. The Hebrbron Center

aims to promote the educational advancement of farm workers and their family members working in agriculture. It supports projects designed to promote financial and nutritional well-being and independence in these communities. The Hebrbron Center also has an advocacy arm, focusing on local and state laws that impact agricultural workers and advocating for changes that improve their livelihood and well-being.



We help support Hebrbron Center's programming and its efforts to deliver key services to low-income residents in East Salinas. This includes the organization's citizenship and language classes, its youth literacy programs, and programming to



combat gang recruitment. We sponsor the Annual Spring Celebration at the Hebron Family Center every year and organize the community raffle that serves as a source of the organization's funding. We have also donated equipment and other resources to the organization.

Improving Police-Community Relations

We have been a major sponsor of Salinas' National Night Out each year since 2015. National Night Out is now regarded by the Salinas Police Department as one of the most effective initiatives the City has for promoting trust between law enforcement and local citizens. Our support of this event in East Salinas' local communities has led to more effective police/community partnerships.



We have sponsored the largest local block party in East Salinas, associated with National Night Out each year. We oversee the programming for the event, including the games and contests, discussion of neighborhood public safety issues, the setting of neighborhood goals, planned community beautification efforts and the Neighborhood Watch Program. Our block party draws thousands of community members each year and has led the Police Department, Fire Department, and other key figures in the City to interact with local residents and build stronger relationships.

As in the other cities in which we operate, we plan to be an outstanding partner and an essential part of the social fabric in Madera, including partnerships with the local police department. As shown here we have a letter from the Chief of Police from Union City demonstrating how we are good partners with the police department and local community.





california

POLICE DEPARTMENT

June 15, 2022

Subject: Reference Letter

To Whom it May Concern:

I am writing this reference on behalf of Grupo Flor, which opened a retail establishment at the Union Landing Shopping Center one year ago. Grupo Flor was the first cannabis retail dispensary to be awarded a commercial cannabis permit in Union City. They stood out as a strong applicant from the beginning, due in part to their detailed Neighborhood Plan, Labor and Employment Plan, as well as their responsiveness in discussing all aspects of their business and willingness to answer questions or concerns.

Grupo Flor has been a pleasure to work with throughout the process. Their professional and transparent approach has promoted open communication with local law enforcement. Their team is exceptionally organized and has followed all requests, such as security plans and audits. David Gunter, the Director of Security, has collaborated directly with the police department to ensure that all established security protocols for retail cannabis establishments are met.

It is clear that Grupo Flor is an established company that understands the cannabis industry and is engaged in promoting connections within the communities they are located.

Sincerely,

Jared Rinetti
Chief of Police
Union City Police Department

CITY OF UNION CITY

34009 Alvarado-Niles Rd • Union City • CA • 94587
unioncity.org



JIVA MAE, LLC
(dba: Jiva)

SECTION G. | COMMUNITY BENEFITS & INVESTMENT PLAN

The benefits proposed in the Community Benefits and Investment Plan (“CBIP”) have been developed in response to the City’s strategic priorities, goals, and initiatives as detailed in the City of Madera General Plan (“GMP”), the Vision Madera 2025 Plan (“VMP”) and the Live Well Madera County Community Health Improvement Plan (“CHIP”). It is the intent of the Company and the CBIP to encourage a well-planned city, good jobs and economic opportunities, a strong community and great schools, and a safe, healthy environment as envisioned by the City and detailed in the GMP, VMP and CHIP.

To foster productive relations with the City, the Company will assign a Community Relations Director and Community Liaison who will be available to liaise with city officials and emergency services providers. These individuals will monitor and attend City Council meetings and will be responsible for implementing project changes to the CBIP as to continue supporting the goals of the GMP, VMP and CHIP.

The Community Relations Director and Advisor will serve as the first point of contact for any concerns that may arise and will be available for contact through the Company’s website, email, and phone in case of an emergency. The Community Relations Director, Community Liaison or a company appointed employee will be available 24-hours a day, seven days a week.

THREE PILLARS FOR PHILANTHROPY

The Company is a family of professionals that have banded together to foster social change. The Company, subsequently, is defined by its commitment to community service and engagement as guided by its three pillars of stewardship. These pillars define the Company’s identity, and inform its actions as a member of the community:

- **Foster a Safe, Healthy Environment:** The Company believes that shelter is a fundamental human need. In-line with the Goals HS-1 and HS-2 of the GMP, the Company will support initiatives that: 1) encourage safe and healthy environments for all Maderans, and 2) increase access to healthful food and spaces to be active and exercise. In addition to this, the Company will support initiatives that are in-line with the City’s Regional Ten-Year Plan for Ending Homelessness (“RTYP”). This includes providing support to entities designed to empower existing and future labor, workforce, and affordable housing programs.
- **Protecting Youth and Family Development:** As professional stewards of cannabis, the Company is well-aware of the risk that cannabis poses to children and minors. The Company believes that the best tool in combating underage drug abuse is to provide children with a support network that provides them with a foundation for good decision making, as well as alternative outlets for socialization, stress relief, and self-expression. The Company is committed to protecting and empowering youth and family development services by supporting local non-profit organizations who share in the Company’s values and vision.
- **Support Creativity and the Arts:** The Company believes that creativity is an undervalued staple of healthy communities. While food, shelter and safety are necessary for survival, creative activities and outlets foster social, intellectual, and professional skills to improve the vibrancy of individual community members and community at large. With California’s public arts and music education now in crisis, the community’s dependence upon non-profit and private support for the arts has increased significantly. The Company is committed to helping local educational and non-profit arts organizations overcome the hurdles that the public sector is unable to tackle alone by providing its monetary and volunteer support. In addition, the Company will promote local arts and creative programming both within the store and immediate neighborhood it inhabits.

CORPORATE IDEOLOGY

The Company has identified several ideological strategies to ensure that it will serve the local community and continually act in line with its foundational pillars of stewardship. These ideological strategies include:

Local Engagement: The Company intends to maintain a comprehensive Community Benefits Plan (CBIP) that identifies the specific means through which the Company will support City sponsored initiatives, including long term public/civic partnership projects, short term capital improvement campaigns, and one time and recurring community engagement opportunities and events. The Company shall also designate a Community Relations Director and Community Liaison to be responsible for regularly communicating with the city officials, neighbors, local stakeholders, and emergency services on the Company’s behalf.

Conscious Consumerism: Nonprofits and small businesses enhance the cultural fabric of the community and are the key to conscious consumerism. The Company is committed to supporting conscious consumerism by donating one-percent (1%) of each transaction to a non-profit. Donations will be made via the Beam Impact System or the Company’s Loyalty Donation Points Plan, which allows customers to accumulate points that can be later redeemed in the form of a donation to a select non-profit or charity. To support small

businesses, the Company will additionally retail grab-and-go style meals and snacks, and other non-cannabis goods that have been prepared by other local businesses.

Youth Prevention: Proper education and effective dialog play a critical role in helping the youth as they attempt to reconcile the rising tide of cannabis against existing federal laws. This education can help them understand why it is in their best interest to abstain from cannabis until the legal age and may influence any future decision they may make regarding consumption. The Company aims to protect youth and minors by taking action to ensure that they do not use or experiment with cannabis or cannabis products. But this can only happen if proper educational, counseling and mentorship programs are made available. The Company, therefore, aims to develop a comprehensive outreach program that will prioritize these types of educational, counseling and mentorship programs.

Social Justice: The Company is dedicated to social justice and to mitigating the impact of the “War on Drugs,” which has historically belied a war against immigrants and people of color. The Company aims to partner with cannabis entities such as the Drug Policy Alliance to ensure that it is equipped with the latest, most up to date and accurate cannabis educational materials available. The Company, additionally, will spearhead a joint effort with locally licensed cannabis operators, community leaders, and city officials to create economic opportunities for those who have been impacted by the War on Drugs.

Intersectional Environmentalism: Intersectional Environmentalism identifies the point at which social injustice and environmental affect cross as a means to identify how these in-equalities negatively impact the environment. The Company is committed to this model and constantly challenges itself to identify how it can: 1) Mitigate damage to the environment by combatting acts of social injustice, 2) Source sustainable and locally produced goods from businesses who have been a victim of social injustice, such as a social equity owned company, 3) continue to move to organic and plant-based materials throughout the supply chain, and 4) Be proactive in our engagement with suppliers and distributors to minimize and eliminate single use plastic and packing. The Company’s retail shopping bags and e-commerce mailer bags are also 100% biodegradable.

METHODS OF CONTRIBUTION

The **Community Benefits and Investment Plan** (“CBIP”) describes the methods through which The Company proposes to provide direct aid and benefits to the local community. These benefits include:

- ❖ 1. Monetary and In-Kind Donations
- ❖ 2. Financial Support for City-Sponsored Activities
- ❖ 3. Volunteer Services
- ❖ 4. Local and Diverse Hiring Practices
- ❖ 5. Health Education

1. MONETARY AND IN-KIND DONATIONS

The Company aims to provide the following forms monetary funding and in-kind donations to the local community, including the entities described below:

- ❖ **Charitable Contribution Fund:** The Company will develop a Charitable Contribution Fund (“CCF”) to provide funding for the CBIP. Per CCF policy, the Company will contribute one percent (1%) of its gross receipts to the CCF on an annual basis. Donations from the CCF to non-profits, local programs, and charities as stipulated by the CBIP are made in addition to the mandatory City Cannabis Tax (6%), which is provided to Madera.

The CCF can operate in one of two ways. First, the Company can control and allocate the specific funds in the many ways described herein, or payments can be made directly to the City. The City would then distribute the funds to local area nonprofits most in need. The Company shall meet with the City at least once a year, preferably twice depending on the City’s election, to identify City funding priorities for the upcoming year and review programs funded in the prior year.

The Company anticipates contributing nearly \$560,000 in monetary donations from the CCF during its first five years of operation. During the next five years of operation, years six through 10, the Company anticipates contributing an additional \$650,000 from its CCF to non-profits, local programs, and charities identified in the CBIP having a gross community impact of approximately \$1.2 Million during the Company’s first 10 years of operation. With the CCF the Company aims to:

- Promote commercial development that enhances economic vitality and sustainability that meets the present and future needs of Madera residents, visitors, and the regional community.
- Maintain and enhance the economic development of the North Madera commercial shopping district as a viable service commercial, specialty retail, office, cultural, and civic center, and source of community pride.
- To assist the City in supporting Madera community nonprofits, the Company shall provide monetary donations to the City through its CCF in excess of the City Cannabis Tax.

The Applicant’s gross revenue forecast for Y1 is approximately \$9.9M, Year Two (“Y2”) it is approximately \$11.2M, and Year Three (“Y3”) it is approximately \$12.3M. Per CCF Policy, these revenues warrant that one percent of annual gross be contributed to the CCF for a total of nearly \$334,000 in contributions. See the table below, reflecting the CCF allocation for Y1 through Y5 as based on projected gross sales, the approximate dollar amounts associated with the annual CCF Rate (“CCF Rate,”), and the Gross Receipt Thresholds.

Please view and reference Section A, the Business & Operations Plan and) to view the associated Financial Model that includes a 5-Year Pro-Forma and Financial Projections.

| Year | Projected Total Gross Sales | Gross Receipt Thresholds | Annual CCF Tax Rate | Annual CCF Amount (Approximation) |
|------|-----------------------------|--------------------------|---------------------|-----------------------------------|
| Y1 | \$9,909,750 | \$0 - \$14,999,999 | 1.00% | \$90,922 |
| Y2 | \$11,241,790 | \$0 - \$14,999,999 | 1.00% | \$103,143 |
| Y3 | \$12,339,682 | \$0 - \$14,999,999 | 1.00% | \$113,317 |
| Y4 | \$13,367,531 | \$0 - \$14,999,999 | 1.00% | \$122,647 |
| Y5 | \$14,144, 911 | \$0 - \$14,999,999 | 1.00% | \$129,789 |
| Y6 | TBD | >\$15,000,000+ | 1.00% | Over \$150,000 |

In total, the Company anticipates providing the city with over \$750,000 in total community benefits during its first five years of operation alone:

- CAP Donation: \$150,000
- Anticipated CCF Donations: \$560,000
- Volunteer and Community Services: \$50,000
- In Kind Donations TBD

❖ **One Time Donations:** As a sign of goodwill to the City, the Company has already made one-time donations of \$3,500 to local nonprofits and organizations, including those listed below:

| | |
|--|----------|
| Self Help Enterprise | \$250.00 |
| Habitat for Humanity | \$250.00 |
| Madera County Rescue Mission Inc | \$250.00 |
| United Way Fresno and Madera Counties | \$250.00 |
| Madera County Food Bank | \$250.00 |
| Big Brothers Big Sisters of Central California | \$250.00 |
| Madera PD Explorers Program | \$250.00 |
| CASA of Fresno/Madera County | \$250.00 |
| Pequeños Empresarios Inc | \$250.00 |
| Camp Fire Heart of California | \$250.00 |
| Soroptimist International of Madera | \$250.00 |
| Madera County Arts Council | \$250.00 |
| Friends of the Library | \$100.00 |
| Madera Chamber of Commerce | \$100.00 |
| Rotary Club of Madera | \$100.00 |
| Madera Evening Lions Club | \$100.00 |
| Greater Madera Kiwanis Club | \$100.00 |

Ongoing Donations from Proceeds: The Company’s **Charitable Contribution Fund (“CCF”)** is a continuous fund that provides on-going funding and volunteer service to local nonprofits and charitable organizations. The monetary value of the CCF is determined by the Company’s gross receipts. One percent (1%) of each transaction will be donated to a group of non-profit charities curated by the Company using either the Beam Impact System or the Company’s Loyalty Donation Points Plan.

1. **Beam Impact System (“BIS”):** While most consumers appreciate brands that are aligned with their own values, few are aware of programs like the CCF or the positive impact their spending has on the local community. Even fewer

customers are aware of whether or not these commitments and promises are actually being met. To help curb this imbalance, the Company intends to implement the BIS, a technology platform that allows consumers to decide which non-profit charity will receive the donated 1% of their total transaction. The Company has shortlisted following non-profit services for inclusion in the BIS based upon the Company's three professional pillars of stewardship:

Pillar One: Foster a Safe, Healthy Environment

- **Self-Help Enterprises (“SHE”)**: SHE is a nationally recognized community development organization whose mission is to work together with low-income families to build and sustain healthy homes and communities. Since 1965, SHE's efforts have touched the lives of over 55,000 families. In addition to homebuilding and ownership, SHE offers a multitude of housing programs to support families, including home repair, community development, housing related consulting services, emergency services and sustainable energy solutions. The Company has made monetary donations to support SHE and shall provide monetary contributions and volunteer services to support SHE going forward.
- **Habitat for Humanity Greater Fresno Area**: Habitat for Humanity (“HFH”): The Company is a proponent of nonprofit organizations that provide affordable housing services. HFH Greater Fresno Area builds affordable housing for low-income families and provides free first-time homebuyer education workshops in Madera and throughout the County in English and Spanish. The Company shall offer donations and/or volunteering services to HFH to support its core values such as partnership, equity, stability, and legacy. The Company has made monetary donations to support HFH and shall provide monetary contributions, professional support, and volunteer services to support the HFH going forward.
- **Madera Rescue Mission (“MRM”)**: The Company has made a monetary donation to and shall support MRM and has made a donation to support MRM's continued solutions to homelessness issues within the City and County. MRM's mission statement of serving the least, the last, and the lost with radical hospitality resonates with the Company. The Company has made monetary donations to support MRM and shall provide monetary contributions and volunteer services to support the MRM going forward.
- **United Way of Fresno/Madera Counties (“UWFMC”)**: The UWFMC funds community benefits programs and initiatives in Fresno and Madera Counties. The UWFMC funds community benefit organizations whose strategies align with the Company and can meet UWFMC standards of excellence, and that provide programs focused on the three UWFMC building blocks: health, education, and financial stability, employment, and career opportunities. UWFMC's SparkPoint program helps change low-income residents' lives through free financial and career education and coaching. SparkPoint's three primary focuses are increasing income, managing credit, and building assets. The Company has made monetary donations to support UWFMC and shall provide monetary contributions and volunteer services to support the UWFMC going forward.
- **Madera County Food Bank (“MCFB”)**: Food insecurity often leads to poor nutritional diet leading to obesity, heart disease, hypertension, and other chronic diseases. To ensure families have access to healthy food options, MCFB has been serving the food needs of Madera County since 1999 and distributed food to families and seniors in need for over 20 years. MCFB relies heavily on dedicated volunteers to help prepare boxes and bags for the families and senior citizens of our county. The Company has made monetary donations to support MCFB and shall provide monetary contributions and volunteer services to support the MCFB going forward.

Pillar Two: Youth and Family Development

- **Big Brothers Big Sisters of Central California (“BBBS”)**: For more than 50 years, BBBS has operated under the belief that inherent in every child is the ability to succeed and thrive in life. Bigs in Blue is a program of BBBS and serves to strengthen the bond between communities and law enforcement. Local law enforcement, social services and schools work collectively to support youth who are struggling in school. The Company has made monetary donations to support BBBS and shall provide monetary contributions and volunteer services to support the BBBS going forward.
- **Madera Police Youth Explorer Program (“MPYEP”)**: The Company intends to provide volunteer services and/or monetary donations to continue to support the MPYEP, which is an organization of which 100% of proceeds go to support the adolescents. The Company has made a donation to support MPYEP and shall provide monetary contributions to support the MPWEP going forward.
- **Camp Fire Heart of California (“CFHC”)**: CFHC the opportunity for young people to find their spark, voice and discover who they are by building their self-confidence and skills at an early age. Their research-based approach aims to increase a child's sense of purpose, social competence, school engagement, lead a

healthy lifestyle and achieve their full potential. The Company has made monetary donations to support CFHC and shall provide monetary contributions and volunteer services to support the MCAC going forward.

- **Pequeños Empresarios Inc. (“PEI”)**: PEI is a non-profit organization founded in 2010 whose mission is to empower children and provide them with the tools to succeed in life. PEI provides workshops in Spanish for kids between 7 and 17 years old that help them improve their social and family bonds. Through their services, children develop their self-esteem and gain finance, manners and environmental knowledge while learning a second language. The Company has made monetary donations to support PEI and shall provide both monetary contributions and volunteer support to PEI going forward.
- **Soroptimist International of Madera (“SIM”)**: The Company is a proponent of gender equality, and its corporate team and advisors include several women with minority backgrounds. The Company intends to forge a relationship with SIM through its Community Liaison, who was the proud recipient of a SIM scholarship. SIM has made great strides in helping women and girls throughout the community and has remained true to their mission of serving as a global volunteer organization that provides women and girls with access to the education and training, they need to achieve economic achievement. The Company has made monetary donations to support SIM and shall provide both monetary contributions and volunteer support to SIM going forward.

