



Oxnard Commercial Cannabis Application Phase 2 Evaluation Report

CCB 2021-25 - JC Oxnard Ventures LLC dba Beyond Hello

Tracking Number - Applicant Name/DBA

600 South Victoria Ave. Suites 700 & 800, Oxnard, CA 93035

Proposed Location

Retail (Store-front)

License Type

SCORE SUMMARY

1,143 Points Received

1,200 Points Available

95.25% Score

Pass CBA & Local Equity Program

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
1 Business Plan (500 pts)		500	455	
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	Points were deducted for the following reasons: - With the documentation provided, HdL was unable to confirm that enough funds were available to cover startup costs. On pg 1 of PDF File #1, Applicant said its cash balance on 12/10/20 of \$17M was enough to cover start up costs, and HdL verified the balance in the Account Statement on pg 20. However, the same page of the Account Statement (pg 20) also showed withdrawals of over \$20M from 12/11/20-12/29/20, which would negate the \$17M in available funds as of 12/10/20. HdL attempted to review the month's deposits to determine whether there were enough deposits to cover the withdrawals and still leave enough for capital expenses, but Applicant did not provide the page in the Account Statement that contained deposit information for most of the month. - The Account Statement that was provided as proof of capital (starting on pg 19 of PDF File #4) lacked the name of the institution holding the funds.
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	90	Addressed criteria.
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	Ninety-four percent (94%) of the proposed business is owned by Jushi Inc. and 6% is owned by Community Engagement & Communications Director F. Steve Buenger. Jushi Inc. is wholly owned by the publicly traded Canadian cannabis company Jushi Holdings Inc. Budget for pre-op startup costs and Year 1 operations was projected to be approx. \$2.7M. Funding will be provided through a loan of up to \$3M from majority owner Jushi Inc., which provided proof of funds for what it said was \$17M, however HdL was unable to verify this. The proposed business will have 8 POS terminals - 1 of which will be ADA compliant - and use the SellTreez POS system. Proposed product line will include flower (projected to be 45% of sales), vape cartridges (20%), extracts/concentrates (20%), and edibles/topicals (15%), and will include brands like Caliva, Kurvana, Cheebo Chews, Viola, and Papa & Barkley. Annual revenue projections start at approximately \$4.8M in Year 1 and grow to \$6.2M 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	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 Proposed business will initially have 22 full-time management and staff-level employees plus 2 contracted security guards. Wages range from \$15-\$43 per hour depending on positions and experience. Employee benefits include 401k, paid sick leave, vacation, health and welfare benefits, various leaves (temporary disability, military, jury service, etc.), Federal Family and Medical Leave Act, education expense reimbursement. Proposed business committed to entering into a labor peace agreement prior to reaching 20 or more employees. The new hire training program includes seven training sessions, each on a different topic(s), plus training on SOPs. Most of the executive team behind majority owner Jushi Inc. resides out of state, but minority owner and Director of Community Engagement and Communications Steve Buenger resides in Oxnard and Jushi's Executive VP Trent Woloveck resides in Culver City, CA. Applicant committed to hire at least 75% Oxnard residents and 100% Ventura County residents and has already begun recruiting locally. 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 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	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 Safety Plan was developed by TERPconsulting. The building was constructed in 1998 and the proposed facility is approx. 2,400 sq. ft. The Plan considered fire, medical and hazardous situations. The diagram showed the following safety features: smoke detectors, fire extinguishers, first aid kits, exit signs, and evacuation routes. The facility is equipped with sprinklers. The fire alarm and detection system will be monitored by Johnson Controls.				



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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	See 4.2.5 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).				
4.2.5 Number and location of all video surveillance cameras.				Cameras depicted on the premises diagram were not numbered. (pg 66 of PDF File #3)
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 developed by International Critical Infrastructure Protection. The Plan addressed security training program, perimeter security, vault/product storage, technology/cyber security, delivery and transportation, receiving products, and cash handling. The Plan also identified each criteria required by the City to be included and included the page number where the response could be found. The business will utilize security cameras (indoor and outdoor), card readers, electric locks, door contacts, door releases, door interlocks, glass break sensors, motion detectors, panic/duress alarms, and alarm keypads as part of its security plan and will be monitored by a 24/7 intrusion alarm system by Johnson Controls. Two security guards will be onsite during business hours and 1 hour before and after, and if necessary, Applicant will add an additional guard during non-operational hours.			



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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.				