



Oxnard Commercial Cannabis Application Phase 2 Evaluation Report

CCB 2021-07 - Vineyard Retail LLC dba Legendary Organics Oxnard

Tracking Number - Applicant Name/DBA

2561 E. Vineyard Avenue, Oxnard, CA 93036

Proposed Location

Retail (Store-front)

License Type

SCORE SUMMARY

1,160 Points Received

1,200 Points Available

96.67% Score

Pass CBA & Local Equity Program

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
1 Business Plan (500 pts)		500	481	
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	84	Points deducted because the printout of the Bank of the West account overview (pg 3 of PDF file #4) was missing the name of the account owner. Also, the Line of Credit from HRC-LKC Altinvestco, LLC, didn't indicate how much of the credit limit is currently available to cover the projected startup costs; however, no point deduction as other funding sources demonstrated enough capital to cover the costs.
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	77	Description of day-to-day operations was limited to the criteria in 1.6.1a-1.6.1f. Applicants who received full points for this criteria described operations beyond the minimum requirements. Also, see 1.6.1.d 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 description of the proposed product line contained less detail than applicants who received full points. Applicants who received full points discussed other topics such as proposed brands.
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	Forty percent (40%) of the proposed business is owned Michael Allen, 30% by Patrick Spillane (via Legendary Organics Holdings, LLC), 20% by Matthew Abrams and 10% by Ned Davis (via Legendary Organics Holdings LLC). Budget for construction and startup costs was projected to be approx. \$1.6M. Funding will be provided through owner Patrick Spillane, who demonstrated funds of approx. \$1.9M. Spillane also has a \$2.5M line of credit from investment company HRC-LKC Altinvestco LLC. Estimated opening date: August 2021. The proposed business will have 6 POS terminals and use the Flowhub POS system. Proposed product line will include flower (projected to be 42% of sales), concentrates (27%), edibles (18%), prerolls (9%) and other products such as drinks, lotions and balms (4%). Annual revenue projections start at approx. \$5M in Year 1 and grow to \$10.7M by Year 3.			



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2 Labor and Employment Plan (300 pts)				
2.1 Describe compensation to and opportunities for continuing education and employee training.	<i>Percentage</i>	105	95	The Labor and Employment Plan provided only a limited description of employee compensation, indicating on pg 32 of PDF File #3 that the minimum salary will be \$21 per hour. Review of the rest of the application did not show more detail. Applicants who received full points for this criteria provided information such as salary by position - budtender, manager, etc.
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	105	Addressed criteria.
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	Proposed business will have 32 full and part-time employees and contractors in Year 1, growing to 45 by Year 3. Wages start at \$21 per hour. Employee benefits include 401k savings plan; health, dental and vision insurance; life and disability insurance; flexible spending accounts; professional development budget; holidays; paid time off and various leaves of absence. Proposed business committed to sign a labor peace agreement immediately following the hiring of its 20th employee. The New Employee Training Program is two weeks long, and Applicant provided a matrix of training hours required by job position and training subject. None of the owners currently reside in Oxnard, however Allen maintains a home there and Allen, Spillane and Davis reside in Ventura County; Abrams resides in LA County. Applicant has committed to hiring 90% of its employees from Oxnard, with the goal of getting to 100%. Applicant reflected its employee structure in an organizational chart.			

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
3 Safety Plan (200 pts)				
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	63	Safety Plan addressed the minimum topics but provided little detail beyond what criteria 3.1-3.10 required. Applicants who received full points for this criteria described facility safety beyond the minimum requirements.
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 addressed the minimum required topics and referenced additional safety situations, but provided less detail on those additional situations 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	Fire Safety Plan was prepared by Jack Collings of CFP Engineering LLC. The Plan represented a preliminary evaluation; a final plan will be updated and completed once the project is approved for licensure. The building was constructed in 1987 and the proposed facility is 2,281 sq. ft. The Plan considered fire and medical situations and does not expect inhalation or hazardous material issues due to the nature of the retail business. The diagram showed the following safety features: fire extinguishers and evacuation routes. The facility is equipped with sprinklers. The fire alarm and detection system will be monitored by PSLA.			



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Criteria	Scoring Basis	Points Available	Points Received	Evaluation
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	Security Plan was provided by Cornwall Security Services. The Plan addressed operational security, ingress and egress, perimeter security, and security strategies and actions. The business will utilize security cameras (indoor and outdoor), secure Network Video Recorder, secure card key access control, panic buttons, buzz-in doors and motion detectors as part of its security plan and will be monitored by a 24/7 intrusion alarm system by Photo Scan of Los Angeles (PSLA) Security. Two security guards will be onsite during business hours and 1 hour before and after.			



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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	Pass	Addressed criteria.
Summary Applicant signed the Cannabis Community Benefit Agreement and Local Equity Program form.				