Pillar Three: Support Creativity and the Arts

- **Madera County Arts Council (“MCAC”)**: The MCAC brings together artists, organizations, and art enthusiasts to advocate, promote and provide opportunities to create and celebrate the arts for all Madera County residents and visitors. Through leadership and innovation, they are committed to nurturing and inspiring the arts and artists in Madera County by cultivating a place for creative discovery, community, and dialogue. The MCAC manages an arts-in-education program, performances and visual/performing arts classes for children, professional support for artists, exhibits year-round in the Circle Gallery, annual arts competition Celebrate Agriculture with the Arts, and newfound coalitions for visual and performing artists. The Company shall continue to support their efforts through monetary donations and volunteer service. The Company has made monetary donations to support the MCAC and shall provide monetary contributions and volunteer services to support the MCAC going forward.
- ❖ **In-Kind Donations**: Many organizations require not only financial contributions but also tangible items. The Company is committed to hosting quarterly donation drives to gather items such as non-perishable food items, coats for kids, school supplies, athletic equipment, professional clothing, and toys around holiday times.
 - **Loyalty Donation Points Plan (“LDPP”)**: If the BIS is unavailable or non-compliant, the Company will implement a LDPP. This plan allows customers to accumulate points based on the value of their transactions. Customers, via the Company website or retail location, can use their points to make donations to a selection of non-profit charities curated by the Company.
 - **The Company Life Program**: Patient customers who face economic hardships or physical disabilities that limit their ability to purchase medical cannabis may qualify for the Company Life Program. Patients who qualify will receive complimentary medical cannabis every week and access all services within the limits of City and State laws. The Company’s medical-first approach certifies that less fortunate patients must have access to generous patient care programs. The Applicant’s Executive & Management Committee will determine qualification for The Company Life Program on a case-by-case basis considering factors such as economic hardship and the severity of a patient’s medical condition.

2. FINANCIAL SUPPORT FOR CITY-SPONSORED ACTIVITIES

In addition to the CCF, The Company will provide a one-time donation of \$150,000 for City Sponsored Activities that are in-line with the Company’s core values, three pillars of stewardship and the goals outlined in the City’s GMP, VMP and CHIP through its **City Action Plan (“CAP”)**.

- ❖ To assist the City address , the Company will make a CAP donation of \$150,000 to the City of Madera or to another entity as directed by the City in five equal installments of \$30,000 paid annually over the Company’s first years of operations. The City, (not the Company) will determine which specific organization or cause is the beneficiary of these funds however CAP funds are intended to be divided equally (1/3, 1/3, 1/3) among three strategic funding priorities: 1) Safe & Healthy Environments, 2) Youth and Family Development, and 3) Support Creativity and the Arts.

| CAP Goals | Allocation Percentage | Donation Amount |
|-------------------------------------|-----------------------|-----------------|
| Safe, Healthy Environment (1) | 33.3% | \$50,000 |
| Youth and Family Development (2) | 33.3% | \$50,000 |
| Support Creativity and the Arts (3) | 33.3% | \$50,000 |

3. VOLUNTEER SERVICES

The Company shall contribute 500 hours of volunteer and community service to nonprofit organizations, associations, and programs within the City as mentioned in detail below. The Company will encourage staff to volunteer and will offer each staff member twenty (20) paid hours of work time to contribute to our overall goal of achieving 500 hours. If the Company is unable to provide 500 collective staff volunteer hours, the Company will convert the deficit in hours to a financial contribution to the CCF. For each incomplete hour, \$20.00 will be deposited into the CCF.

From Spring until Fall, team members shall participate in monthly garbage clean ups in the surrounding neighborhood.

Additionally, the Company will implement an incentive program to encourage employees to sign-up and perform unpaid volunteer and community service hours. Annual bonuses will be awarded to those employees who perform 20 or more hours of volunteer work and community service. Anticipating a staff of approximately 19, the Company aims to provide up to 400-hours of additional volunteer and community service during Year One of operation. The non-profit organizations that have been shortlisted as potential ongoing beneficiaries of the BIS are also targets for the company’s volunteer support programs.

In addition to volunteering within local nonprofits the Company will encourage its directors, managers, and employees to participate in the community’s various service clubs, including:

- ❖ **Rotary Club:** The Company has made a monetary donation to the *Rotary Club of Madera*. The Company’s mission aligns with the RCM’s commitment to service as a worthy enterprise. Therefore, the Company will support the Madera’s Rotary Club and its efforts to hold high ethical standards in business and professions, and advance goodwill and peace through service.
- ❖ **Madera Evening Lions Club:** The Company has made a monetary donation to the *Madera Evening Lions Club*, whose vision is to be a global leader in community service. The Company shall continue to support their efforts through volunteer service and monetary donations.
- ❖ **Greater Madera Kiwanis Club:** The *Greater Madera Kiwanis Club*, a nonprofit service club, focuses on community service and assisting local children and youth. The club appropriates funds collected from their sponsored events and reinvests them in the local community in a variety of ways. Kiwanis is dedicated to improving children’s lives and those less fortunate within the community that “serves one child one community at a time.” The Company has made a monetary donation to their annual Mother’s Day Run. The Company supports Kiwanis’s mission of focusing on Madera youth’s issues through youth sports, enrichment activities, leadership programs, and scholarships.

4. LOCAL AND DIVERSE HIRING

The Company believes that it can further invest in the community by providing residents with opportunities for competitively paid, professional positions in the cannabis industry. It is the goal of the Company, therefore, to offer between 75% and 90% of its first offers for employment to residents of the City and County. Utilizing a local first approach to staffing, the Company anticipates the following community benefits:

- ❖ **Stimulate Economic Prosperity:** The Company will provide competitive and rewarding career opportunities. When hiring, the Company will prioritize City residents and County locals. The Company will invest time and energy in training employees who seek long-term opportunities and offer compensation that reflects this training and level of commitment. The Company's internal promotion strategy will first offer our employees and staff an opportunity for advancement. The Company intends to provide optimal wages, a robust benefits package, incentivized benchmarks, and healthcare. The Company will provide residents a unique career path in this unconventional industry.
- ❖ **Create Up To 20 Jobs:** The Company intends to initially hire up to nineteen (19) local City and/or County employees, including four (4) full-time salaried managerial positions (General Manager, Operations Manager/Assistant GM, Sales Manager, and an Inventory Controller), and full-time and/or part-time employees such as (1) Neighborhood & Community Liaison (NCL), (6) Hospitality & Operations Associates (HOAs), (2) Customers Experience Specialists (CES), (1) Fulfillment

Specialist (FS), (2) Delivery Operations Associations (DOAs), (1) Quality Assurance Specialist (QAS), (1) Neighborhood & Community Liaison (NCL), and (1) Administrative Associate (AA).

- Pursuant to MMC Section 20.40.177(P)(1), Labor Peace Agreements, prior to CCB retail storefront operations, the Company shall enter into a Labor Peace Agreement (“LPA”) once the Company has five (5) or more employees.
- By year three (Y3), the Company anticipates having over twenty (20) employees.
- The Applicant will also contract with a local Madera security company to provide (2-4) Security Specialists at the facility.

❖ **Generous Compensation and Benefits:** All of these roles will be compensated generously. The Applicant considers comparable salaries for roles in the surrounding region, to be paid a living wage exceeding the State, federal minimums, and the City's living wage minimums. The Company plans to offer comprehensive and generous health benefits, a sick leave policy, and career development training. After 90 days of employment, each employee will be offered a full benefits package, including health and dental insurance, a 401(k) plan, and other benefits. The anticipated total cost of wages/salaries plus the robust benefits package for full-time employees within the first year will be approximately \$1,000,000. The Company plans for an annual cost of living increase in salary and will offer internal promotion opportunities. The Company will approach hiring, promotions, and other personnel decisions with best-practice procedures to maintain a diverse staff.

❖ **Career Development:** The Company wishes to assist the community with economically sustainable employment. One aspect directly related to cannabis is assisting individuals in career development by providing legal aid to expunge records related to non-violent cannabis crimes and to partner with organizations like *Workforce Development Board of Madera County*. The Workforce Assistance Center is a proud partner of America's Job Center of California Network. Workforce Assistance Center provides workforce development services that assist local businesses to thrive, while training youth and adult residents to find their path to good jobs. These services are funded by the Madera County Workforce Investment Board (MCWIC). The Company will provide workforce programs with annual monetary donations to support their development services.



5. HEALTH EDUCATION

The Company supports educational awareness programs that promote the appropriate consumption of medical and adult-use cannabis. This includes information about potential drug abuse and addiction. As part of the intake and orientation process, the Applicant will provide all customers and patients with up-to-date and scientifically based educational materials.

❖ **Outreach Program:** The Company aims to develop a comprehensive outreach program that will prioritize local engagement and education. The Company welcomes the opportunity to educate the community about the appropriate consumption of medical and adult-use cannabis, as well as, the risks associated with its consumption, and aims to collaborate with the city and other locally licensed cannabis entities to develop additional outreach programs. Organizations the Company may choose to work with include, but not limited to, local nonprofits, community-based organizations, civic organizations, or social services organizations, and programs focusing on issues pertaining to education & youth development, substance abuse support & education, domestic violence prevention, public & environmental services, senior citizen programs, career development, developmental disabilities & special needs, and homeless service programs.

ADDITIONAL COMMUNITY BENEFITS, STANDARDS & INCENTIVES

As a proposed member of the community, the Company has developed additional professional standards to ensure its operation continually provides benefits to the community and in no way hinders, negatively impacts, or degrades the existing quality of life. In other words, these standards are designed to ensure the Company is at all times providing a financial, professional, and cultural benefit to the City of Madera and the local community.

❖ **Respect for the Community:** The Company requires each new hire to sign a statement of Non-Discrimination as part of their employment and operating agreements. This signed statement binds each member to practice non-discrimination in hiring practices, day-to-day business operations, and at all times when acting as an agent or representative of the business. To the Applicant, non-discrimination is not limited solely to those “protected classes” enumerated in law. Just as the City respects and supports all people, the Company embraces a similar approach, extending its respect and support to all people, no matter race, creed, religion, age, sexual or gender orientation. The Company promotes mutual respect, courtesy, and thoughtfulness in all interactions.

❖ **Responsive Communications:** The Company will react immediately (within 24-hours) to community concerns. The Community Relations Director and Community Liaison will serve as the first point of contact for any concerns and will be responsible for initiating any corrective actions required to address a concern. The Community Relations Director and Liaison can be contacted through the Company’s website, electronic mail, and by phone in the case of an emergency. In addition to

this, a dedicated employee and/or a Community Liaison (“CL”), will be available 24/7 through the Company website, electronic mail, and phone in case of an emergency.

- ❖ **Maintain Quality of Life:** The Company will provide cultural and educational opportunities to the community to ensure a safe and supportive community environment. Through these opportunities, the Company will create an environment that facilitates community empowerment, public safety, and an enhanced quality of life. The Company intends to make a positive impact on the community and wishes to see it thrive. To that end, the Company’s team of Security Specialists will establish a continuous dialog with law enforcement and will see to the development of an anti-abuse campaign designed to prevent drug and alcohol use/abuse amongst youth and children. The Company, additionally, will invite the City's Police Department and the City/County Fire Department's respective personnel to the Company's CCB retail storefront regularly to assess its vulnerabilities. The Company will perform regular outreach to community watch groups to apprise them of activities and provide an open-door policy for residents to voice concerns or provide feedback.
- ❖ **Promote Economic Development:** The Company envisions economic development in three parts: integration with local businesses, local hiring, and supporting individuals affected by cannabis criminalization. The Company, in-line with this vision, will offer local suppliers a “first-look” to fulfill the Company's business needs while promoting local businesses' goods and services whenever possible. This will create a foundation that will help educate and train individuals affected by cannabis criminalization to succeed in the cannabis industry. The Company will embrace local hiring practices and will utilize an internal promotion structure that includes educational training opportunities for all employees. The Company will encourage and, at times, subsidize expenses to attend workshops, conferences, and additional training to help employees improve their professional skills. This promotion structure will allow the Company to hire in-experienced operators and develop them into competent cannabis professionals. To ensure residents receive a first look at new opportunities, the Company's job opportunities will first be made available through the local job boards, newspapers, and other local venues. The Company commits to exceeding the livable wage, which will have a far-reaching impact on the City's economy.
- ❖ **Public Safety:** The Company has provided a preliminary Fire & Life Safety plan prepared by a professional fire and life safety consultant. Additionally, as detailed in the Company's Security Plan, the Company has secured a reputable and experienced Security Compliance Advisor (“SCA”) to design and implement all facets of security procedures. The SCA, or a designee, will be tasked with directly communicating with the City's police or fire and other first-responders to address all concerns and comments. The Company takes a proactive stance on public safety and intends on inviting local law enforcement and firefighters to tour the operation and provide a threat vulnerability assessment.
- ❖ **Enhancing the Vibrancy of the City:** The Company seeks to enhance the quality of life in Madera by funding community-based organizations that promote: City's arts-oriented associations, food and culture, parks and recreation centers, and libraries. The Company will also contribute to programs that improve public safety, make environmental and ecological improvements, and encourage economic development. The goal is to help maintain the City's status as a vibrant, health-conscious part of the County. The Company grant program will provide grants to programs and institutions in which the City already has a vested interest. In this manner, the Company can reinforce City programs that are focused on enhancing economic and neighborhood development, which, in turn, will improve the overall quality of life for City residents.
- ❖ **Service to Economically Disadvantaged:** The Company will offer a reduced pricing plan for qualified low-income patients/customers and military Veterans, as well as a program offering complementary medicine upon approval to qualified patients in accordance with City and State law. The Company shall support seniors, military Veterans, and SSI patients with regular 20-30% discounts on products and services.

EVALUATION

Our evaluation team will work with the City and local partners to track and access statistical indicators in assessing the efficiency, effectiveness, relevance, and sustainability of CBIP implementation, and to document the results of the plan in relation to its overall objectives and expected results as defined in this document. These data points and lessons learned will be shared with the community and used to inform ongoing decision-making, recommendations and support evidence-based practices and policies when supporting future efforts.

This CBIP has been developed by Raj Pottabathni (Managing Director), reviewed, and assessed by Community Benefits Advisor, with assistance from See Lee (Community Relations Director). Collectively, they have developed comprehension of the City's goals to advise the Company to establish outreach programs and create partnerships with local nonprofits and charitable organizations/associations. Their commitments towards the City’s beneficial assistance shall strategically ensure the Company can provide volunteer efforts, allocate charitable donations, and steer positive partnerships and programs.



OTC MADERA, LLC
(dba: Off the Charts)

OTC GIVES BACK!

Just like we operate as a family, we believe our community should be treated like one.

Follow our Instagram to learn about what we do to give back to the community and join us along the way!

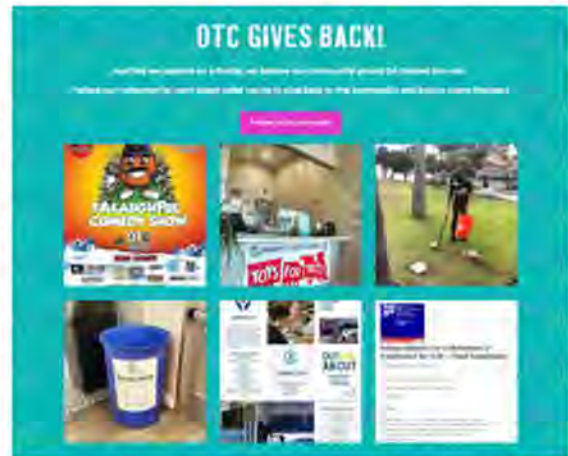
Follow otcXcommunity



COMMUNITY BENEFITS & INVESTMENT PLAN

OFF THE CHARTS

Off the Charts (“OTC”) is focused on serving the community in which we operate, and each community has its own unique sense of identity and history. Madera’s diverse cultural history, character, and sense of place speak for themselves, and we look forward to working with the Madera community to conscientiously integrate our proposed retail business into the City’s existing social fabric. OTC has developed a Community Benefits and Investments Plan that outlines strategic initiatives, company policies and outreach efforts to enrich the quality of life for individuals in Madera. OTC’s community benefit efforts include: (1) engaging in sponsorship of community events; (2) collaborating with City officials and local entities on ways to enhance Madera’s current quality of life; (3) donating resources and funds to youth programs; and (4) partnering with local organizations that facilitate opportunities and equity for residents. Internal policies and procedures of our Community Benefit Plan include developing a network of business reciprocity and increasing local expenditures, hiring locally, working with local vendors to source equipment, supplies and services and maintaining beneficial relations with employees. This strategy has proven to be effective in our other cannabis businesses throughout Southern California where we have donated hundreds of thousands of dollars and hundreds of volunteer hours to local partner organizations along with roughly \$200,000 monthly tax contributions to the City.



OTC is committed to becoming an integral member of the Madera community. We have joined the Madera Chamber of Commerce and we have outlined our Community Benefits and Investments Plan to feature a heavy emphasis on supporting a vast array of local organizations and their respective causes. OTC has selected these organizations and together we can improve the surrounding community’s social equity and quality of life through preservation and enhancement of the city’s local environment and resources. OTC is steadfast in its commitment to serving Madera and being stewards of the local business community. Our team’s community-focused approach has been a large part of our success and we look forward to applying that same community-first approach to the City of Madera.

GOALS

The Community Benefit Plan is designed in congruence with Madera’s 2009 General Plan and the 2025 General Plan Vision to address the most significant needs of the community within a reasonable timeframe. We have carefully evaluated the guiding principles of the 2009 General Plan and 2025 General Plan Vision, and our Community Benefits and Investments Plan is designed to help the city and local organizations to accomplish the following goals:

- 1) **Well-Planned City:** Physical aspects of Madera’s growth. Affordable housing, balancing residential, commercial, agricultural needs and providing efficient services are significant concerns for a growing community. Open communications between the community and local governments are vital to a healthy city.
- 2) **Good Jobs and Economic Opportunities:** good jobs, a well-trained, well-paid workforce and a broad spectrum of business opportunities. The vision underscores the need to attract commercial and retail businesses and to encourage residents to buy locally.
- 3) **A Strong Community and Great Schools:** Development of leadership, expansion of educational opportunities, support for the arts and recognition of the Madera’s unique culture. Support for Madera’s youth in education, after-school programs and sports activities reflects the community’s desire to create a caring environment in which to raise a family.
- 4) **A Safe, Healthy Environment:** Protecting Madera’s natural resources, enjoy a secure community and provide healthy educational and recreational activities. The Vision recognizes the need for Madera’s parks and open spaces to be convenient and well-maintained. This statement also emphasizes excellent health care and related services for all community members.

