



Oxnard Commercial Cannabis Application Phase 2 Evaluation Report

CCB 2021-06 - Inland Empire Consulting, LLC dba Vibe by California - Oxnard

Tracking Number - Applicant Name/DBA

1037 & 1039 S. Ventura Road, Oxnard, CA 93030

Proposed Location

Retail (Store-front)

License Type

SCORE SUMMARY

1,166 Points Received

1,200 Points Available

97.17% Score

Fail CBA & Local Equity Program

| Criteria | Scoring Basis | Points Available | Points Received | Evaluation |
|--|---------------|------------------|-----------------|--|
| 1 Business Plan (500 pts) | | 500 | 485 | |
| 1.1 A budget for construction, operation and maintenance, compensation of employees, equipment costs, utility cost, and other operation costs. | Percentage | 85 | 85 | Addressed criteria. |
| 1.2 Proof of capitalization in the form of documentation of cash or other liquid assets on hand, Letters of Credit or other equivalent assets. | Percentage | 90 | 90 | Addressed criteria. |
| 1.3 3-year pro forma for at least three years of operation. | Percentage | 85 | 85 | Addressed criteria. |
| 1.4 Fully describe hours of operation and opening and closing procedures. | All or none | 50 | 50 | Addressed criteria. |
| 1.5 Fully describe the day-to-day operations for each license type being sought. | Percentage | 90 | 75 | Description of day-to-day operations was limited to the criteria in 1.5.1a-1.5.1f. Applicants who received full points for this criteria described operations beyond the minimum requirements. *See also 1.5.1d below. |
| 1.5.1 Additional criteria for RETAIL applications only: | | | | |
| a. Describe customer check-in procedures. | | | | |
| b. Identify location and procedures for receiving deliveries during business hours. | | | | |
| c. Identify number of Point-of-Sales location and estimated number of customers to be served per hour/day. | | | | |
| d. Describe the proposed product line and estimate the percentage of sales of flower and manufactured products. | | | | The summarized - rather than full - percentage breakdown of sales of flower and manufactured product resulted in a point deduction, "...65% of items sold are manufactured items." Applicants who received full points for this criteria provided a percentage breakdown for every product offered. (Pg. 8 of PDF File #3) ☒ |
| e. Describe the product handling procedures. | | | | |
| f. If proposed, describe delivery service procedures, number of vehicles and product security during transportation. | | | | |
| 1.6 Fully describe cash handling procedures. | All or none | 50 | 50 | Addressed criteria. |
| 1.7 Fully describe inventory control procedures including identification of point-of-sales and track and trace software. | All or none | 50 | 50 | Addressed criteria. |

Summary The owners are Michael Carlson-COO (50%), Luke Schafer-Member (40%), and Michael Waldron-CEO/Vibe by California, Inc. (10%). Start-up budget is approximately \$750K. Valid and current proof of capital were of a promissory note totaling \$750K and a bank statement amounting to approx. \$66k. IndicaOnline will be their POS software and METRC as the inventory platform to meet regulations. Three (3) POS stations to service up to 25 customers/hr. and 122 customers/day. Delivery vehicles (1-2 initially) equipped with GPS tracking system will be utilized. SOP's describing product handling procedures and receiving and storage protocols were provided to address criteria. Cash handling procedures were described, with some detail, on how transactions and general handling will be managed. A summarized breakdown of the product line was provided. Annual gross revenue is \$3.2M in Year 1 to \$5.8M in Year 3.



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| 2 Labor and Employment Plan (300 pts) | | 300 | 285 | |
| 2.1 Describe compensation to and opportunities for continuing education and employee training. | <i>Percentage</i> | 105 | 105 | Addressed criteria. |
| 2.2 Describe the extent to which the CCB will be a locally managed enterprise whose owners and/or managers reside within the Ventura County area. | <i>All or none</i> | 45 | 45 | Addressed criteria. |
| 2.3 Describe the number of employees, title/position and their respective responsibilities. | <i>Percentage</i> | 105 | 90 | The job descriptions did not include the position of Project Manager that was indicated in the table on pg. 21. (Pgs. 22-23 of the PDF file #3) Images of job descriptions of employees overlap each other and the formatting is hard to read. (Pgs 21-22 of the PDF in file #3) |
| 2.4 Thoroughly describe employee policies and procedures (complete manuals are not required to be submitted). | <i>All or none</i> | 45 | 45 | Addressed criteria. |
| Summary They plan to hire 11 employees from the local community with compensation (living wage) starting at \$17/hr. with benefits. They plan to implement a standard training program for new hires to address continuing education & development, SOP training, employee policies and procedures in compliance with state and local laws. They require employees to participate in on-the-job training and annual "refresher" reviews of said policies and procedures to ensure compliance. A comprehensive Employee Handbook will be provided upon hire to explain operational expectations. A Labor Peace Agreement was not mentioned. | | | | |

