



## Oxnard Commercial Cannabis Application Phase 2 Evaluation Report

### CCB 2021-22 - Progrow Group, Inc. dba RedHeye

Tracking Number - Applicant Name/DBA

1515 S. Oxnard Blvd., Oxnard, CA 93030

Proposed Location

Retail (Store-front)

License Type

#### SCORE SUMMARY

1,187 Points Received

1,200 Points Available

**98.92% Score**

Pass CBA & Local Equity Program

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
<b>1 Business Plan (500 pts)</b>		<b>500</b>	<b>491</b>	
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.
<b>1.5.1 Additional criteria for RETAIL applications only:</b>				
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 Ripsime Danielyan-CEO (38%), Gevork Yaralyan-COO (38%), Christopher Hester-Dir. (24%), and Katelyn Coskey-Gen. Mgr (0%). Start-up budget is \$533K. \$1.1M have been committed by the COO/CCO of RedHeye to fund the project. Valid and current proof of capital via bank statements amounting to \$2M was provided. Cova and METRC will be their POS software and inventory management platforms to meet regulations. Three (3) POS tablets servicing 180 customers/day and 20 customers through the delivery service will be installed. Cash handling, inventory management and transporting of currency procedures was explained to ensure full compliance with best practices. The product line (%-sales) will consist of flower (43%), pre-roll (6%), vape cartridges (20%), extract (7%), edibles/beverages/tinctures (18%), lotions/creams (4%), and merchandise (2%). Onfleet will be the tracking software for delivery and vehicles will be equipped with GPS tracking. Drivers will be employees of the business. Annual revenue projections start at approximately \$4M in 2021 to \$6.4M in 2024.



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<b>2 Labor and Employment Plan (300 pts)</b>		<b>300</b>	<b>300</b>	
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 from Oxnard year 1 of operations. Employee's base compensation (living wage) at \$17.00/hr. to include benefits. Although the ownership team does not reside in Ventura County, they plan to have one (1) local manager to address this criteria. Continuing education and training will be ongoing and mandatory as it relate to state and local regulations, SOPs and procedural changes. A Manager will hold company wide meetings to explain changes/adjustments on policies and procedures to ensure compliance to industry related rules and regulations. A Labor Peace Agreement was not mentioned.

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
<b>3 Safety Plan (200 pts)</b>		<b>200</b>	<b>196</b>	
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 Plan was prepared by Paul Gantt of SCM, Inc. (SCM), a safety and health consultation firm in line with state regulations. The subject building was constructed in 1959. The premises diagram and site plan diagram showed location of alarms, surveillance cameras, access control readers, fire extinguishers and evacuation routes addressing the requirements of this section. No hazardous gas will be on site. The existing building does not have automated sprinklers installed.



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<b>4 Security Plan (200 pts)</b>		<b>200</b>	<b>200</b>	
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				
<b>Summary</b> The Plan was designed by Sapphire Risk Advisory Group, LLC in line with state regulations. The perimeter will be monitored and patrolled by 2 armed uniformed security guards. Cameras (30) will monitor and record continuously 24 hours/7 days a week to ensure security and safeguard of the property. ADT Security Services will install, maintain, and monitor the alarm system in real-time.				



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<b>5 Community Benefit Agreement and Local Equity Program (Pass/Fail)</b>				
5.1 Executed Cannabis Community Benefit Agreement and Local Equity Program	Pass/Fail	Required	Pass	Addressed criteria.
<b>Summary Applicant signed the Cannabis Community Benefit Agreement and Local Equity Program form.</b>				