OTC commits to maintaining these community benefits goals throughout our business activities and evaluating the city’s needs over time to ensure synchronicity with the city’s community goals. We look forward to helping improve

OFF THE CHARTS

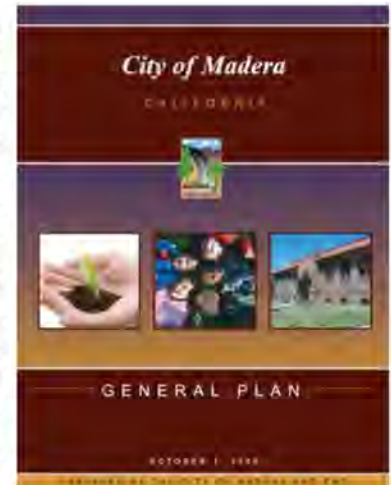
health and socioeconomic outcomes in Madera through a multi-faceted approach of sponsoring community events, in-kind donations to charitable organizations, promoting the city's historical, cultural and social fabric, local sourcing practices and various other initiatives. Below are some additional partnerships, initiatives and contributions that are included in our Community Benefits and Investments Plan for the City of Madera.

GUIDING PRINCIPLE: A WELL-PLANNED CITY

The support outlined in our Community Benefits and Investment Plan extends beyond local non-profit and charitable organizations to the Madera directly. We have carefully researched the current initiatives that the City is executing and have determined how to best align our Community Benefits and Investments Plan with these initiatives.

FINANCIAL SUPPORT: MADERA GENERAL PLAN UPDATE

While compiling the application materials and speaking with attendees of city meetings it has come to our attention that the City's current General Plan's latest version is from 2009 and despite the Vision 2025 component, the General Plan is in need of a comprehensive update. OTC would like to support the Vision 2025 efforts and the Madera General Plan in the form of a \$15,000 donation and the provision of any information, community data, volunteer hours or any other form of support. This initiative is aimed at providing a comprehensive update to the City's General Plan along with any additional updated documentation that the City is trying to compile. Today, Madera faces a very different set of conditions and challenges than when the current General Plan was adopted over 10 years ago. The development of a new plan will allow the city to address some of the more current issues the community faces as a result of the ever-changing cultural landscape of Madera. The initiative provides community members many opportunities to participate and share their ideas during the General Plan Update process; these include meetings with community groups, online surveys, community workshops, community pop-up events, planning and commission study sessions, and city council study sessions. As part of our effort to support this initiative we will have our Community Relations Officer (CRO) attend meetings, study sessions, workshops and pop-up events to join in on the General Plan Update process and discuss ways in which OTC can assist the initiative be it through monetary contributions or volunteer service. Our CRO comes from a multi-generational Madera family that has been up to date and seen the changes within the city over the years. They will be an integral resource for OTC to lean on as we prepare for local outreach efforts. Their involvement in the initiative's activities will also give OTC a better understanding of where they should focus their future charitable efforts to best serve Madera's vision for the future.



GUIDING PRINCIPLE: GOOD JOBS AND ECONOMIC OPPORTUNITIES

The community benefits and investments that OTC is bringing to the City of Madera are primarily rooted in the compensation and benefits that we provide for our staff, which directly translate into increased tax revenue and purchasing power generated by the Madera community. We plan to staff 23 employees upon initial opening with an increase to 30 employees at full capacity, which we have projected will occur within one year of operations. We are committed to local hiring throughout operations in Madera and will strive to hire exclusively Madera residents in an effort to consolidate job opportunities within the City of Madera and Madera County.

Concentrating revenue and financial gain within Corona's business community is a catalyst for improving community members' socioeconomic status as the city has a heightened ability to bolster community programs and provide opportunities for residents. Rather than look to large corporations with national footprints, OTC works with businesses with strong local roots to secure supplies, equipment and services from local businesses. We are working to source a local contractor and local electrician who can complete the interior and exterior renovations listed in **Section H: PROPOSED LOCATION**, we will be using a local vendor for all of our business materials such as fixtures, furniture and printers, and we are working to source a local company for the installation of our security and alarm systems in coordination with the Bay Alarm Company. In addition to the renovation, design and continued evaluation of our facility with the Temeka Group, we plan to partner with various other local business to source the necessary equipment and supplies for adequate business function of our retail storefront. Through careful research

we have identified the following businesses and potential partnerships for locally sourced materials in the initial and ongoing stages of operations:

- **Olmstead Electric:** electrical installation/renovation for facility development
- **Madera Auto Sales:** Delivery vehicles and referrals for vehicle maintenance and repairs
- **D&L Heating and Cooling:** HVAC consult, installation and/or renovation for facility development
- **Bares Landscaping & Irrigation:** Landscaping installation and maintenance
- **Workingarts Marketing:** Print materials, branding consult and other marketing needs

We are projecting that site development could allocate \$750,000-\$1 million in revenue for local businesses throughout Madera. Rather than look to large corporations with national footprints, OTC works with businesses with strong local roots to secure supplies, equipment and services from local businesses. We maintain a large network of local vendors for equipment, supplies and services and look to develop more local sourcing outlets over time.

In addition to job creation, OTC is committed to exceeding the current Living Wage for all of our employees in order to make an immediate economic impact in Madera. We currently pay all employees wages over 200% of the Federal Poverty Level and 120% of local living wage rates and we are replicating this commitment in Madera. The MIT Wage Calculator has assigned a living wage to the County of Madera at \$16.22/hour. OTC's compensation plan goes beyond local and federal mandates to **compensate all employees at a minimum wage of \$19.47/ hour**, which is 20% more than the designated Living Wage in Madera. This translates to annual payroll of \$1,435,079 once we have reached full capacity. Along with bonuses ranging from \$10,000-\$15,000 for salaried employees, we are substantially contributing to the Madera community's purchasing power and bolstering the local economy. Through the creation of living-wage job opportunities and working with local businesses and contractors, OTC's efforts are aimed at instigating immediate and long-term economic benefits for the Madera economy.

PARTNER ORGANIZATION: WORKFORCE DEVELOPMENT BOARD OF MADERA COUNTY

As part of OTC's community benefits initiative, we are going to work with the Workforce Development Board of Madera County (WDBMC) towards meeting their goal of fostering an environment that is conducive to economic development and improving the economic health of Madera County residents, businesses, and communities. WDBMC's investments in skills development and job training are flexible and responsive to the needs of business and industry, while elevating the success of Madera County's workforce and driving the region's ability to compete in California and beyond. Over the last 10 years the WDBMC has helped job seekers, including youth and those with significant barriers to employment, prepare for the labor market and find high-quality paying jobs and careers.

The organization's Workforce Assistance Center (WAC) was created to help job seekers of all backgrounds get the services and education needed to find and keep quality jobs. At the WAC, several agencies work together to provide residents job placement assistance, work-based learning, vocational training, and other services that help individuals reach their employment goals. In addition to the services described above, the WAC provides services tailored to eligible young adults, veterans, and individuals with disabilities.

The WAC's Out-of-School Young Adult Program was created for individuals between the ages of 16-24 who need additional assistance towards obtaining their High School Diploma/High School Equivalency Certificate, developing workplace skills, learning about career pathways, obtaining training for in-demand occupations, and ultimately becoming ready for employment. The WAC also provides a wide variety of resources and services targeted specifically for the Veteran community. Their office assists veterans and their spouses in obtaining benefits from federal state and local agencies administering programs for veterans and provides advocacy and outreach to the veteran community while promoting and facilitating access to needed services. The WAC's Persons with Disabilities Program offers a wide assortment of resources specifically for the disability community and makes every effort to connect these individuals to the services that best fit their needs. Much like the veteran services, the WAC's office helps individuals with disabilities navigate federal, state, and local agencies administering benefits for persons with disabilities so they can get the assistance that they need. These services have been vital in improving the economic health for many young adults, veterans, and persons with disabilities in Madera County.

WDBMC has a Workforce Business Division which is a collaboration of community agencies that connect businesses to a variety of solutions, resources, and information to support business success. The Business Division offers employers job training, recruitment and prescreening, subsidized employment, incentives and other resources and services necessary to run a successful business in Madera. Additionally, the Business Division offers general consulting services that connect businesses to a variety of resources to stay current on topics such as employment law, workforce development, human resources, and much more. Many of the resources and services offered through the Business Division are aimed at matching employers with skilled workers as well as providing them the tools they need to be competitive in the local economy.

OTC is excited to work with WDBMC towards accomplishing their goal of supporting an environment conducive to economic development and improving the economic health of Madera County residents, businesses, and communities. We would like to support the organization by offering a yearly donation of \$10,000 and we will coordinate with them to see if there is any other way that our business or employees may assist. We hope that by providing monetary assistance to the WDBMC they can continue to work towards their goal and have a positive impact on the economic health of businesses and individuals in Madera County.

PARTNER ORGANIZATION: HANDS ON CENTRAL VALLEY

HandsOn Central California has been a leader in the development, implementation, deployment, and sustainability of volunteer initiatives in the Central Valley for 70 years. The organization was founded by a group of community leaders who saw the value of volunteerism as a tool for community change. Their robust portfolio includes managing volunteer programs, training, events, and initiatives across Merced, Mariposa, Stanislaus, Madera, Fresno, Tulare and Kings counties. HandsOn Central California's services combine to offer a wide array of opportunities that mobilize our community to help **“be the change”** in as many ways as possible. HandsOn is able to accomplish this through partnerships with other organizations working together to bring about long-lasting change in the community. From motivating children to discover and learn, serving hot meals to low-income families, providing support for physical and mental health initiatives, caring for the environment, large scale transformational projects, HandsOn Central California continues to respond to the critical needs of communities and their residents.



HandsOn's program, HandsOn@Work, was developed to provide businesses and their employees opportunities to network with other businesses that host volunteer programs, create custom service projects that fit company goals, interests, and budget, and provide resources and tools to track the service completed by employees as well as different areas of community impact that the business is helping to support through **HandsOn@Work**. HandsOn Central California prepares, coordinates, and executes all aspects of a businesses planned volunteer projects. HandsOn guides companies of all sizes through the often-unfamiliar territory of volunteer service project planning. Drawing on the organizations network of agency partnerships and planning expertise, HandsOn designs ongoing volunteer programs or one-time events, specifically tailored to the needs and interests of businesses and their community. HandsOn believes one of the most effective ways to connect employees is through volunteerism as it can boost employee happiness, help recruit and retain quality talent, build a strong community reputation, and it creates further opportunities for leadership training and team-building.

As a community-focused business with an emphasis on volunteerism, OTC is excited to work with HandsOn and its many partners, towards promoting community change through volunteerism. OTC would like to support HandsOn through annual donations of 120+ volunteer hours as well as working with their HandsOn@Work program to develop more meaningful volunteer programs in the City of Madera. We have faith that the organization will use our donations to continue working towards their mission to inspire, equip and mobilize residents to serve their communities.

GUIDING PRINCIPLE: A STRONG COMMUNITY AND GREAT SCHOOLS

Our vision of a strong community is one that promotes social justice, denounces institutionalized racism and provides opportunities for individuals with all sorts of backgrounds and life experiences. This starts with the community's youth, which requires support for the educational institutions and organizations that are responsible for setting them up to succeed for the rest of their lives. This continues with providing tools and skills for youth to educate themselves

OFF THE CHARTS

throughout their adolescence and early adulthood, protecting them from violence and social injustice and creating a more equitable community overall where they have ample opportunities to thrive.

PARTNER ORGANIZATION: CALIFORNIA TEACHING FELLOWS FOUNDATION



As part of OTC's community benefits initiatives, we are going to support the California Teaching Fellows Foundation (CTFF) in their mission to inspire next-generation leaders with a passion for teaching and learning while impacting the lives of youth by providing them annual donations. CTFF was founded in 1999 at the Kremen School of Education and Human Development at Fresno State. The CTFFs approach develops exceptional educators who are inspired to be leaders in their communities and creating

a brighter future for all. CTFF's teaching fellows are paid undergraduates from Central Valley Colleges or Universities who are recruited based off academic achievement and their desire to be leaders for the next generation. Teaching Fellows are trained to be instructors in K-12 after school, tutoring and summer programs, serving as mentors and role models for college success. They participate in ongoing professional development in Saturday Academy each month, which means they are continually learning and improving their skills in areas such as tutoring, classroom management, and how to creatively engage students in learning activities.

Teaching Fellows are the core of the foundation, and they are responsible for running many of the programs that CTFF is engaged in. The CTFF program partners with 26 districts to staff programs at more than 200 K-12 school sites in Madera, Fresno, Merced, and Tulare counties. CTFF offers several programs including After School in the Central Valley, California Teaching Fellows AmeriCrops, and Summer Learning. Their After School in the Central Valley program serves a combined 30,000 elementary, middle, and high school students every day. Here students work on homework and engage in two hours of enrichment activities like robotics, fashion design, breakdancing, etc.. Their AmeriCorps program delivers NASA's Aerospace Academy program in 40 high-poverty elementary schools in the Central Valley. AmeriCorps Fellows are responsible for increasing STEM knowledge, skills, and literacy of students who participate. Further, CTFF's Summer Learning program was designed to bridge the gap created by summer learning loss. Students who engage in this program experience leadership and team building, new friendships, skills development, and other creative methods that make learning fun.

We look forward to helping CTFF improve the academic success of children in the Central Valley in the form of annual donations of \$10,000. OTC firmly believes that creating a meaningful impact in a community begins with the youth and CTFF's enrichment and academic success initiatives provides an avenue to directly impact the next generation of Madera residents and community contributors. We are confident that CTFF will use our annual donations to continue supporting their mission to inspire next-generation leaders with a passion for teaching and learning while impacting the lives of youth.

PARTNERSHIP: MADERA COALITION FOR COMMUNITY JUSTICE

The Madera Coalition for Community Justice (MCCJ) is primarily focused on educating and assisting low-income residents of Madera County by working together to obtain appropriate and sufficient food, clothing, healthcare, educational and employment opportunities along with other fundamental needs. Through the core tenets of "educate, organize empower" they strive to equip all Madera County residents in need with whatever they need to improve and sustain a high quality of life. MCCJ has countless programs that are available for both youth and adults have wide-ranging public benefits, including:



Food Share Programs: Collaboration with the Madera County Food Bank (who we will also be supporting in our Community Benefits and Investments Plan) to distribute free food and drinks to those in need.

Environmental Justice Programs: All kinds of events to get youth involved in fighting climate change such as tree planting, water conservation, energy education, museum Trips and more.

Madera Youth Leaders Program: a group of teenagers and young adults between the ages of 13-21 years from Madera working toward positive change in their community. Their main goal is to inspire and lead other youth in projects that give back to the community, to provide youth with the training, resources, knowledge, and experiences needed to educate the community and impact their own future and the future of Madera.

Community Help and Awareness of Natural Gas and Electricity services (CHANGES) program: Provides limited English proficient (LEP) people with natural gas and electricity (energy) education and assistance in the language of their choice. Services include education and assistance in understanding and managing energy bills. It includes assistance to help people negotiate payment arrangements and avoid disconnection, or assist them in re-connection of their service. It helps them sign up for consumer assistance programs and financial assistance, and helps them receive adjustments or corrections to their bills.

Parents as Leaders Program: The program employs a strategy to strengthen the relationship between the school district and parents to develop community leaders, give parents the tools to help their children improve academic performance, promote higher education and facilitate parent engagement. The program also provides extensive skills training to parents by building their knowledge base and leadership development to allow them to actively participate at school site activities and equipping them to become advocates for quality education. The leadership development aspect of the program focuses on both education and community issues with emphasis on how the education system and local government work and empower them to maximize the academic success of their children through hands-on learning and activities in the school and community.

Oracle Program: Focused on developing and evaluating strategies to increase testing and reduce COVID-19 infection rates in target areas.

Community Garden: Open to the Public Monday-Thursday 8am-5pm to provide a place where community members can grow their own food and learn about regenerative agriculture.

Youth Street Art Project: Harnessing the power to build pride in neighborhoods while expressing the world view of community members, where they come from, what they do and how they connect to each other throughout Madera.

These are just some of the primary programs offered by MCCJ and there are many more both currently being offered and under development. We anticipate that some programs are more established and better funded than others, but we have begun preliminary conversations with MCCJ officials to determine their greatest areas of need. We are still donating \$5,000 and 50 volunteer hours to each of the aforementioned programs as an initial contribution, but our developing relationship with MCCJ will allow us to make more targeted donations over time.

COMPREHENSIVE FOCUS ON SOCIAL EQUITY

OTC's Community Benefits and Investments Plan maintains an emphasis on social equity. All community benefit activities are conducted to improve socioeconomic outcomes for members of disenfranchised and targeted communities within Madera and Madera County. We view social equity as a principle that embodies the actions we take to address discrimination, injustice, and inequality. We recognize our platform as a licensed operator in the cannabis industry as an opportunity to improve socioeconomic outcomes for those negatively impacted by decades of cannabis prohibition and offset the harm sustained by the War on Drugs in the communities in which we operate. OTC is committed to using its position of influence to provide opportunities for vulnerable populations and enhance the quality of life for Madera residents that fall into this category. We believe it is essential to understand the history of cannabis so that we can meaningfully empower and enrich communities that have been disproportionately impacted by cannabis prohibition or excluded from cannabis business ownership or employment. We also want to challenge the traditional social and political hierarchies in the professional sector and build the local cannabis industry into a landscape of opportunity for these individuals. Our shared commitment to social justice has been thoughtfully integrated in our business since its inception, creating a culture in which equity, diversity, and empowerment are fundamental principles that guide our actions as individuals and as a company. Norman Yousif, owner of OTC, is involved in several social equity projects in Los Angeles, one of which involves co-ownership of four equity businesses in Los Angeles with industry pioneers and champions of social equity Kika Keith, Moises Estrada,

Madison Shockley, and Joey Evans. OTC's Los Angeles projects have afforded Norman the opportunity to build connections with a constellation of cannabis brands, retail spaces, and community organizations that leverage the power of cannabis to transform lives and shape culture. OTC will use these additional resources to help achieve all our social equity goals, especially with respect to our hiring and training efforts in Madera.