| Criteria | Scoring Basis | Points Available | Points Received | Evaluation |
|---|--------------------|------------------|-----------------|--|
| 3 Safety Plan (200 pts) | | 200 | 196 | |
| 3.1 The Safety Plan shall be prepared by a professional fire prevention and suppression consultant. An assessment of the facility's fire safety plan by a qualified licensed fire prevention and suppression consultant. An appropriate plan will consider all possible fire, hazardous material, and inhalation issues/threats and will have both written and physical mechanisms in place to deal with each specific situation. Identify all gases and/or chemicals to be used and their storage locations (testing). | <i>Percentage</i> | 70 | 70 | Addressed criteria. |
| 3.2 Identify fire alarm and monitoring system including the name and contact information for the alarm company | <i>All or none</i> | 7 | 7 | Addressed criteria. |
| 3.3 Describe accident and incident reporting procedures | <i>All or none</i> | 8 | 8 | Addressed criteria. |
| 3.4 Describe evacuation routes | <i>All or none</i> | 8 | 8 | Addressed criteria. |
| 3.5 Location of fire extinguishers and other fire suppression equipment | <i>All or none</i> | 8 | 8 | Addressed criteria. |
| 3.6 Describe procedures and training for all fire and medical emergencies | <i>All or none</i> | 8 | 8 | Addressed criteria. |
| 3.7 Describe and identify the location of all gas monitoring equipment. A detailed diagram of the overall facility's safety features. | <i>All or none</i> | 7 | 7 | Addressed criteria. |
| 3.8 Written description of safety features, including but not limited to fire prevention, suppression, HVAC and alarm systems. | <i>Percentage</i> | 70 | 66 | Safety Plan identified more safety features than the minimum requirement (i.e. First Aid box, AED, Knox box, exit signs, fire hydrant, carbon monoxide, emergency lighting) but described fewer safety features in this criteria than applicants who received full points. |
| 3.9 Clarify if your building has sprinklers? | <i>All or none</i> | 7 | 7 | Addressed criteria. |
| 3.10 What date was the subject building constructed? | <i>All or none</i> | 7 | 7 | Addressed criteria. |
| Summary The Fire Consultants, Inc. (TFC) developed a fire safety plan for the facility in line with state regulations. The building was constructed in 1986. The facility is not sprinklered. There is no plan to protect the building with a fire alarm. An HVAC system is planned to be installed. Fire extinguisher locations will be part of the tenant improvement permit submittal. No gases or chemicals will be stored on the premises and they do not anticipate any hazardous materials or inhalation threats. | | | | |



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| 4 Security Plan (200 pts) | | 200 | 200 | |
| 4.1 The Security Plan shall be prepared by a professional security consultant. A thorough Security Plan should consider all access control, inventory control, cash handling procedures. Complete policy/procedures manuals are not required at this point of the application process. Please only provide a detailed description for each criteria. | <i>All or none</i> | 30 | 30 | Addressed criteria. |
| 4.2 Premises (Security) Diagram. In addition to diagrams submitted for other sections of the application, applicants are expected to submit a premises diagram (floor plan, detail) which, focuses on the proposed security measures and how they relate to the overall business. (Pursuant to CCR Title 16, Division 42, §5006. Premises Diagram). | <i>Percentage</i> | 70 | 70 | Addressed criteria. |
| 4.2.1 The diagram shall be accurate, dimensioned and to scale (minimum scale 1/8"). The scale may be smaller if the proposed location exceeds more than a 1/2 acre parcel but must not be printed on larger than an 11" x 17" sheet of paper. (Blueprints and engineering site plans are not required at this point of the application process). | | | | |
| 4.2.2 The diagram must be drawn to scale and clearly identify property boundaries, entrances, exits, interior partitions, walls, rooms, windows and doorways. The activity in each room and the location of all cameras must be identified on the diagram. | | | | |
| 4.2.3 Description of cannabis activity that will be conducted in each area of the premise. Commercial cannabis activities that must be identified on the diagram/floor plan may include but are not limited to the following if applicable to the business operations; storage areas, batch sampling areas, loading/unloading of shipment areas, packaging and labeling, customer sales areas, training areas, employee break room areas, and testing areas. | | | | |
| 4.2.4 Limited-access areas, defined as areas in which cannabis goods are stored or held and only accessible to a licensee, its employee or contractors, and areas used for video surveillance monitoring and storage devices (Pursuant to CCR Title 16, Division 42, §5000 (m) Limited-Access Area and §5042. Limited-Access Area). | | | | |
| 4.2.5 Number and location of all video surveillance cameras. | | | | |
| 4.3 Identify intrusion alarm and monitoring system including the name and contact information for the monitoring company. | <i>All or none</i> | 30 | 30 | Addressed criteria. |
| 4.4 Discuss whether the CCB will utilize the services of on-site security guards. Include in the discussions: | <i>Percentage</i> | 70 | 70 | Addressed criteria. |
| 4.4.1 Number of guards | | | | |
| 4.4.2 Hours guards will be on-site | | | | |
| 4.4.3 Locations they will be positioned | | | | |
| 4.4.4 Their roles and responsibilities | | | | |
| Summary | <p>The Security Plan was prepared by Matthew Carroll with Carroll Security Consulting, LLC in line with state regulations. There will be an onsite security guard during operating hours. A licensed alarm company will install a system that will be armed at all times. They will use CPTED (Crime Prevention Through Environmental Design) as a way to deter and prevent intrusion on the property. Twenty-four (24) security surveillance cameras will be utilized on the premises to ensure security and safeguard the property.</p> | | | |



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| 5 Community Benefit Agreement and Local Equity Program (Pass/Fail) | | | | |
| 5.1 Executed Cannabis Community Benefit Agreement and Local Equity Program | Pass/Fail | Required | Fail | Applicant failed to provide the required form. |

Summary A signed Cannabis Community Benefit Agreement and Local Equity Program form was not included.