



Oxnard Commercial Cannabis Application Phase 2 Evaluation Report

CCB 2021-11 - Yuma Way CA, LLC dba Releaf on Saviers

Tracking Number - Applicant Name/DBA

3454 Saviers Rd., Oxnard, CA 93033

Proposed Location

Retail (Store-front)

License Type

SCORE SUMMARY

1,186 Points Received

1,200 Points Available

98.83% Score

Pass CBA & Local Equity Program

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
1 Business Plan (500 pts)		500	491	
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	81	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.
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.				
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 Margarita Tsalyuk-CEO (33.3%), Kirill Merkulov (33.3%), and Jessica Reuven (33.3%). Start-up budget is \$306K. Valid and current proof of sufficient capital provided via bank statements, promissory notes and Loan and Pledge Agreements were submitted. The business will utilize BiotrackTHC (POS system) along with METRC to integrate with Hypur as their cash management/inventory system to meet regulations. Four (4) POS stations will service 300-350 customers/day and between 20-30 customers/hr. Onfleet will provide the delivery management software. The business will utilize 2 delivery vehicles equipped with GPS tracking to meet criteria. Cash handling, product handling, inventory management and transporting of currency procedures were explained with detail. The product line(%-sales) will consist of flower (33%), vape pens (19%), edibles (19%), pre-rolls (18%), concentrates (6%), tinctures (2%), topical/beverage/capsules (each at 1%). Annual revenue projections is \$420K Q3-2021 to \$2.1M Q1-2024.



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2 Labor and Employment Plan (300 pts)		300	300	
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	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 They plan to hire 12 employees within 3 months of license approval and 20-25 at full capacity with a target goal of 80% hired locally. The ownership team plans to implement weekly Zoom meetings and site visits to oversee day-to-day operations. Compensation (living wage) to start at \$16-\$20/hr. to include health benefits. Continuing education opportunities are on going to include guest speakers and research education. The business will invite professionals to participate in education lectures for staff. A Labor Peace Agreement was entered into with UFCW 770.				

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
3 Safety Plan (200 pts)		200	200	
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	
3.3 Describe accident and incident reporting procedures	<i>All or none</i>	8	8	
3.4 Describe evacuation routes	<i>All or none</i>	8	8	
3.5 Location of fire extinguishers and other fire suppression equipment	<i>All or none</i>	8	8	
3.6 Describe procedures and training for all fire and medical emergencies	<i>All or none</i>	8	8	
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	
3.8 Written description of safety features, including but not limited to fire prevention, suppression, HVAC and alarm systems.	<i>Percentage</i>	70	70	Addressed criteria.
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 Safety Plan was prepared by CFP Engineering, LLC in line with state regulations. The building was constructed in 2007. The safety diagrams showed location of alarms, fire extinguishers and evacuation routes. As there are no extractions, cultivation or lab testing operations at the facility, no CO2 monitoring devices/alarm system are installed in the facility. A fire alarm system is installed for the safety of the building. A detailed "Incident Reporting" flowchart was included to explain how accurate incident/accident reporting are addressed. The building is equipped with a sprinkler system.				



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Criteria	Scoring Basis	Points Available	Points Received	Evaluation
4 Security Plan (200 pts)		200	195	
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	65	4.2.5 - Cameras were not numbered on the security diagrams provided. (Pgs. 54 and 71 of PDF file #3)
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	The Security Plan was developed by Carroll Security Consulting, LLC in line with state regulations. The premises will be monitored and patrolled onsite by at least 1 armed security guard during operating hours and 1 unarmed during off-hours. Cameras (27) will monitor and record continuously 24 hours/7 days a week to safeguard the property. Safe and Sound Security, Inc. will install, maintain, and monitor the armed alarm system at all times.			



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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.				