PARTNER ORGANIZATION: SOCIAL EQUITY OWNERS AND WORKERS ASSOCIATION

Social equity Programs are designed to support equal opportunity in the industry by making legal cannabis business employment opportunities more accessible to low-income individuals and communities impacted by the criminalization of cannabis. Barriers that Social Equity candidates face include limited access to educational resources, inexperience in the job searching process, disqualification from consideration for employment based on previous convictions, lack of knowledge in preparing materials like resumes and standard operating procedures as well as limited access to mentorship from industry professionals. To mitigate this issue, we are developing a Social Equity Committee that is working in collaboration with the Social Equity Owners and Workers Association (SEOWA) to source social equity candidates for our initial and ongoing rounds of hiring. We are working with Kika Keith, who is our retailer partner in Los Angeles and the founder of SEOWA, to obtain guidance and oversight with respect to elements of social equity in our organization. We are also an ongoing donor to SEOWA to bolster their resources and abilities to source these individuals. We will not waver in our commitment to social equity, and we will constantly be looking for ways to provide opportunities to individuals who qualify as equity candidates. Our relationship with SEOWA will allow us to extend their educational resources to minority individuals and those impacted by the War on Drugs throughout Madera.

PARTNER ORGANIZATION: SOCIAL EQUITY INDIVIDUAL TRAINING HUB

Through our work in Los Angeles, we have developed a relationship with the Social Equity Individual Training Hub (SEITH). This organization serves as a career center that provides job-specific training, education and other resources in a mock retail storefront setting to individuals who qualify as social equity hires for local cannabis businesses. The center's main goal is to prepare social equity candidates for long, prosperous careers in the cannabis industry and increase the size and abilities of the local cannabis industry workforce. SEITH offers educational courses that cover overarching topics such as compliance with state laws and track and trace as well as training modules that are geared more specifically to local jurisdictions. Training modules relating to compliant commercial cannabis operations may include, but are not limited to, customer check-in procedures, processing transactions, separating adult use and medical transactions, Metrc training, diversion prevention, recordkeeping, neighborhood compatibility protocols, marketing, understanding and implementing standard operating procedures, video surveillance, product deliveries, facility sanitation and various other features of working at a commercial cannabis businesses. OTC's Community Relations Officer and Social Equity Advisor are tasked with integrating SEITH into our local hiring practices and ensuring there is a consistent pipeline of equity candidates from Madera who are being educated and trained at this facility to eventually work for OTC and other cannabis businesses in the area. We believe this collaboration can substantially increase the workforce and number of high paying jobs for Madera residents and those who have unfortunate experience of being disproportionately impacted by the War on Drugs.

EQUITY INITIATIVE: EXPUNGEMENT CLINICS

We intend to work with Madera Law Center (MLC) a local Madera organization that specializes in community services, community health services, post-conviction relief, and more. We will support MLC's post-conviction relief efforts through sponsoring and volunteering for their expungement clinics. During the clinics, individuals get the chance to meet with attorneys to discuss whether their conviction qualifies as well as what steps need to be taken to clear their records. MLC's expungement clinics provide individuals with the opportunity to eliminate qualifying convictions from their records which helps remove barriers necessary to get their lives back on track. Individuals with a clean record have increased chances of securing employment, loans and housing which help increase stability and reduce recidivism something that benefits not just themselves but the community as a whole. In addition to working with MLC to organize and sponsor expungement clinics, OTC intends to build a program to source employees and promote job opportunities to qualifying individuals who have been victims of the war on drugs; our participation in the expungement clinics will also serve as a direct pipeline for potential employees.

PARTNER ORGANIZATION: OPERATION EVAC

OFF THE CHARTS

Operation EVAC is a target organization for our community outreach and financial assistance. The “EVAC” portion of this organization’s name stands for Educating Veterans About Cannabis. Founder Ryan Miller served the Marine Corps from 1998-2002 as a network systems engineer primarily in Okinawa, Japan. Constantly deployed, Ryan served in Brunei, Bali, Indonesia, Malaysia, Singapore, Philippines, Hong Kong, Thailand, Australia, and Korea twice. Two meritorious promotions, Battalion Marine of the Quarter, the Navy Achievement Medal, Microsoft Certified Systems Engineer, Cisco Certified Network Associate, and Naval Shellback are among his accomplishments earned on active-duty. Following an honorable discharge, Ryan discovered cannabis through employment at the Berkley Patients Group in the San Francisco Bay Area. He immediately saw the healing power of cannabis and understood how powerful of a tool it could be to help veterans as they work through Post Traumatic Stress Disorder, Anxiety and various other mental health conditions along with reintegration back into the workforce. Currently Operation EVAC organizes support groups, educational sessions and other events for veterans where they can learn about cannabis, health and wellness. The organization also provides workforce development and support for veteran employees of cannabis businesses. We are making a one-time donation of \$10,000 to Operation EVAC as a way to support hosting support groups for the organization at our Madera location. We are also working with founder Ryan Miller to determine ways we can strategize to hire and support veterans from the organization’s network in the form of a workforce development agreement. This promotes the acceptance and understanding of individuals with different life and work experiences relating to the military while also enhancing their socioeconomic status. We are committed to not only providing work opportunities to veterans but also helping them stabilize their lives after returning from active duty.

PARTNER ORGANIZATION: COURT APPOINTED SPECIAL ADVOCATES (CASA) OF FRESNO & MADERA COUNTIES



Since 1996, CASA (Court Appointed Special Advocates) of Fresno and Madera Counties has served foster youth in the Fresno and Madera regions with Judge Soukup’s original goal in mind: to be a voice for our community’s most at-risk children. This has been tirelessly executed with the help of dedicated men and women, from advocates to social workers, attorneys, foster parents, therapists, doctors, teachers, and the myriad of other individuals responsible for the care of the foster youth. Today, CASA of Fresno and Madera

Counties employs a full-time staff and is supporting and equipping more than 210 volunteer advocates as they annually serve 331 of the 2,500 abused and neglected children in foster care in Fresno and Madera Counties.

The children at CASA are assigned by judges and are typically individuals who are deemed most at risk, having experienced abuse or neglect, and needing the Court’s protection. CASA is unique in that they normally assign one CASA volunteer to one child so that the volunteer can build a deeper relationship with the child and gain a better understanding of the child’s needs and interests. The volunteers act as a stable and reliable support system while children go through the court system and many of these relationships last years. The stable support provided to CASA’s children is vital for their proper development and performance in other aspects of life. CASA volunteers/advocates also work alongside caseworkers or social workers to ensure the judge has the best information, and that the child receives all the services and support they need. CASA hosts several fundraising events throughout the year and the money gained throughout these events is used to fund CASA’s ongoing operations and services. These events also offer CASA the opportunity to mingle with the community’s residents and offer more insight into what CASA is all about. Some of CASA’s fundraising events include the Granville Home of Hope Raffle, CASA Crab Feed and Virtual Auction, and Central Valley Chef Cook Off to Support CASA to name a few. CASA also hosts a dinner event called the Voices of Hope, which was designed to honor their advocates and the work they perform at CASA. This event also acts as an introduction to CASA for newly sworn in advocates and is a perfect time for them to connect with experienced CASA volunteers and staff.

OTC is excited about the opportunity to support CASA in their mission to recruit, train, and support volunteers to advocate for the best interest of abused and neglected children in the foster care system. We would like to offer support through yearly donations, engaging in their fundraising events, and engaging in some of the various

volunteer opportunities that they host. We believe this is the best form of support that we can provide CASA and we are confident that they will use our donations to continue to provide support for at risk children going through the foster care system in Madera.

COMMUNITY EVENT: EDUCATIONAL WORKSHOPS ON CANNABIS

We look forward to building relationships with Madera’s local businesses and residents through cannabis education and community stewardship. We bring extensive value to the community by expanding access to free, quality educational materials and resources to those seeking to enhance their personal wellness through cannabis. OTC utilizes free cannabis educational workshops, seminars, milestone celebrations and other events that cater to clientele looking to expand their knowledge on cannabis’ health and wellness attributes. Our workshop subject-matter includes cannabis-specific topics surrounding responsible and informed usage guidelines such as: Warning Signs of Abuse/Misuse; Dosing & Usage: Consumption Methods and the Conscientious Smoker; Cannabinoids & Terpenes: Benefits, Effects, and Interaction; Topicals & Pain Relief: Cannabis and Pain Management; and others. We also plan on holding events which explore health and wellness topics related to mindfulness and wellbeing such as Yoga; Body Consciousness; Meditation; Natural Healing; Exercise & Nutrition; and others. We will also feature vendor/brand partners in our workshops to discuss a vast array of important topics such as Sustainability in Cannabis Cultivation, Sun + Earth Certification, Women-Owned Business Leadership, Social Equity and various other important topics that frame our industry. We plan to rent out a public space or, if appropriate for the event, utilize our parking lot to organize events centered on wellbeing where like-minded businesses are invited to come out and share their practices with local businesses and the community. OTC’s educational events are a no cost community resource event where participants can learn about, engage with, and build community through the medium of cannabis health services and overall personal wellness. We host cannabis-specific events that promote communal discussion surrounding retail cannabis businesses’ impact on the community while providing exposure to the citizens of Madera.

GUIDING PRINCIPLE: A SAFE, HEALTHY ENVIRONMENT

A healthy, safe environment is one where community members have consistent access to fresh food, are provided with ample opportunity for physical activity and are insulated from the devastating impacts of climate change by intelligent choices involving the use of community resources. OTC has investigated organizations who share our core values of access to fresh food, sustainability, environmental consciousness and the importance of combatting climate change for the community’s overall wellness. The following organizations will garner our support on an ongoing basis in a variety of different formats.

PARTNER ORGANIZATION: GRID ALTERNATIVES CENTRAL VALLEY

We have vetted and selected GRID Alternatives Central Valley as an organization that we would like to support through our Community Benefits and Investments Plan in Madera. GRID Alternatives believes that a rapid, equitable transition to a world powered by renewable energy will benefit everyone. Since their inception in 2011, they have been helping families of all income levels save tens of thousands of dollars in energy costs over their systems lifetime. GRID Alternatives has installed more than 10MW of locally generated, clean and renewable energy, benefitting families, for the environment and the community. Their system reduces household electricity costs by up to 90% by providing free solar electricity systems at no cost. Their projects also help job seekers be competitive in the emerging renewables industry by a number of hands-on job training opportunities each month at no-cost to the participants. This includes:



- **Installation Training Programs:** installation training programs that offer opportunities for skill development and employment opportunities,
- **SolarCorps Fellowships:** include one-year placements on a GRID Alternatives team to develop skills and experience in various aspects of the industry
- **Solar Futures:** a K-12 education program offering classroom curriculum and hands on training for youth,
- **National Women in Solar Program:** provides pathways to technical careers for women, highlights women of color in the industry and provides national leadership on solar workforce diversity to build a diverse, equitable and inclusive solar industry
- **Troops to Solar:** connects veterans to solar industry jobs and provides training in the industry

OFF THE CHARTS

Renewable energy can drive economic growth and environmental benefits in communities most impacted by underemployment, pollution, and climate change. GRID Alternatives is a national leader in helping economic and environmental justice communities nationwide get clean, affordable renewable energy, transportation, and jobs. Internationally, their energy access work is lighting up off-grid communities in Nepal, Nicaragua, and Mexico.

OTC is committed to supporting GRID Alternatives throughout all of their ventures mentioned above. We are working with leadership at GRID Alternatives to determine their most significant needs to continue to run and further develop these programs. We are prioritizing financial contributions to the Troops to Solar program as a way of supporting veterans throughout all community benefits initiatives, but each of these programs is beneficial to Madera residents and they will garner our continued support over time. GRID Alternatives mission is aligned with addressing Madera's challenges such as sustainability and addressing climate change impacts, so we view our support of this contribution as a substantial effort towards reducing greenhouse gas emissions in Madera and surrounding communities in Madera County.

PARTNER ORGANIZATION: MADERA COUNTY FOOD BANK

OTC has chosen to support Madera County's Food Bank (MCFB) because of their network and the resultant infrastructure for serving those in need. Not only do we have complete confidence



in MCFB's ability to deploy our charitable contributions into tangible assistance to those in need, but we also chose Food Share because of the numerous programs and events they host, which create a variety of volunteer opportunities. The Community Assistance Program is a monthly distribution of free fresh produce and/or products to the Citizens of Madera County. MCFB also provides an

Emergency Food Program which was designed to help families in need of emergency food. This program provides emergency food boxes to approximately 1,800 individuals a month and the contents include essential items such as protein, vegetables, grain, iron, starch, and fruit. Similarly, their Emergency Food Assistance Program, a California Department of Social Services program, provides food boxes to eligible individuals and households at no cost. The MCFB has two programs tailored to serving Senior residents 55 years and older. First, they have their Senior Nutrition and Produce Program (SNAPP) which runs from April-October and was designed to provide fresh fruits and vegetables to individuals 55 years and older at an extremely low cost. They also have a Senior Brown Bag Program that is run exclusively through the program that makes a monthly delivery of essential food to the individual's residence. This program costs \$24/year and is open to all residents 55 years of age and older. The MCFB services the entire city of Madera, Cowchilla, Fairmead, and all of the Mountain areas including Richmond, Coarsegold, Oakhurst, and North Fork. Currently, MCFB has 36 food distribution sites throughout Madera County and they all strive to serve the individuals and families in need throughout the County. OTC is proud to sponsor Madera County Food Bank by covering the costs for 400 individuals, which amasses to a donation of \$10,000 in program sponsorships for Madera community members. In addition to charitable contributions as described above, we are eager to share with our employees the volunteer opportunities created by the various programs operated under MCFB.

G.7 COMMUNITY BENEFITS AND INVESTMENTS SUMMARY (3 YR PROJECTIONS)

OTC is committed to becoming an integrated member of the Madera community and hopes to provide continued support to local non-profit and community organizations in the form of charitable contributions and volunteer service. Our management team will be available to field any public concerns about our operations and will do their best to resolve any issues in a timely and professional manner. We look forward to the possibility of bringing new business opportunities to the City of Madera as well as to contributing to local community service initiatives. OTC's community-focused approach has been a large part of our success in the other jurisdictions in which we operate. OTC looks forward to the opportunity of applying that same community-first approach to the City of Madera. Our commitment to the community has led us to vet over a dozen locally based nonprofits and



OFF THE CHARTS

we are confident that by teaming up with these organizations, OTC will be able to make a real contribution to the Madera community and its residents. OTC believes that food services, safe places for the abused, guidance for at risk youth, housing assistance, education, and other critical services and programs put resources where they are needed most. OTC is committed to hiring locally for all our service needs, as described above. OTC intends to hire locally to fulfill the dispensary's positions, and we also intend to take good care of our staff through generous compensation packages, as described in the Labor, Diversity, and Inclusion Plan. We are eager to host community events and educational workshops in order to introduce ourselves to the community and to provide cost-free educational materials and presentations. The initial investments outlined in this plan amass over \$120,000 and 240+ volunteer hours allocated to our partner organizations within our first year of operations, and we continue to build on these investments over time (See below).

720 HRS

COMPENSATED EMPLOYEE
VOLUNTEER HOURS

\$1,166,200

EMPLOYEE BENEFITS
CONTRIBUTIONS

\$75,000

EMPLOYEE EDUCATION
STIPENDS

\$360,000+

COMMUNITY WORKSHOPS
AND EVENTS

\$3,125,515

PROJECTED TAX
CONTRIBUTION TO CITY OF
MADERA

108+

COMMUNITY WORKSHOPS
AND EVENTS

RETAIL NM, LLC
(dba: Nectar)



NECTAR



COMMUNITY BENEFITS & INVESTMENTS PLAN





Nectar is focused on serving the community in which we operate, and each community has its own unique sense of identity and history. Madera's diverse cultural history, character, and sense of place speak for themselves, and we look forward to working with the Madera community to conscientiously integrate our proposed distribution and retail business into the City's existing social fabric. Nectar Markets (Nectar) has developed a Community Benefits and Investments Plan that outlines strategic initiatives, company policies and outreach efforts to enrich the quality of life for individuals in Madera. Nectar's community benefit efforts include: (1) engaging in sponsorship of community events; (2) collaborating with City officials and local entities on ways to enhance Madera's current quality of life; (3) donating resources and funds to youth programs; and (4) partnering with local organizations that facilitate opportunities and equity for residents. Internal policies and procedures of our Community Benefit Plan include developing a network of business reciprocity and increasing local expenditures, hiring locally, working with local vendors to source equipment, supplies and services and maintaining beneficial relations with employees.



Nectar CARES is a community outreach program introduced in 2020 to raise funds for donation to community-focused nonprofits and organizations working to improve the quality of life for members of the community.

Nectar is an ally for social equity businesses. While not qualifying as a social equity applicant, the Company looks forward to the opportunity to work alongside these businesses and looks to incorporate social equity products into the retail supply chain and inventory. With the introduction of the Nectar CARES program in California, we look forward to expanding our philanthropic and community-oriented mindset to each community that we serve. Nectar will work alongside the city, local nonprofits, and other community-centric organizations to ensure that Nectar is doing its part to add value to the community beyond the walls of our retail establishment. Recently, Nectar was recognized by the Portland Business Journal as number ten on the 2020 Philanthropy Awards List for the Company's outreach initiatives prior to launch of the Nectar CARES program. Nectar is excited to continue to develop the Nectar CARES program and offer added value to the community. More Detail on the Nectar CARES Program, its history and its goals are provided below.

Nectar is committed to becoming an integral member of the Madera community. We are joining the Chamber of Commerce and have outlined our Community Benefits and Investments Plan to feature a heavy emphasis on supporting a vast array of local organizations and their respective causes. Nectar has selected these organizations and together we look forward to improving the surrounding community's social equity and quality of life through preservation and enhancement of the city's local environment and resources. Nectar is steadfast in its commitment to serving Madera and being stewards, participants and partners of the local business community. Our team's community-focused approach has been a large part of our success across our 30+ current retail locations and we look forward to applying that same community-first approach to the City of Madera.

GOALS

The Community Benefits and Investments Plan has been designed in congruence with Madera's 2009 General Plan and the 2025 General Plan Vision to address the most significant needs of the community within a reasonable timeframe. We have carefully evaluated the guiding principles of the 2009 General Plan and 2025 General Plan Vision, and our Community Benefits and Investments Plan is designed to help the city and local organizations to accomplish the following goals:

- 1) **A Well-Planned City:** The physical aspects of Madera's growth. Affordable housing, balancing residential, commercial and agricultural needs and providing efficient services are significant concerns for a rapidly growing community. Open communications between the community and City/County government and within those governments are vital to a healthy city.
- 2) **Good Jobs and Economic Opportunities:** good jobs, a well-trained, well-paid workforce and a broad spectrum of business opportunities. The vision underscores the need to attract commercial and retail businesses and to encourage residents to buy locally.



