



Oxnard Commercial Cannabis Application Phase 2 Evaluation Report

CCB 2021-21 - C.I.D. Pacific, LLC dba Channel Islands Dispensary

Tracking Number - Applicant Name/DBA

1031 S. Ventura Road, Oxnard, CA 93030

Proposed Location

Retail and Local Equity Applicant/Retail

License Type

SCORE SUMMARY

1,061 Points Received

1,200 Points Available

88.42% Score

Pass CBA & Local Equity Program

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
1 Business Plan (500 pts)		500	436	
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	45	Proof of funds were insufficient to cover projected capital requirements. Funds on pgs 4-5 of PDF file "Oxnard Cannabis License Proposal" totaled approx. \$489k but the total capital requirements on pg 2 added up to \$548k (comprised of projected \$498k in start-up costs + \$49.8k in contingency reserve). Even without the contingency, proof of funds still fell \$9k short of the projected start-up costs. Additionally, the UBS Investment Account statement was missing the account owner name. Applicants who received full points for this criteria provided proof of funds for the full funding requirement and ensured that the reviewer can confirm the identity of the account owner.
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	71	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. Also, see 1.5.1b and 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.				On page 15 of PDF file "Oxnard Cannabis License Proposal", the applicant stated that "A security guard will escort the manager and vendor to the Product review room where the product will be inspected...", but it did not indicate which entrance product deliveries will pass through. A delivery entrance was not noted on the premise diagrams on pgs 36, 49, 51, 59 and 60. Applicants who received full points acknowledged the State's requirement that product deliveries are not received through a door accessible to the public 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.



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1.7 Fully describe inventory control procedures including identification of point-of-sales and track and trace software.	<i>All or none</i>	50	50	Addressed criteria.
Summary Forty-six percent (46%) of the proposed business is owned by Leo Alcantar, 30% by CEO Chad Harman, 20% by Harry P. Wong, 2% by John Mierley, and 2% by Alan Howe. Budget for capital expenses, operations losses after opening, and a 10% contingency reserve was projected to be approx. \$548k. Funding will be provided through owner Wong, who provided proof of funds for approx. \$489k. Estimated opening appears to be Summer 2021. The proposed business will have 6 POS terminals and use the Greenbits POS system. Proposed product line will include flower (projected to be 50% of sales), vape cartridges (31%), concentrates (10%), and edibles (9%). Annual revenue projections (before tax) start at approx. \$3.17M in Year 1 and grow to \$6.1M by Year 3.				



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2. Labor and Employment Plan (300 pts)		300	270	
2.1 Describe compensation to and opportunities for continuing education and employee training.	<i>Percentage</i>	105	75	Points were deducted because: - Description of continuing education and employee training was limited. Pg 20 of PDF file "Oxnard Cannabis License Proposal" only stated, "To support ongoing training and comply with BCC Authority sections 115.4 and 26013 we attest that we will employ within one year of receiving a license, one supervisor and one employee who have successfully completed a Cal-OSHA 30-hour general industry outreach course offered by a training provider that is authorized by an OSHA Training Institute Education Center to provide the course." Applicants who received full points for this criteria identified training plans and topics and described continuing education opportunities. - Description of employee compensation on pg 20 did not include employee benefits. Applicants who received full points for this criteria provided information on the benefits they will offer their employees.
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 Applicant plans to start operations with 12 employees and grow as business increases over the first 6 months. Salaries will range from \$25k-80k per year. Applicant committed that within one year of receiving a license, it will employ one supervisor and one employee who have completed a Cal-OSHA 30-hour general industry outreach course. Owner Alcantar is an Oxnard resident and owner Harman was born and raised in City, although he no longer resides there. Applicant committed that more than 75% of staff members will come from Oxnard and the surrounding Ventura County area.				



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3 Safety Plan (200 pts)		200	189	
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 addressed additional safety/emergency situations and provided mechanisms to deal with them.
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 safety features and referenced some additional features, but described fewer features 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 created by CODE Unlimited. CODE Unlimited's website indicated it is a building code and fire consulting firm. The building was constructed in 1964 and the building is 1,524 sq. ft. According to the consultant, a safety plan in compliance with the California Fire Code (CFC) is not required of the proposed building. The diagram showed the following safety features: fire extinguishers, illuminated exit signs, emergency lighting, and evacuation routes. The facility is not currently equipped with a fire alarm and monitoring system and the Plan indicated the building is not required to have one per the California Fire Code. However, if the City or State deems a system is beneficial and required, Applicant will use ADT or Cal Communication Service Inc.				



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Criteria	Scoring Basis	Points Available	Points Received	Evaluation
4 Security Plan (200 pts)		200	166	
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	66	See 4.2.4 below.
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).				Limited-access areas were not identified on the security diagrams (pgs 49 & 51 of PDF file "Oxnard Cannabis License Proposal"). They were described in the Security Plan on pg 50, however points were deducted as they were required to be shown on the diagram.
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	0	Security Plan failed to identify the alarm and monitoring system, including the name and contact information for the monitoring company. Pg 52 of PDF file "Oxnard Cannabis License Proposal" said, "Channel Islands Dispensary shall maintain an alarm system as defined in Business and Professions Code section 7590.1 at 1031 S Ventura Rd, Oxnard, CA 93030 and will ensure a licensed alarm company operator or one or more of its registered alarm agents installs, maintains, monitors, and responds to the alarm system" but did not provide identification info beyond that. A word search of the PDF file for the term "alarm system" returned 14 results, but none provided the required information.
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 ProtectPro Security Solutions. The Plan addressed security protocols, personnel and systems. The business will utilize security cameras (indoor and outdoor), alarm systems, access controlled doors, motion detectors, panic buttons, door/window sensors, and windows with locks and security tint as part of its security plan. Applicant shall maintain an alarm system installed and monitored by a licensed alarm company, but did not identify the company. Applicant will have a security manager and a security guard, with at least one on the premise whenever the facility is open.			



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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.				