- 3) **A Strong Community and Great Schools:** Development of leadership, expansion of educational opportunities, support for the arts and recognition of the Madera's unique culture. Support for Madera's youth in education, after-school programs and sports activities reflects the community's desire to create a caring environment in which to raise a family.
- 4) **A Safe, Healthy Environment:** Protecting Madera's natural resources, enjoy a secure community and provide healthy educational and recreational activities. The Vision recognizes the need for Madera's parks and open spaces to be convenient and well-maintained. This statement also emphasizes excellent health care and related services for all community members.

Nectar commits to maintaining these community benefits goals throughout our business activities and evaluating the city's needs over time to ensure synchronicity with the city's community goals. We look forward to helping improve health and socioeconomic outcomes in Madera through a multi-faceted approach of sponsoring community events, in-kind donations to charitable organizations, promoting the city's historical, cultural and social fabric, local sourcing practices and various other initiatives.

NECTAR CARES PROGRAM

To ensure leadership, consistency, organization and transparency throughout all of our community benefits initiatives, we have created a 501(c)(3) non-profit organization called the Nectar C.A.R.E.S Program. This organization is being developed as an arm of Nectar's overall business that is specifically dedicated to all the community benefits initiatives we plan to execute. Through our experience as a licensed operator in Oregon, we have found that it is most efficient to have a team of dedicated individuals and respective resources allocated to this aspect of our business with oversight from ownership and management rather than a collaborative effort between personnel in various areas of operations. We have thus created this non-profit organization as a way to consolidate our community benefits efforts and associated resources for the purpose of efficacy and efficiency.

The Nectar C.A.R.E.S Program controls all of our community benefits initiatives and our Community Relations Officer is working to establish relationships with local organizations and really understand the needs of the communities we serve. Program leaders have regular meetings with ownership and management and are expected to provide detailed reports of their progress throughout actualization of the Community Benefits and Investments Plan. Ownership and management periodically audit the performance of the Nectar C.A.R.E.S Program to ensure all goals are being met within designated timeframes. The Nectar C.A.R.E.S Program leaders are expected to communicate any problems or delays that they experience to ownership and management immediately, and there is a collaborative effort executed to mitigate any of these issues.

Nectar Culture Committee Mission Statement

We believe that employee and customer satisfaction starts with creating a supportive and inclusive environment where everyone feels welcome. Nectar CARES gives our employees the opportunity to make a difference in their community and workplace *through the following guiding principles:*

- C** – Community Development
- A** – Active Lifestyles
- R** – Representation & Inclusion
- E** – Environmental Sustainability
- S** – Social Justice

The Nectar CARES program has been a remarkable success in Oregon, with large cash and volunteer hour donations to local community centric organizations. Some highlights of this proven community engagement model's implementation include substantial fundraising of nearly \$1 million for the ACLU Oregon, the Wounded Warriors Project, the Oregon Justice Resource Center, and Don't Shoot PDX. In 2021 alone, we were able to partner with the NuLeaf Projects' NuProfessional Network, which is a recruiting platform that supports vulnerable populations as they look to enter the cannabis industry. Nectar was one of the first businesses in Oregon to join this platform. Additionally, Nectar began conducting local trash cleanup events in collaboration with local 501(c)(3), Solve Oregon. To round out



NECTAR

the year, Nectar partnered with Last Prisoner Project on their Holiday Letter Writing campaigns to bring cheer to those who are incarcerated for cannabis offenses.

In 2022 thus far, the Nectar C.A.R.E.S committee has conducted street cleanups in Southeast Portland alongside nonprofit, Solve Oregon. Other groups Nectar is supporting this year include Special Olympics Oregon's Polar Plunge, Hunger Free Oregon, and the Transition Project in supporting houseless individuals. We are focused on enhancing and diversifying our support of the ACLU, the Wounded Warrior Project and Last Prisoner Project in Oregon and also determining how to support these organizations in California throughout 2022. We are confident that the Nectar C.A.R.E.S Program will be an integral component of our profile of businesses moving forward and we are excited to translate this successful community engagement program into our California operations.

C – COMMUNITY DEVELOPMENT

The support outlined in our Community Benefits and Investment Plan extends beyond local non-profit and charitable organizations to the City of Madera directly. We have carefully researched the current initiatives that the City is executing along with organizations that make Madera a better place to live and work and have determined how to best align our Community Benefits and Investments Plan with these initiatives.

FINANCIAL SUPPORT: CITY OF MADERA GENERAL PLAN UPDATE

While compiling the application materials and speaking with attendees of city meetings it has come to our attention that the City's current General Plan's latest version is from 2009 and despite the Vision 2025 component, the General Plan is in need of a comprehensive update. Nectar would like to support the Vision 2025 efforts and the Madera General Plan in the form of a \$10,000 donation and the provision of any information, community data, volunteer hours or any other form of support. This initiative is aimed at providing a comprehensive update to the City's General Plan along with any additional updated documentation that the City is trying to compile. Today, Madera faces a very different set of conditions and challenges than when the current General Plan was adopted over 10 years ago. The development of a new plan will allow the city to address some of the more current issues the community faces as a result of the ever-changing cultural landscape of Madera. The initiative provides community members many opportunities to participate and share their ideas during the General Plan Update process; these including meetings with community groups, online surveys, community workshops, community pop-up events, planning and commission study sessions, and city council study sessions. As part of our effort to support of this initiative we will have our Community Relations Officer (CRO) attend meetings, study sessions, workshops and pop-up events to join in on the General Plan Update process and discuss ways in which Nectar can assist the initiative be it through monetary contributions or volunteer service. Our CRO's involvement in the initiative's activities will also give Nectar a better understanding of where they should focus their future charitable efforts to best serve Madera's vision for the future.

PARTNER ORGANIZATION: HANDS ON CENTRAL CALIFORNIA

HandsOn Central California has been a leader in the development, implementation, deployment, and sustainability of volunteer initiatives in the Central Valley for 70 years. The organization was founded by a group of community leaders who saw the value of volunteerism as a tool for community change. Their robust portfolio includes managing volunteer programs, training, events, and initiatives across Merced, Mariposa, Stanislaus, Madera, Fresno, Tulare and Kings counties. HandsOn Central California's services combine to offer a wide array of opportunities that mobilize our community to help "be the change" in as many ways as possible. HandsOn is able to accomplish this through partnerships with other organizations working together to bring about long-lasting change in the community. From motivating children to discover and learn, serving hot meals to low-income families, providing support for physical and mental health initiatives, caring for the environment, large scale transformational projects, HandsOn Central California continues to respond to the critical needs of communities and their residents.

HandsOn's program, HandsOn@Work, was developed to provide businesses and their employees opportunities to network with other businesses with volunteer programs, create custom service projects that fit company goals, interests, and budget, and provide resources and tools to track the service completed by employees as well as different areas of community impact that the business is helping to support through HandsOn@Work. HandsOn Central California prepares, coordinates, and executes all aspects of a businesses planned volunteer projects. HandsOn guides companies



of all sizes through the often-unfamiliar territory of volunteer service project planning. Drawing on the organization's network of agency partnerships and planning expertise, HandsOn designs ongoing volunteer programs or one-time events, specifically tailored to the needs and interests of businesses. HandsOn believes one of the most effective ways to connect employees is through volunteerism as it can boost employee happiness, help recruit and retain quality talent, build a strong community reputation, and it creates further opportunities for leadership training and team-building.

As a community-focused business with an emphasis on volunteerism, Nectar is excited about the opportunity to work with HandsOn and its many partners, towards promoting community in Madera change through volunteerism. Nectar would like to support HandsOn through annual donations of 100+ volunteer hours as well as working with their HandsOn@Work program to develop more meaningful volunteer programs in the City of Madera. We have faith that the organization will use our donations to continue working towards their mission to inspire, equip and mobilize residents to serve their communities.



PARTNER ORGANIZATION: CALIFORNIA TEACHING FELLOWS FOUNDATION



As part of Nectar's community benefits initiative, we are going to support the California Teaching Fellows Foundation (CTFF) in their mission to inspire next-generation leaders with a passion for teaching and learning while impacting the lives of youth by providing them annual donations. CTFF was founded in 1999 at the Kremen School of Education and Human Development at Fresno State. The CTFFs approach develops exceptional educators who are inspired to be leaders in their communities and creating a

brighter future for all. CTFF's teaching fellows are paid undergraduates from Central Valley Colleges or Universities who are recruited based off academic achievement and their desire to be leaders for the next generation. Teaching Fellows are trained to be instructors in K-12 after school, tutoring and summer programs, serving as mentors and role models for college success. They participate in ongoing professional development in Saturday Academy each month, which means they are continually learning and improving their skills in areas such as tutoring, classroom management, and how to creatively engage students in learning activities. Teaching Fellows are the core of the foundation, and they are responsible for running many of the programs that CTFF is engaged in. The CTFF program partners with 26 districts to staff programs at more than 200 K-12 school sites in Madera, Fresno, Merced, and Tulare counties. CTFF offers several programs including After School in the Central Valley, California Teaching Fellows AmeriCrops, and Summer Learning. Their After School in the Central Valley program serves a combined 30,000 elementary, middle, and high school students every day. Here students work on homework and engage in two hours of enrichment activities like robotics, fashion design, breakdancing, etc.. Their AmeriCorps program delivers NASA's Aerospace Academy program in 40 high-poverty elementary schools in the Central Valley. AmeriCorps Fellows are responsible for increasing STEM knowledge, skills, and literacy of students who participate. Further, CTFF's Summer Learning program is designed to bridge the gap created by summer learning loss. Students who engage in this program experience leadership and team building, new friendships, skills development, and other creative methods that make learning fun.

We look forward to helping CTFF improve academic success of children in the Central Valley through annual donations of \$10,000. Nectar believes creating a meaningful impact begins with the youth and CTFF's enrichment and academic success initiatives provide an avenue to directly impact the next generation of Madera residents and community contributors. We are confident CTFF will use our annual donations to continue supporting their mission to inspire next-generation leaders with a passion for teaching and learning while impacting the lives of youth.

A – ACTIVE LIFESTYLES

Physical activity and community exploration are core values of the Nectar C.A.R.E.S Program because of their important role in preventing chronic disease and enhancing quality of life. An active lifestyle is one that promotes physiological and mental health and allows individuals to take control of their own wellness. We support organizations that provide opportunities, infrastructure or any other necessary features of an active lifestyle.

NECTAR

PARTNER ORGANIZATION: MADERA UNITED FC

Nectar believes that leading an active lifestyle has a profound impact on child development and cognitive skills. Accordingly, we have identified the Madera United Football Club (MUFC) as one of the organizations that we would like to support through our community benefits initiative. MUFC is a competitive soccer club located in the City of Madera that has several teams in which girls and boys of varying age groups can participate. Over the years, their teams have brought home several regional and state championships. The teams meet three times a week which consists of two open practices and a scrimmage night. The club puts heavy emphasis on engaging with the community and both their practices and scrimmage night are open to the public and the public is encouraged to attend. The weekly scrimmage night acts as the club's fundraising event and gives the public an opportunity to support the club and see them in action. The MUFC players are not just members of a team, they are also members of the community. In the off-season, the club works with local charities to bring sports and hope to underserved children in Madera. The club's emphasis on community engagement further supported Nectar's decision to provide assistance to the MUFC. We would like to support the MUFC by matching donations up to \$7,500 annually that are made to the organization as part of their weekly scrimmage games based on the organization's alignment with our core value of maintaining an active lifestyle. We are confident these donations will be put to good use whether that be sponsoring a child, buying uniforms and gear, helping to pay for travel expenses, or contributing to the Club's local charity efforts.



PARTNER ORGANIZATION: CITY OF MADERA ADULT AND YOUTH SPORTS

Our commitment to enhancing health and wellness opportunities for Madera's adults and youth is exemplified by donations to sports organizations that provide diverse recreation activities. The Community Relations Officer is tasked with evaluating local sports programs to determine which could best serve members of families that have been socioeconomically disadvantaged. Based on these evaluations of equity opportunity and financial need, Nectar is making an annual donation of \$10,000 to be split among one or more of the following sports organizations: Madera's Youth Soccer League, National and American League, Tiny Tikes, Youth Basketball League, as well as Madera's Adult Basketball, Football, Soccer, and Softball Leagues. We have chosen the above leagues due to the benefits that they have on youth and adult's health and wellness, as well as for the abundant volunteer opportunities that they provide. Nectar is excited to coordinate with Adam Romero the Youth & Adult Sports Coordinator to see if there are any other ways that we can provide support to these leagues over time.

PARTNER ORGANIZATION: MADERA COUNTY FIRE TRUCK PULL EVENT

Madera County's Firetruck Pull Event is an event put on by the Madera Chamber of Commerce Tourism Alliance as a fundraising event for Madera County's Special Olympics. This event is unique in that it is only open to local law enforcement and public service agencies in Madera. The event consists of 8-man teams that are required to pull a 55,000lb firetruck a predetermined distance and the team with the fastest pull is named the Fire Truck Pull Champions. Each pulling team receives sponsors from local businesses and the donations are used to help fund the Special Olympics



of Madera County (SOMC). SOMC is dedicated to enriching the lives of children and adults with intellectual and developmental disabilities through sports, education, and athlete health. We have vast experience working with Special Olympics committees on Oregon, where we have matched all donations for various programs, most notably the Polar



Plunge. We plan to use our existing relationships with the Special Olympics at the national level to transition our support of the organization into California through events like the Fire Truck Pull Event and other Chamber of Commerce events. The average cost to send an athlete to compete in each sport is around \$300 and the average athlete competes in 3 different sports in a given Special Olympics Event. SOMC is proud to offer free training and competitions for over 50 Special Olympic Athletes. Nectar is excited about the opportunity to be a sponsor and donate to the next Fire Truck Pull Event. Nectar has agreed to a one-time donation of \$7,500 to the Fire Truck Pull Event in hopes of covering the costs of roughly 25 athletes to attend the Special Olympics. We will also allocate volunteer hours for the day of the event to ensure the Madera Chamber of Commerce Tourism Alliance has all the personnel and resources they need to conduct the event. SOMC relies on events like the Fire Truck Pull and the support, compassion, and generosity from individuals, organizations, small businesses, and corporations to continue to offer these sports and services free of charge. With our assistance, we can help fund a community-driven event that brings community members together and advances the SOMC's ability to prepare their athletes for annual competitions for years to come.

R – REPRESENTATION AND INCLUSION

Nectar prides itself on diversity and inclusion in our workforce and our clientele, and we embrace diversity as a source of innovation, creativity and competitive advantage. We want the City of Madera to have that same advantage and to ensure a local environment that provides opportunities for individuals with all kinds of backgrounds, ethnicities, life experiences and more to thrive. Our Community Benefits and Investments Plan has a significant component of increasing representation and inclusion, as well as for providing opportunities to underrepresented populations throughout Madera using the following initiatives and organizational partnerships.

COMMUNITY EVENT: HUSTLE HARD RETREAT FOR WOMEN WHO MEAN BUSINESS



Empowering Women in Cannabis is a key proponent of our company's culture and the directives of the Nectar C.A.R.E.S program. In 2018, Nectar partnered with Cannabis Lawyer and founder of the Oregon Cannabis Association, Amy Margolis and the organization called the The Initiative, a cannabis accelerator program specifically for women cannabis entrepreneurs and executives, to host the Hustle Hard Retreat "For Women Who Mean Business" at Brasada Ranch in Bend, OR. This retreat was an accelerator program for Women in Cannabis to network, hear presentations from women who have built successful businesses in the industry, learn how to fundraise, negotiate deals, learn business basics, corporate governance, marketing, and regulatory operations needed to be successful in Cannabis. Nectar sponsored meals for one of the three days

and sent multiple women from both the administrative and retail side of Nectar to attend. In addition to supporting this event, Nectar supported The Initiative with a \$50,000 donation in 2020. Along with support for *The Initiative* and The Hustle Hard retreat, Nectar promoted its female leaders with a publication in the *Portland Monthly* "Women who Move the City 2020" series. This publication featured interviews with female leaders across the Nectar organization, featuring members from Retail, compliance, Human Resources, management and Marketing. Nectar is actively looking for a legal partner and an organizational partner to replicate these events and donations in California, starting with Madera. We will also support our partner organizations financially over time to accomplish their own goals outside of partnership events with Nectar. These events have significant implications for business development and empowering women to rise to prominence in the cannabis industry. Nectar has many passionate and driven women leaders throughout the organization and will continue to support women in cannabis and the greater workforce in an effort to further purport our core values of representation and inclusion.

PARTNER ORGANIZATION: OPERATION EVAC

Operation EVAC is a target organization for our community outreach and financial assistance. The "EVAC" portion of this organization's name stands for Educating Veterans About Cannabis. Founder Ryan Miller served the Marine Corps from 1998-2002 as a network systems engineer primarily in Okinawa, Japan. Constantly deployed, Ryan served in Brunei, Bali, Indonesia, Malaysia, Singapore, Philippines, Hong Kong, Thailand, Australia, and Korea

NECTAR

twice. Two meritorious promotions, Battalion Marine of the Quarter, the Navy Achievement Medal, Microsoft Certified Systems Engineer, Cisco Certified Network Associate, and Naval Shellback are among his accomplishments earned on active duty. Following an honorable discharge, Ryan discovered cannabis through employment at the Berkley Patients Group in the San Francisco Bay Area. He immediately saw the healing power of cannabis and understood how powerful of a tool it could be to help veterans as they work through Post Traumatic Stress Disorder, Anxiety and various other mental health conditions along with reintegration back into the workforce. Currently Operation EVAC organizes support groups, educational sessions and other events for veterans where they can learn about cannabis, health and wellness. The organization also provides workforce development and support for veteran employees of cannabis businesses. We are making a one-time donation of \$10,000 to Operation EVAC as well as working to host support groups for the organization at our Madera location. We are also working with founder Ryan Miller to determine ways we can strategize to hire and support veterans from the organization's network in the form of a workforce development agreement. This promotes the acceptance and understanding of individuals with different life and work experiences relating to the military while also enhancing their socioeconomic status. We are committed to not only providing work opportunities to veterans but also helping them stabilize their lives after returning from active duty.



PARTNER ORGANIZATION: CENTRAL VALLEY VETERANS



The Central Valley Veterans (CVV) is a 501(c)(3) that strives to respond to the emergency needs of local (Madera) veterans, service members, and their families to fill in gaps that aren't fulfilled by other veterans' organizations due to program restrictions. Examples of the CVV service are showcased in the organization sponsored holiday meal delivery service to Veterans and the "To the Mat" scholarship project which was created in memory of Mat Conway, U.S. Army Veteran and father of 2. Mr. Conway after being honorably discharged for medical reasons was a student at the University of Phoenix -Fresno, studying to be a School Counselor. In this pursuit, Conway made friends and formed a study group with five

other students. Conway would create schedules for projects assigned to the group and would hold everyone accountable. Sadly, days before their final class, Mr. Conway passed away. In Mr. Conway's honor the CVV developed the "To the Mat" scholarship program to support active duty, guard, reserve, and veteran children. Nectar would love to support both the holiday meal delivery program and the "To the Mat" Scholarship program. The Company will host a volunteer event in which employees and community members can sign up to participate in the home delivery drive. The CVV would gain increased community awareness and outreach through the reach of a Nectar retail storefront, ultimately contributing to success in the holiday meal delivery program. For the "To the Mat" program, the Company will host a Nectar CARES campaign in which a portion of the revenue will be a direct donation to the fund, allowing the CVV to donate more to a deserving child of a veteran in Madera.

COMMUNITY EVENT: LADY BUDS DOCUMENTARY VIEWING

Lady Buds is a documentary that tells the story of six courageous women who come out of the shadows of the cannabis underground and enter the newly legal market. The documentary follows cannabis pioneers Chiah Rodriques, Sue Taylor, Felicia Carbajal, Karyn Wagner, Pearl Moon and Dr. Joyce Centofanti through the trials and tribulations of getting their farms and businesses local and state licensing. This film celebrates these women and their dedication to the plant even in the face of corporate takeover and natural disaster that threatens their livelihood. The film was recently featured at the prominent international documentary film festival Hot Docs 2021 and received significant praise as a groundbreaking film for both women and the cannabis industry. We are planning a community-wide film viewing of





NECTAR

Lady Buds hosted either at our store or at an alternate location provided by one of our local partners once the film becomes available via streaming service or DVD. This community-wide film viewing will take place soon after our Nectar Open House as one of our first community events as a new business in Madera. This film exemplifies our commitment to women leaders in the cannabis industry and to the arts while celebrating the cannabis industry's roots in California and giving the community an opportunity to see one of the most innovative documentary films about the industry released to date.

COMMUNITY EVENT: EDUCATIONAL WORKSHOPS ON CANNABIS

A primary focus of the C.A.R.E.S. program is building relationships with Madera's local businesses and residents through cannabis education and community stewardship. We bring extensive value to the community by expanding access to free, quality educational materials and resources to those seeking to enhance their wellness through cannabis.

In 2019, Nectar partnered with Oregon Health & Sciences University (OHSU) to bring the community a half-day physician education course "Clinical Cannabis for the Health Care Provider". This event course explored the pharmacology, uses, benefits, and risks of clinical cannabis for patients through presentations made by expert clinician scientists. Two of our national level employees, Michelle Karlebach and Myisha DeSimone, have recently appeared on local Portland news broadcasts, *The Living Well Show* on Tualatin Valley Community Television to present cannabis knowledge to the viewers of *The Living Well Show* and the community of Portland. In addition to an education around the history of cannabis, terpene profiles, and tips and suggestions for first-time consumers, Karlebach and DeSimone answered questions from staff and the community. Karlebach is no stranger to community education around cannabis. She has done multiple sessions at senior homes in the Portland Metropolitan Area. These courses serve as a crash course on cannabis, in which attendees are taught about the history of cannabis, titration, suggested dosage, products that match their lifestyle, and methods for creating an underwhelming first cannabis experience as opposed to an overwhelming one. Additionally, Nectar developed resources for attendees that provide additional information around dosage, terpenes, and questions to ask your doctor if they are considering cannabis usage. These cannabis education workshops have received positive feedback from the community and recognition from the National Council of Aging.

Nectar values cannabis education and the science behind the plant and has seen the proven success of these workshops come to fruition in Oregon. We are now planning the roll out of our educational workshops as we expand into California, and we have targeted Madera for the implementation of our initial workshops and other educational programs. Nectar utilizes free cannabis educational workshops, seminars, milestone celebrations and other events that cater to clientele looking to expand their knowledge on cannabis' health and wellness attributes. Our workshop subject-matter includes cannabis-specific topics surrounding responsible and informed usage guidelines such as: Warning Signs of Abuse/Misuse; Dosing & Usage: Consumption Methods and the Conscientious Smoker; Cannabinoids & Terpenes: Benefits, Effects, and Interaction; Topicals & Pain Relief: Cannabis and Pain Management; and others. We also plan on holding events which explore health and wellness topics related to mindfulness and wellbeing such as Yoga; Body Consciousness; Meditation; Natural Healing; Exercise & Nutrition; and others. We will also feature vendor/brand partners in our workshops to discuss a vast array of important topics such as Sustainability in Cannabis Cultivation, Sun + Earth Certification, Women-Owned Business Leadership, Social Equity and various other important topics that frame our industry. We plan to rent out a public space or, if appropriate for the event, utilize our parking lot to organize events centered on wellbeing where like-minded businesses are invited to come out and share their practices with local businesses and the community. Nectar's educational events are a no cost community resource event where participants can learn about, engage with, and build community through the medium of cannabis health services and overall personal wellness. We host cannabis-specific events that promote communal discussion surrounding retail cannabis businesses' impact on the community while providing exposure to the citizens of Madera.

We will continue to develop our educational outreach by providing the communities we serve with cannabis workshops and crash courses to ensure Madera's patient and recreational population is provided with ample resources and education around cannabis.



NECTAR

E – ENVIRONMENTAL CONSCIOUSNESS

Nectar has operated cultivation facilities throughout Oregon for the last five years and has developed a deep connection to farming and environmental stewardship. Madera’s location in California’s Central Valley and its significant agricultural component aligns with our organizational commitment to regenerative farming and environmental consciousness. Thus, Nectar has investigated organizations who share our core values of public health, regenerative agriculture, sustainability, environmental consciousness and the importance of combatting climate change for the community’s overall wellness. Regenerative agriculture combined with improved environmental outcomes can promote public health throughout Madera, enhance the longevity of the City over time and mitigate the potential impacts of climate change. The following organizations will garner our support on an ongoing basis in a variety of different formats to help promote a safe, healthy environment throughout various communities in Madera.

PARTNER ORGANIZATION: GRID ALTERNATIVES CENTRAL VALLEY



We have vetted and selected GRID Alternatives Central Valley as an organization that we would like to support through our Community Benefits and Investments Plan in Madera. GRID Alternatives believes that a rapid, equitable transition to a world powered by renewable energy will benefit everyone. Since their inception in 2011, they have been helping families of all income levels save tens of thousands of dollars

in energy costs over their system’s lifetime. GRID Alternatives has installed more than 10MW of locally generated, clean and renewable energy, benefitting families, for the environment and the community. Their system reduces household electricity costs by up to 90% by providing free solar electricity systems at no cost. Their projects also help job seekers be competitive in the emerging renewables industry by a number of hands-on job training opportunities each month at no-cost to the participants. This includes:

- **Installation Training Programs:** installation training programs that offer opportunities for skill development and employment opportunities,
- **SolarCorps Fellowships:** include one-year placements on a GRID Alternatives team to develop skills and experience in various aspects of the industry
- **Solar Futures:** a K-12 education program offering classroom curriculum and hands on training for youth,
- **National Women in Solar Program:** provides pathways to technical careers for women, highlights women of color in the industry and provides national leadership on solar workforce diversity to build a diverse, equitable and inclusive solar industry
- **Troops to Solar:** connects veterans to solar industry jobs and provides training in the industry

Renewable energy can drive economic growth and environmental benefits in communities most impacted by underemployment, pollution, and climate change. GRID Alternatives is a national leader in helping economic and environmental justice communities nationwide get clean, affordable renewable energy, transportation, and jobs. Internationally, their energy access work is lighting up off-grid communities in Nepal, Nicaragua, and Mexico.

Nectar is committed to supporting GRID Alternatives throughout all of their ventures mentioned above. In addition to an initial donation of \$15,000, we are working with leadership at GRID Alternatives to determine their most significant needs to continue to run and further develop these programs. We are prioritizing financial contributions to the Troops to Solar program as a way of supporting both veterans and renewable energy throughout Madera, but each of these programs is beneficial to Madera residents and they will garner our continued support over time. GRID Alternatives mission is aligned with addressing Madera’s challenges such as sustainability and addressing climate change impacts, so we view our support of this contribution as a substantial effort towards reducing greenhouse gas emissions in Madera and surrounding communities in Madera County.

PARTNER ORGANIZATION: MADERA COUNTY FARM BUREAU

We would like to make an annual donation to Madera County’s Farm Bureau (MCFB) in the amount of \$15,000 in an effort to celebrate and preserve the rich agricultural history of Madera the City’s critical role in the Central Valley. MCFB is an organization that represents Madera farmers and ranchers and is the unified voice of agriculture in Madera.



NECTAR

MCFB currently has over 1,200 members including individuals of the farming community and the public who believe in the importance of supporting



MADERA COUNTY FARM BUREAU

local farmers to feed local families and to contribute to the increased access to fresh produce nationwide. California's Central Valley is responsible for roughly 3% of the world's agricultural production, and farmers in the City of Madera and Madera County account for much of this production. The MCFB is a valuable source for local farmers as they educate the public about the importance of farming and provide numerous informational sources on topics related to agriculture, including current state and federal regulations affecting the industry. MCFB provides various services including Ag Education, where individuals have a chance to participate in different agriculture courses with UC Davis Instructors; Ag in the classroom, a program created to increase agriculture literacy through K-12 Education; FELS, an employment labor service, as well as providing training and signage material. Several of the services provided by MCFB place emphasis on teaching the community about the important relation between agriculture and quality of life. This emphasis on agricultural education is especially important in a place like Madera as it shows how much residents and the community rely on agriculture in their everyday lives.

PARTNER ORGANIZATION: CENTRAL VALLEY OPPORTUNITY CENTER

Central Valley Opportunity Center

"HELPING PEOPLE --- CHANGING LIVES"

Nectar is excited about the opportunity to work with the Central Valley Opportunity Center (CVOC) towards their mission to provide employment, skills, training, education, and emergency services to improve the

quality of life for farm workers and underserved members in Central Valley communities. Central Valley Opportunity Center, Inc. is a non-profit 501(c)(3) employment training and service provider serving the California counties of Merced, Madera, Fresno and Stanislaus. CVOC operates numerous employment, educational, economic development, and social service programs in central California. Over the last twenty-five years, CVOC has operated major programs for the Department of Labor, Department of Community Service and Development, Department of Education, State of California, local government programs, and private foundations. CVOC also provides an extensive vocational training program that offers 8 courses covering everything from Basic Business Occupations to Photovoltaic Design and Installation. Courses range from 140-770 hours and provide many individuals with the knowledge, tools, and skills required to succeed in an agricultural setting. CVOC provides several more programs geared towards assisting migrant and seasonal farmworkers or displaced agriculture workers. CVOC's Migrant and Seasonal Farmworker program assist farmworkers and their dependents in obtaining permanent and higher paying employment opportunities. This program provides individuals with emergency services such as food assistance and courses geared at increasing the individual's worth in the workplace. Nectar has chosen CVOC due to their commitment to the agricultural communities and public services. Nectar would like to make an annual donation of \$10,000 to CVOC so they can continue to serve the large agricultural community in Madera and beyond. Nectar hopes that by donating to CVOC and their cause that we will be able to make a positive impact on local farmers, farmworkers, and the residents of Madera.

PARTNER ORGANIZATION: MADERA COUNTY FOOD BANK

Nectar has chosen to support Madera County's Food Bank (MCFB) because of their network and the resultant infrastructure for serving those in need. Not only do we have complete confidence in MCFB's ability to deploy our charitable contributions into tangible assistance to those in need, but we also chose Food Share because of the numerous programs and events they host, which create a variety of volunteer opportunities. The Community Assistance



Program is a monthly distribution of free fresh produce and/or products to the Citizens of Madera County. MCFB also provides an Emergency Food Program which was designed to help families in need of emergency food. This program provides emergency food boxes to approximately 1,800 individuals a month and the contents include essential items such as protein, vegetables, grain, iron, starch, and fruit. Similarly, their Emergency Food Assistance Program, a



California Department of Social Services program, provides food boxes to eligible individuals and households at no cost. The MCFB has two programs tailored to serving Senior residents 55 years and older. First, they have their Senior Nutrition and Produce Program (SNAPP) which runs from April-October and was designed to provide fresh fruits and vegetables to individuals 55 years and older at an extremely low cost. They also have a Senior Brown Bag Program that is run exclusively through the program that makes a monthly delivery of essential food to the individual's residence. This program costs \$24/year and is open to all residents 55 years of age and older. The MCFB services the entire city of Madera, Cowchilla, Fairmead, and all of the Mountain areas including Richmond, Coarsegold, Oakhurst, and North Fork. Currently, MCFB has 36 food distribution sites throughout Madera County and they all strive to serve the individuals and families in need throughout the County. Nectar is proud to sponsor Madera County Food Bank by covering the costs for 400 individuals, which amasses to a donation of \$10,000 in program sponsorships for Madera community members. In addition to charitable contributions as described above, we are eager to share with our employees the volunteer opportunities created by the various programs operated under MCFB.

S – SOCIAL JUSTICE

Our goal is to build our platform both through responsible business operation and through tangible connections with community members who have been negatively impacted by institutionalized racism and the War on Drugs. Our work with the Last Prisoner Project in Oregon has taught us so much about social equity in the cannabis industry and beyond, and we have made it a primary goal of the Nectar C.A.R.E.S. program to improve equity outcomes in every jurisdiction in which we operate.

COMPREHENSIVE FOCUS ON SOCIAL EQUITY

Nectar's Community Benefits and Investments Plan maintains an emphasis on social equity. All community benefit activities are conducted to improve socioeconomic outcomes for members of disenfranchised and targeted communities within Madera and Madera County. We view social equity as a principle that embodies the actions we take to address discrimination, injustice, and inequality. We recognize our platform as a licensed operator in the cannabis industry as an opportunity to improve socioeconomic outcomes for those negatively impacted by decades of cannabis prohibition and offset the harm sustained by the War on Drugs in the communities in which we operate. Nectar is committed to using its position of influence to provide opportunities for vulnerable populations and enhance the quality of life for Madera residents that fall into this category. We believe it is essential to understand the history of cannabis so that we can meaningfully empower and enrich communities that have been disproportionately impacted by cannabis prohibition or excluded from cannabis business ownership or employment. We also want to challenge the traditional social and political hierarchies in the professional sector and build the local cannabis industry into a landscape of opportunity for these individuals. Our shared commitment to social justice has been thoughtfully integrated in our business since its inception, creating a culture in which equity, diversity, and empowerment are fundamental principles that guide our actions as individuals and as a company.

PARTNER ORGANIZATION: SOCIAL EQUITY OWNERS AND WORKERS ASSOCIATION



Social equity Programs are designed to support equal opportunity in the industry by making legal cannabis business employment opportunities more accessible to low-income individuals and communities impacted by the criminalization of cannabis. Barriers that Social Equity candidates face include limited access to educational resources, inexperience in the job searching process, disqualification from consideration for employment based on previous convictions, lack of knowledge in preparing materials like resumes and standard operating procedures as well as limited access to mentorship from industry professionals. To mitigate this issue, we are developing a Social Equity Committee that is working in collaboration with the Social Equity

Owners and Workers Association (SEOWA) to source social equity candidates for our initial and ongoing rounds of hiring. We are working with Kika Keith, who is the founder of SEOWA, to obtain guidance and oversight with respect to elements of social equity in our organization. We are also an ongoing donor to SEOWA to bolster their resources and abilities to source these individuals. We will not waver in our commitment to social equity and we will constantly be looking for ways to provide opportunities to individuals who qualify as equity candidates.



NECTAR

PARTNER ORGANIZATION: SOCIAL EQUITY INDIVIDUAL TRAINING HUB

Through our work with Kika Keith and SEOWA, we have developed a relationship with the Social Equity Individual Training Hub (SEITH). This organization is developing a career center that provides job-specific training, education and other resources in a mock retail storefront setting to individuals who qualify as social equity hires for local cannabis businesses. The center's main goal is to prepare social equity candidates for long, prosperous careers in the cannabis industry and increase the size and abilities of the local cannabis industry workforce. SEITH offers educational courses that cover overarching topics such as compliance with state laws and track and trace as well as training modules that are geared more specifically to local jurisdictions. Training modules relating to compliant commercial cannabis operations may include, but are not limited to, customer check-in procedures, processing transactions, separating adult use and medical transactions, Metrc training, diversion prevention, recordkeeping, neighborhood compatibility protocols, marketing, understanding and implementing standard operating procedures, video surveillance, product deliveries, facility sanitation and various other features of working at a commercial cannabis businesses in Madera. The Community Relations Officer is tasked with integrating SEITH into our local hiring practices and ensuring there is a consistent pipeline of equity candidates from Madera who are being educated and trained at this facility to eventually work for Nectar and other cannabis businesses in the area. We believe this collaboration can substantially increase the workforce and number of high paying jobs for Madera residents and those who have had the unfortunate experience of being disproportionately impacted by the War on Drugs.

SOCIAL JUSTICE INITIATIVE: EXPUNGEMENT CLINICS

As a continuation of our work with the Oregon Justice Resource Center, we intend to work with Madera Law Center (MLC) a local Madera organization that specializes in community services, community health services, post-conviction relief, and more. We will support MLC's post-conviction relief efforts through sponsoring and volunteering for their expungement clinics. During the clinics, individuals get the chance to meet with attorneys to discuss whether their conviction qualifies as well as what steps need to be taken to clear their records. MLC's expungement clinics provide individuals with the opportunity to eliminate qualifying convictions from their records which helps remove barriers necessary to get their lives back on track. Individuals with a clean record have increased chances of securing employment, loans and housing which help increase stability and reduce recidivism something that benefits not just themselves but the community as a whole. In addition to working with MLC to organize and sponsor expungement clinics, Nectar intends to build a program to source employees and promote job opportunities to qualifying individuals who have been victims of the war on drugs; our participation in the expungement clinics will also serve as a direct pipeline for potential employees.

COMMUNITY BENEFITS AND INVESTMENTS SUMMARY

Nectar is committed to becoming an integrated member of the Madera community and hopes to provide continued support to local non-profit and community organizations in the form of charitable contributions and volunteer service. The initial investments outlined in this plan amass over **\$100,000** and **200+ volunteer hours** allocated to our partner organizations, and we continue to build on these investments over time. Our management team will be available to field any public concerns about our operations and will do their best to resolve any issues in a timely and professional manner. We look forward to the possibility of bringing new business opportunities to the City of Madera as well as to contributing to local community service initiatives. Nectar's community-focused approach has been a large part of our success in the other jurisdictions in which we operate. Nectar looks forward to the opportunity of applying that same community-first approach to the City of Madera. Nectar intends to hire locally to fulfill the retailer's positions, and we also intend to take good care of our staff through generous compensation packages, as described in the Labor, Diversity, Equity and Inclusion Plan. We are eager to host community events and educational workshops in order to introduce ourselves to the community and to provide cost-free educational materials and presentations. Our commitment to the community has led us to vet over a dozen locally based nonprofits and we are confident that by teaming up with these organizations, Nectar will be able to make a real contribution to the Madera community and its residents

NMG CA 1, LLC
(dba: BaM Body and Mind)



The Perfect Balance™

SECTION G COMMUNITY BENEFITS AND INVESTMENT PLAN

**1410 Country Club Dr.
Suites 120-122
Madera, California
93638**

**Standard Retail
Commercial
Cannabis Permit
Application**



NMG CA 1, LLC

Stephen 'Trip' Hoffman
2625 N. Green Valley Pkwy,
Suite 150
Henderson, NV 89014
(303) 396-5921
triphoffman@bodyandmind.com

www.BodyandMind.com

Section G. Community Benefits and Investments Plan



Community Oriented and Results Driven

Body and Mind submits the following Community Benefits and Investment Plan that we believe addresses the growing needs of the Madera community. Our plan is based on our assessment of the city and community through our engagement with residents, meeting with community leaders and business owners, and researching the disparities that exist in the city. We took our findings and merged them with our company culture of enhancing social responsibility, offering equal opportunities, battling inequities, and boosting community investment. Because each community is unique and has its own concerns and priorities, we believe joining our research results and company

culture allows us to act in a fashion that will deliver optimal results.

Over the course of six years, Body and Mind's success was not by accident or by chance. Apart from our strong business acumen and amazing employees, our success has been built upon our decision to listen and act in our communities. We have established professional values as a company that require us to be a pillar in our community(ies) – a force of good – that brings solutions to the challenges our communities face. We consider our communities an extension of our company that drives our passions and achievements, which is why we assembled a unique community engagement plan centered around the City of Madera. As a successful marijuana business, we strive to improve the lives

Section G. Community Benefits and Investment Plan

of our customers, employees, and communities through outreach, volunteerism, philanthropy, and hiring, while producing an economic benefit to the city, community, and residents. Our mission is simple: positively impact our community.

At each of our retail locations, we derived our investment plans based on the community that far exceeded any community development requirements established by local or state governments. To enhance social responsibility, increase diversity, and battle social inequities, we established incubator programs that provide qualified social equity candidates opportunities to work in the cannabis industry and learn from industry experts on dispensary operations, compliance, inventory management, and more. To date, many of our social equity incubator program participants have been promoted and continue to succeed in our company, thriving in an environment that encourages equal opportunity and advancement. To boost community investment, we established and implemented employee development programs that focus on developing and managing volunteer programs focused on the surrounding communities, such as community cleanups, event volunteering, and more. We also continue to sponsor non-profit organization fundraisers, where we donate a portion of sales each month to non-profit organizations that are hand-picked by our employees and customers. These are just some examples.

Community Benefit Agreement

Body and Mind is very familiar with entering Community Benefit Agreements (“CBA”) with local jurisdictions. We are fully committed to entering a CBA with the City of Madera that details our community commitments, in-kind donations, sponsorship and financial support of community events, education plans, food, toys, clothing, and book drives, engagement with local artists,

support for local businesses, and social equity incubator initiatives.

Community Benefits and Investments Advisory Board

Body and Mind takes pride in the work we do and the communities we benefit and invest in. We have established a Madera Community Benefits and Investments Advisory Board (the “Board”) to meet and discuss how to invest in the community and oversee how funds are dispersed. Our board will regularly meet and consult with community leaders to determine how best to assist the community, whether through volunteering, fundraising, social equity issues, targeted workplace development, or collaborating with minority and women organizations. The Board will be made up of the Chief Operating Officer, Director of Compliance, Community Liaison, Corporate Operations Manager, General Manager, and one staff member.

Community Outreach and Education Plans

Volunteer Events



Community cleanup events have been some of our

Section G. Community Benefits and Investment Plan

most successful methods of community engagement. Because we understand sections of beaches and riverfronts have been negatively affected by pollution and waste, we created a cleanup program that focuses on parks, beaches, and other public areas. If approved for a license, our facility will sit near the middle of the city, offering us easy access and extensive opportunities to easily cleanup areas affected by tourism and industrial waste. Because of our proximity, we feel a sense of duty to regularly hold cleanup events in public parks, industrial and sales areas, dog parks, and major streets. Not only will our employees conduct, participate, and advertise these events, but we will solicit the help from community volunteers to join our efforts to combat pollution and maintain the integrity of areas in and around the City of Madera.

Direct Aid to Non-Profits



Sometimes the best way to reach the community is through local investment, so we created a promotion that will raise money for local non-profit organizations in the City of Madera. Our investment plan includes donating every month a percentage of sales towards transitional housing shelters, children's hospitals, community centers, first-responders, animal shelters, and other local organizations. To date, we have made monetary donations to multiple non-profit organizations in the City of Madera. We believe in investing in our neighborhoods and raising the bar for local non-

profits because these organizations play a vital role in lifting those in need of assistance. These programs will not only prove to be beneficial to the local community, but our customers will be thrilled to know that a portion of our sales will go to a cause that matters to them.

In addition to the \$1,500 we recently donated to local non-profits, we have identified the following City of Madera non-profit organizations that we will provide direct aid to:

4-H Youth Development, Madera County

145 Tozer St. Suite 103
Madera, CA 93638

Madera County Food Bank

225 S Pine St.,
Madera, CA 93637

Hope House

117 N R St
Madera, CA 93637

Madera County Child Abuse Prevention Council

1675 E Olive Ave
Madera, CA 93638

Heartland Training Center

323 N E St
Madera, CA 93638

Madera Coalition for Community Justice

219 S D St
Madera, CA 936387

Big Brothers, Big Sisters

2300 W Industrial Ave.
Madera, CA 93637

Community Action Partnership, Madera County

1225 Gill Ave
Madera, CA 93637

The Salvation Army Family Center of Madera

121 Dwyer St
Madera, CA 93637

Section G. Community Benefits and Investment Plan

Habitat for Humanity

4991 East McKinley Avenue, Suite 123
Fresno, CA 93727

United Way, Madera County

1901 Howard Rd
Madera, CA 93637

Madera Rescue

332 Elm St
Madera, CA 93638

Direct Aid to the City of Madera

In addition to local taxes generated by the dispensary, we will also commit to donating five percent (5%) of our total gross sales to the City or its assignees. We believe in supporting our local jurisdictions by funding public recreational areas, parks, playgrounds, improvements, events, and activities. We will make this donation every quarter.

Direct Donations to Non-Profits in Madera

To date, we have donated \$1,500 to the following organizations. We believe it is important to develop and build relationships with local nonprofit organizations to support our community investment plan and the resident of the City of Madera.

Madera County Food Bank

We have made an initial donation of \$500 to the Madera County Food Bank. After meeting with their team, we have developed a plan to regularly make donations, hold fundraisers, and collect food donations. We are excited to partner with the Madera County Food Bank and continue supporting their thriving programs to the fulfill the needs of the Madera community.

Habitat for Humanity

We have made an initial donation of \$500 to the Habitat for Humanity, specifically to support the "Act of Kindness" division that is providing aid to

a senior resident of Madera who requires repairs and ADA upgrades to their residential home. After meeting with the interim CEO, we have developed a plan to support their work in the City of Madera, which includes regular donations, rallying other businesses to support the organization to ensure their work in Madera continues, and supporting residents that seek help from Habitat for Humanity.

Community Action Partnership, Madera County

We have made an initial donation of \$500 to the Community Action Partnership of Madera County, a nonprofit organization that provides support to those in need of emergency shelter, financial assistance, crises intervention, child development resources, shelter, transportation, and more. We look forward to working with the Community Action Partnership of Madera County to regularly provide support in the form of monetary donations and fundraising.

Section G. Community Benefits and Investment Plan



May 23, 2022

Jayne Rivard
The Reef
1900 Fremont Boulevard
Seaside, CA 93955

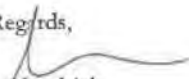
Dear Mr. Rivard,

On behalf of by the Food Bank for Monterey County, I would like to thank you for your generous donations during 2020.

Total 2020 Donations: \$10,000.00

As we continue to address this unprecedented level of need, we could not have done this without you. Thanks to your generous gifts, we were able to quadruple services in response to the COVID crisis, and provide our friends and neighbors in need not only with food, but with dignity and hope as well.

Kind Regards,


Melissa Kendrick
Executive Director

To satisfy IRS requirements, I confirm that you received no goods or services in exchange for your donation. Our Tax ID Number is 77-0270228.

Section G. Community Benefits and Investment Plan

DEP NEVADA INC
376 E WARM SPRINGS RD STE 190
LAS VEGAS, NV 89119

Partner Colorado Credit Union
PO Box 1346, Arvada, CO 80001-1346
(303) 422-6221
(800) 367-2474

2141
23-75303020
CHECK ARBOR

5/17/2022

PAY TO THE ORDER OF Madera County Food Bank \$ **500.00

Five Hundred and 00/100..... DOLLARS

Madera County Food Bank
225 S. Pine St, Ste 101
Madera CA 93637

MEMO

Stephen Hoffman
AUTHORIZED SIGNATURE

Photo Safe Deposit®
Details on Back.

DEP NEVADA INC
376 E WARM SPRINGS RD STE 190
LAS VEGAS, NV 89119

Partner Colorado Credit Union
PO Box 1346, Arvada, CO 80001-1346
(303) 422-6221
(800) 367-2474

2161
23-75303020
CHECK ARBOR

6/10/2022

PAY TO THE ORDER OF Habitat for Humanity Greater Fresno Area \$ **500.00

Five Hundred and 00/100..... DOLLARS

Habitat for Humanity Greater Fresno Area
4991 E. McKinley Ave Suite 123
Fresno, CA 93727

MEMO *Madera repair*

Stephen Hoffman
AUTHORIZED SIGNATURE

Photo Safe Deposit®
Details on Back.

DEP NEVADA INC
376 E WARM SPRINGS RD STE 190
LAS VEGAS, NV 89119

Partner Colorado Credit Union
PO Box 1346, Arvada, CO 80001-1346
(303) 422-6221
(800) 367-2474

2160
23-75303020
CHECK ARBOR

6/10/2022

PAY TO THE ORDER OF Community Action Partnership MaderaCounty \$ **500.00

Five Hundred and 00/100..... DOLLARS

Community Action Partnership MaderaCounty
1225 Gill Avenue
Madera, CA 93637

MEMO

Stephen Hoffman
AUTHORIZED SIGNATURE

Photo Safe Deposit®
Details on Back.

Section G. Community Benefits and Investment Plan

Supporting After-School Programs

We believe that youth consumption of cannabis is one of the most dangerous risks to this industry and are committed to establishing robust measures to ensure we mitigate exposure and these risks. As part of this effort, we will act as a silent partner with local public schools and public parks to help build after-school programs and promote a positive sense of self for youth through cognitive, social, physical, and creative development in an environment that is safe and nurturing. We will work directly with these after-school-programs to identify the best way to provide support, whether in the form of volunteering, donating supplies, fundraising, consulting, or financial donations.

Supporting City Sponsored Events



The City of Madera sponsors many events throughout the year. We have set aside a budget to help sponsor and support local events, such as Concerts in the Park, Eggstravaganza, Fiesta in the Park, Fright Night, Movies in the Park, National Night Out, and Pomegranate Festival. We will also devote time and resources to recreational events and activities, such as adult and youth sports, after school programs, aquatics and swimming lessons, drop-in recreation, recreation and fitness programs, and senior activities. Working closely with the city, we will also provide volunteer hours for city service projects, such as painting, trash

pickup, tree/brush trimming, river cleanup, and other labor-intensive tasks that may be unique to a site.

Food, Toys, Books, and Clothing Drives



At other locations, we have been successful in collecting food, toys, books, and clothing throughout the year and providing those items to those in need. In City of Madera, as we build our company, hire employees, and work with community leaders, we will continually hold food, toy, and clothing drives and donate those items to reputable, reliable local organizations. During these drives, we will establish a donation box at the facility for individuals to donate canned/box goods, unwrapped toys, and lightly used clothing to a local cause. At the end of each collection period, the items will be collected, transported, and donated to local organizations. As a company, it is very important to us that we give back however we can and include our employees, managers, and neighboring businesses in those efforts.

Section G. Community Benefits and Investment Plan

PEAK Educational Events



We believe in reaching the community through education and discussion by holding events in person and online at organizations based and connected locally, which include homeowner associations, community centers, non-profits, and other private institutions. To do this in the City of Madera, we will engage local organizations to hold public events to present information about marijuana and substance abuse.

These presentations will be called, “PEAK” events, an acronym that stands for *Public Education, Awareness, and Knowledge*. In today’s world of expanding marijuana products and substance abuse issues, we believe it is important that the public is kept abreast of the various strains, product choices, correct dosing, and methods of administration. As marijuana becomes more and more mainstream, we consider it our obligation to educate the public about this relatively new and growing industry. Some of the topics that we will cover during the PEAK events focus on health, compliance, and safety. Some of the topics center on the risks and side effects associated with marijuana and prevention, symptoms, and reporting accidental ingestions. These PEAK events will include substance abuse and adverse events and information about SAMHSA, Madera County Behavioral Health Services, local rehabilitation clinics, and California Poison Control Center.

Targeted Workplace Development

City of Madera BaM Job Fair

Upon license approval, we will advertise a “BaM Job Fair” in the City of Madera to recruit and hire qualified employees and identify social equity incubator candidates. Since we pay some of the highest wages in the industry and offer full time benefits, we anticipate a strong showing at the job fair. During the job fair, prospective employees will have an opportunity to submit their resume, meet with the General Manager, and discuss the position and their professional goals and aspirations. The job fair will focus on recruiting employees who live in and around the City of Madera.

Economic Opportunity for the Underrepresented

We will partner with local coalitions and organizations that focus on providing economic opportunities to low-income residents, minorities, women, and other underrepresented groups, with a specific goal to recruit, train, and staff our dispensary. These coalitions and organizations, such as Madera Coalition for Community Justice, have proven track records of promulgating job opportunities to underrepresented communities. We will provide these organizations any and all pertinent company and position information to be displayed on their platforms. We will look to promote our positions in accordance with the standard practices of these organizations and work with each one to further develop our social incubator program. We believe that these local initiatives will align nicely with our company-wide commitment to improving economic opportunities for low-income residents, minorities, and women.

Section G. Community Benefits and Investment Plan

Social Equity Incubator Program



Another part of our community support efforts involves promoting and encouraging residents in the City of Madera who have been disproportionately impacted by marijuana prohibition to participate in the marijuana industry. The core of our social equity efforts will be to increase access to the industry and provide training for qualified individuals. We will seek exceptional candidates who qualify for social equity status and hire, train, and mentor them. We will attend conferences, trade shows, and industry events, and meet with community leaders to find, interview, and hire qualified individuals. Our goal is to ensure individuals who have been disproportionately impacted by marijuana prohibition will have an opportunity to participate in the industry and positively impact their communities.

Once a social equity candidate is identified, they will move through an interview and review process, which includes meeting with the General Manager and Chief Operating Officer to discuss their professional goals, experience, and availability. Once the candidate is hired and on boarded, the qualified employee will learn from the ground-on-up and move through multiple positions at the facility to learn about marijuana

operations. Overtime, the qualified employee will learn all aspects of the operation. The General Manager will regularly meet with the employee to review standard operating procedures, training sessions, discuss professional goals, and evaluate performance.

Economic Development

Supporting Madera Businesses

Supporting the community also involves supporting local businesses in the City of Madera. Our goal is to spread prosperity through the local community by spending no less than 50% of our non-cannabis operational dollars on local businesses. We have identified the following locally owned businesses that we intend to engage:

Construction

MGeneral Manager Construction –
18896 Farallon Rd., Madera, CA 93638

Plumbing and Handyperson

Garza Plumbing and Building –
26829 Merrill Ave, Madera, CA 93639

Landscaping

Drew's All-Season Landscaping –
1701 West 4th Street, Madera, CA 93637

Information Technology

Computer Technologies –
1501 Howard Rd., Madera, CA 93637

Cleaning Services

A Clean Slate –
1188 Seneca Dr., Madera, CA 93637

Upholstery Cleaning

Chem-Dry of Madera –
517 Willis Ave., Madera, CA 93637

Employee Lunches

Mojo's Catering Services and Restaurant –
1016 S Pine St., Madera, CA 93637

Section G. Community Benefits and Investment Plan

Equipment Rentals

United Rentals –
750 Madera Ave., Madera, CA 93637

Hosting Local Artists



Local artists are often struggling to find outlets and venues to host and sell their art. In the City of Madera, we will regularly host local artists to display and sell artwork and other creative products in our dispensary. We want to provide a medium for local artists to combine their art and talents in a friendly setting for both serious collectors and casual customers to view and purchase. To do this, we will recruit artists locally and partner with Madera County Arts Council, a local non-profit organization committed to showcasing and supporting local artists. Our gallery may include paintings, sculptures, jewelry, photography, furniture, pottery, glass, drawings, and more. All proceeds from any art sales will go directly to the artist.

Customer Education Plan

Educating Customers

Educating our customers as necessary is very important in our mission to provide a safe, supportive environment to customers. At our proposed dispensary, we will provide customers with free cannabis education materials upon purchase, including information-graphics, brochures, pamphlets, and cards, and hold free events at its dispensary to train employees and educate customers about cannabis and products.

Content will include the dispensary hours of operation, address, and telephone number, state and federal laws, the risks associated with consuming cannabis products, proper storage, information about cannabis devices, types of strains, customer limits, and online ordering options. We have prepared cannabis literature for customers that provide information about conditions, types of strains (indica, sativa, hybrid, etc.), methods of approved administration, proper ways to consume cannabis, legal places to consume, state and federal laws, possession limits, the signs and symptoms of substance abuse, and cannabinoid profiles.

Public Presentations

Given our experience in the cannabis industry and the contacts we have established in the State of California, our officers and advisors will engage local organizations to present information about cannabis and substance abuse. We are experienced speaking and presenting information to the public during community events, career fairs, community council meetings, and sponsored educational courses with a focus on regulation and compliance. We believe in educating the community about the types of strains, unprocessed and processed products, marijuana consumption, state and federal laws, changes in the industry, testing and labeling, science behind marijuana, and substance abuse, so customers can make good decisions when selecting and consuming marijuana. All events will be thoroughly reviewed by the Director of Compliance to ensure it is compliant with California law, including advertising rules to ensure the event is not located near any sensitive use areas or where minors gather.

Identifying Substance Abuse

Our employee training program provides extensive training on how to identify and address possible substance abuse or diversion by a customer. If the

Section G. Community Benefits and Investment Plan

employee suspects that a customer may have negative health or safety consequences, or if the customer is exhibiting signs of potential abuse or diversion, the employee will consult with the manager in charge before refusing service to ensure proper assessment. If the manager in charge agrees with the employee, service will be denied, the customer or caregiver will be told the reason, and they'll be given education materials about substance abuse and adverse events and the toll-free telephone numbers for SAMHSA, California Department of Public Health, local rehabilitation clinics, and California Poison Control Center.

Risks and Side Effects Associated with Cannabis

All employees will be trained to understand risks of using cannabis including the following specific conditions.

Respiratory problems: Cannabis smoke has many of the same irritating and lung-damaging properties as tobacco smoke. Long-term abuse may lead to a chronic cough and lung infections.

Cardiovascular risk: Cannabis ingestion can increase the heart rate for several hours, increasing the risk of heart attack or stroke. Especially at risk are those with pre-existing heart conditions.

Mental health effects: Long-term cannabis abuse can decrease performance on memory-related tasks, reduce motivation and interest in everyday activities. Cannabis abuse can also intensify symptoms in users with schizophrenia

Child development: Cannabis use during pregnancy can affect the development of the fetus' brain and has been linked to behavioral problems in babies.

Psychological Dependence: Like most drug abuse, individuals who use cannabis for long periods of

time can develop a psychological dependence on it.

Preventing Accidental Ingestion

All employees will be educated on safe consumption and handling that includes the following topics:

Keep out of Reach: Always keep cannabis and devices out of sight and reach from children and pets.

Labeling: Before taking any cannabis, read and ensure you understand all the information on the label.

Packaging: Always store product in its original packaging to prevent ingesting the wrong product and to ensure expiration, dosage, and warning information are accurate.

Expiration Dates: Check all expiration dates.

Expired Products: Dispose of expired or outdated products and discard damaged containers, old supplies, and old devices.

Disposal: The safest and most effective way to dispose of unwanted or expired medications is to drop it off at a licensed, cannabis dispensary that participates in a cannabis disposal program.

Inventory: Regularly take inventory and restock products that are low or missing.

Storage: Always store marijuana and marijuana devices in a cool, dark place, away from other people. Consider purchasing and using a secure lockbox sold by the dispensary.

First Aid Supplies: Keep basic first aid supplies on hand, in case of emergencies. Supplies include assorted bandages, adhesive tape, gauze rolls and pads, antiseptic wipes, mouth-to-mouth barrier device, antibiotic ointment, hydrocortisone cream, calamine lotion, medical exam gloves, tweezers, thermometer, scissors, and safety pins.

Section G. Community Benefits and Investment Plan

Emergency Contact: Have emergency contact information and a list of allergies and medications for each family member readily available.

Emergency Response: Consider enrolling in a CPR course.

Symptoms of Accidental Ingestion

We will also provide education to all employees regarding some of the symptoms of improper cannabis consumption.

Neurologic: Drowsiness, fatigue, weakness, dizziness, ataxia (loss of bodily movement), headache, agitation, anxiety, giddiness, altered mood, numbness, tingling, muscle twitching, and chills.

Gastrointestinal: Altered taste, increased appetite, dry mouth and throat, mouth irritation, nausea, vomiting, loss of appetite.

Cardiopulmonary: Shortness of breath and palpitations.

Integumentary: Excessive sweating, itching, burning eyes, itching eyes.

Other Customer Education and Support Materials

We will train our employees to provide education, safety and support materials that contain the following helpful information:

Limits: Limitations on the right to possess and use cannabis.

Safety: Safe techniques for the proper use of cannabis and cannabis devices.

Dangers: Prohibition against, and dangers associated with, cannabis extractions and usage.

Consumption: Alternative methods and forms of consumption or inhalation by which one can use cannabis.

Adverse Reactions: Instruction for customers and caregivers with cannabis related inquiries or reports of adverse reactions to the toll-free telephone line.

Substance Abuse: Signs and symptoms of substance abuse and opportunities to participate in substance abuse programs.

Safe Storage: Proper, safe storage of cannabis is critical to maintaining the integrity and desired effect of the product. Customers should carefully consider where they will store their cannabis. The following recommendations will be considered:

Safety: Keep all cannabis devices out of the reach of children. Make sure all labels remain on the medication, so that it is clear it is medication. It is recommended to store marijuana in a locked box or room, out of sight.

Keep out of Light: The ideal location to keep cannabis is in a dark place.

Keep it Cool: Excessive heat can negatively affect the quality and effectiveness of cannabis.

Limit Oxygen Exposure: At the time of purchase, customers should minimize how much cannabis is exposed to air. The best solution is to keep it in its original packaging and container, sealed to avoid exposure.

Humidity: Humidity between 30% and 50% is ideal for storing cannabis.

Touching: Every time a customer touches unpackaged cannabis, the product effectiveness may be changed.

Reporting Accidental Ingestions

California Poison Control Center: CPCC is a 24-hour resource for any type of poisonous crisis. Its staff is comprised of certified and highly educated professionals to help people prevent and recover from accidental ingestion of marijuana. Our

Section G. Community Benefits and Investment Plan

employees will be trained to provide the information to customers to report accidental ingestion of marijuana; CPCC is available at (800) 222-1222. The customer will be provided with a

list of information to have ready for the operator that answers.

HERBZ, LLC

SECTION G: COMMUNITY BENEFITS

AND INVESTMENTS PLAN

Herbz is pleased to propose an annual direct monetary donation directly to the Madera Unified School District. The annual donation will be in the amount of 1% of Herbz annual gross receipts. As noted in the 3 year Pro Forma, we estimate that 1% gross receipts will be \$27,375.00 in year 1, \$41,151.87 in year 2, and \$54,750.00 in year 3. Our intention with this contribution is to make a commitment that we can keep and not over promise. In this manner our contribution to the Madera Unified School District will steadily grow as does our business.

Each employee will receive 24 hours paid time off annually towards company approved volunteer activities. The cleanup of parks and the community will be approved volunteer activities and we will encourage our employees to help beautify our parks and public facilities. We will reach out to the Beautification Committee which meets every month. Through direct communication with the Committee we can direct employees to use their paid volunteer hours towards programs and projects to enhance the aesthetic appearance of the community. We will also contact the City of Madera Parks & Community Services Department to see how we can best provide in-kind donations and volunteer services to beautify and restore local facilities, parks, and fields.

Herbz will benefit the community by providing meaningful employment and business partnership opportunities. Herbz will seek to hire half its staff from those communities that have been harmed by cannabis criminalization and the other half from Madera's veteran community, with 100% local hiring. We will provide a living wage and community benefits. To the extent possible, Herbz will use exclusively Madera business for goods and services.

Sadek knows the community very well as a resident since 2007. He has donated to several causes in the City before. He will provide valuable insight as to where and how Herbz can best contribute to the City of Madera and provide creative community benefits for as long as we are operational. One of Sadek's goals is to help create more facilities where people can access Narcan. In this way, we can directly help save lives in our community that are being lost due to the national drug epidemic

HBF2, INC
(dba: Hazy Bulldog Farms)

Type 10 Storefront Retail with Delivery



324 S Gateway Drive
Madera, CA 93637
APN: 010-163-004

Applicant: Hazy Bulldog Farms
For: City of Madera

Community Benefits and Investment Plan



SECTION G - COMMUNITY BENEFITS AND INVESTMENT PLAN

As owners of small community businesses across the state of California, we are excited about the opportunity to serve the needs of cannabis customers in Madera. Cannabis products can improve quality of life as both a source of relief and enjoyment in both medical and adult recreational customers. As part of our research into locating a business in the City of Madera, we found the following important statistics. According to recent census data, the City of Madera is home to 65,575 people and of this population, 78% are Hispanic, 14% are White, and the next largest group are Black at 4%. The median age for residents in Madera is 28 years old. The median income for Madera households was \$49,275. This average income level puts 21% of families in poverty in Madera. The central goal of our business is to provide high quality cannabis products and services at a reasonable points and support economic growth and community development throughout the city. Our community benefits plan will support existing non-profit community service institutions, youth sports, local educational opportunities, the development of entrepreneurs, and a well-trained cannabis workforce. We want to be a valuable community partner and will commit our time and resources to help support the local community.

NON-PROFIT INCORPORATION AND REVENUE DONATION

We are committed to the City of Madera and understand that processing of applications takes resources. To provide a transparent and accountable method of delivering resources to the community, we intend to establish a non-profit corporation that would provide a vehicle for Hazy Bulldog Farms to donate a minimum of 2% of its gross revenue to the non-profit for providing programming and funding to youth organizations, non-profits, and educational institutions in Madera. The specific programs that this non-profit will support as listed in the sections below. Our non-profit will be trustworthy and accountable and will be managed by community volunteers and regularly audited. To find volunteer board members, we would put out advertisements and social media posts to recruit volunteers from the local community. We would require a statement of interest in being a board member, conduct interviews with these applicants, and select three board members from the pool of applicants. In addition, the non-profit would submit an annual report of its activities and programs for the city to review.

COMMUNITY CONTRIBUTIONS

One of our goals as a City of Madera business partner will be to give back to the community as we grow and prosper. We have identified the following local organizations and non-profit groups that we intend to support through volunteer efforts and monetary contributions if the city deems acceptable. In addition, we anticipate creating two annual scholarship funds for young entrepreneurs.

MADERA COUNTY FOODBANK

The Madera County Foodbank is an important community institution that focuses on providing food for individuals and families. We intend to volunteer and participate in the Foodbanks' two annual food give-aways at Thanksgiving and Christmas. We may run canned food drives during this time and provide incentives for our customers to donate food through a discount program during the holidays. Our incentive program will be \$1.00 off the customer's purchase order per nonperishable food item up to \$5.00 per customer per visit. We will also become a platinum level sponsor of the Madera County Foodbank by providing a \$2,000 donation.

AAUW OF MADERA

The Madera California branch of the AAUW has provided local women opportunities for community service and educational enrichment. This important program aims to encourage and support young women in our community. We will also donate \$2,000 dollars to this non-profit annually in to help advance equity for women and girls.

MADERA LODGE NO 1918 BENEVOLENT AND PROTECTIVE ORDER OF ELKS-

We would like to support the local Madera Elks Lodge. As a local chapter of a major national philanthropic organization, there are several national programs that we would like to support locally, including the Elks National Drug Awareness Program, which is operated by volunteers to eliminate the use and abuse of illegal drugs with a focus on providing kids with a drug free environment. In addition, we would like to participate in the local Madera version of the veteran's support programs. The national chapter works on rehabilitation through adaptive sports programs and therapy kits. Veterans support holds a special part in our heart and lives as our founder is a veteran and Courtney Muzio's father is a disabled veteran. We value the sacrifice and service that these members of our community have made the decision to protect and serve our nation. We will donate \$2,000 to local Elks Lodge to help promote youth awareness of illegal drugs and to help our veterans.

MADERA YOUTH SOCCER LEAGUE & MADERA NATIONAL LITTLE LEAGUE:

As athletes ourselves, sports have always played an important role in our lives growing up and we have passed on our love and passion to sports to our young children. Representing our local community sports teams was a great honor in our childhood and we would love to give back to youth sports within the Madera community. Youth sports provide children opportunities to develop leadership skills, teamwork and healthy active habits. To provide support for spaces that provide facilities and equipment for our children to develop, we would like to donate and become un-named league sponsors for both the Madera Youth Soccer League and Madera National Little League. We will donate \$1,000 to the soccer league and become a home run level sponsor by donating \$2,000 to the baseball little league.

ANNUAL ENTREPRENEUR SCHOLARSHIP:

In addition to supporting existing community programs, we would like to support the community in a unique way by providing the remaining of the 2% of gross receipts towards two scholarship programs that would be awarded in February of each year. As small local business owners in multiple communities around the state, we want to provide much needed resources and opportunities to young entrepreneurs as well as other career-oriented individuals within the community who have limited opportunities for higher education, trade schools, or upward mobility. The first scholarship for young adults and entrepreneurs would focus on supporting individuals interested in starting new careers or businesses that require resources such as higher learning, additional skills, or start-up capital. Applicants would be required to submit an essay of 500-1,000 words to tell us why the concept of higher education is important and how that student would implement their goals in a particular field of study. Funds would be provided to youth who can demonstrate an ability to excel in their endeavors but have not been provided the resources needed to pursue their dreams by either attending a college or starting their own business. Additionally, we will establish a second scholarship fund that will provide financial resources to individuals in Madera County who are interested in starting a cannabis career or business but have no experience or the means to do so. The scholarship fund will specifically target online training that is easy to complete at home. We have preliminarily vetted two

such resource companies that would accomplish this goal, including Oaksterdam University or Cannabis Training University. The fund will also assist with purchasing laptops and internet access to ensure these individuals can complete the training.

PUBLIC OUTREACH AND EDUCATION COORDINATION

Our volunteer board of directors will be responsible for selecting and hiring a public outreach and educational coordinator for the non-profit who will directly work with school administrators, police officers, and rehabilitation centers to vet the most supportive educational programs for students as well as to provide training and resources such as speakers, video and print materials which have been proven to make a difference. Topics covered in these training sessions will undoubtedly include honest and potentially frightening discussions and evidence of the potential harmful effects of using cannabis too early, or too much. It has been proven that the approach of demonizing cannabis and its use is not effective with this age group, and we intend to help shape this discussion as well as redefining the role of cannabis use in our society at large. We believe that responsibly administered cannabis can be highly beneficial to a community with a balanced and healthy outlook, and we intend to show how responsible use of cannabis can assist with many of the pains and challenges that accompany us in adulthood.

FLEXIBLE PROGRAMS TO MEET THE NEEDS OF THE COMMUNITY

We recognize that any educational outreach program must be flexible to meet the needs of the community and comply with local rules and regulation. As part of this, we would require the local outreach coordinator to connect with local leaders in the school district, police force, and other community service-oriented groups to solicit ideas for effective outreach that would meet the needs of the community. From these meetings we would design appropriate educational programs that address potential restrictions of different organizations within the community. In addition, to the development of flexible programs we also intend to target the following community groups.

STUDENT EDUCATION AND OUTREACH

Hazy Bulldog Farms specifically wishes to focus our outreach and support efforts on two special groups in Madera, these groups include both students and youth organizations in need of education and assistance. Our public outreach and educational coordinator will actively work to engage with local schools. Where it concerns students, we want to focus most of our outreach efforts and contributions on supporting children of late-middle school and early high school ages. As parents ourselves, recognize that this is a time in life where social pressures and environmental influences make a serious and lasting impact on the youth of the community. As these children move toward adulthood, they face many challenging decisions about how to conduct themselves, many times coming face to face with questionable activities and environments. How and why, they make the choices they decide on in those moments has a great deal to do with the care and support they are receiving from their parents, teachers, supportive adults in their lives, and the community at large.

To truly make outreach plausible and effective, we must recognize as a community that cannabis has become a part of popular culture. It is seen and referred to in the technical environments frequented by youth, such as social media, music and entertainment streams, many times as a positive or “cool” habit to adopt. As we accept this reality, we also accept that Hazy Bulldog Farms and the extended community cannot simply preach abstinence and expect positive results. It is imperative that we teach from a place of honesty and transparency about the consequences of use, including over-use of cannabis and its effects on

developing brains. We believe that properly trained professionals will be needed to inform students of the realities of cannabis use and how it should be used in a safe and appropriate way by adults 21 and over. To affect this reality, Hazy Bulldog Farms will be sharing its time, resources, and special education programs liberally as both a function of public outreach, and direct administration through the school system as allowed.

FAMILIES AND YOUTH ORGANIZATION OUTREACH

Our focus on educational institutions alone is not exclusive to our outreach mission. We understand that schools are limited in terms of time and resources and must abide by a specific set of regulations that may limit the types of programs available in the classroom or assembly setting. Our outreach anticipates this limitation in its desire to additionally supply resources directly to families and youth organizations outside of the school setting who are struggling with defining the role of cannabis in their lives and understanding the impact that its use may have on their familial group. To meet this desire, we intend to:

- Promote and provide visibility to commonly accepted and proven tools such as articles, videos, training, and educational opportunities, in the form of links on our website, information in our newsletters and in additional ways as we interact with the community at large
- Target coming of age cannabis users with webinars, podcasts, videos, and other written materials that can help educate and properly orient them to the safe, effective use of cannabis
- Provide materials and outreach to parents that helps them understand how to best educate and inform their children about the benefits and risks of cannabis use in a responsible and effective manner
- Create and share content across our website and other platforms that assists with the goal of shaping and molding the outlook on cannabis use in society at large to engender more respect and responsible use of the remedy

POST INTERACTION COMMUNITY SURVEYS

Hazy Bulldog intends to track the effectiveness of the non-profit's programs by providing post interaction surveys to staff, community groups, and audience members to provide metrics for improvement of educational programs and outreach. In addition, the results of these surveys will also be used as data points for an annual report that the non-profit will provide to the City of Madera each year.

LOCAL BUSINESS SUPPORT

As business owners in the city of Sonora, we know how important it is to hire locally and support locally businesses. We will continue this trend by prioritizing hiring local contractors to improve our facility for the new cannabis store and purchasing cannabis products from local wholesalers in Madera County. We additionally will require vehicles, gasoline and other auto products, maintenance, insurance, and food services for our in-store and delivery staff to be locally purchased. As we anticipate employing up to 44 staff by year 3, we will be a major local job creator and indirectly contributing to all the services, products, rent, and mortgage payments those people will be paying in the city and surrounding communities. Finally, we anticipate purchasing electric vehicles for our delivery fleet as part of our plan to have an entirely electric fleet within 5 years and will source them from local suppliers.