



Oxnard Commercial Cannabis Application Phase 2 Evaluation Report

CCB 2021-26 - TD Enterprise LLC dba Oxnard Holistics

Tracking Number - Applicant Name/DBA

1013-1015 Harbor Blvd., Oxnard, CA 93035

Proposed Location

Retail (Store-front)

License Type

SCORE SUMMARY

1,179 Points Received

1,200 Points Available

98.25% Score

Pass CBA & Local Equity Program

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
1 Business Plan (500 pts)		500	500	
1.1 A budget for construction, operation and maintenance, compensation of employees, equipment costs, utility cost, and other operation costs.	<i>Percentage</i>	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.	<i>Percentage</i>	90	90	Proof of capital from US Bank (pg 51 of PDF File #4) failed to include the account owner name, however capital from the 3 other sources was enough to cover the Applicant's estimated startup needs, so no points deducted.
1.3 3-year pro forma for at least three years of operation.	<i>Percentage</i>	85	85	Addressed criteria.
1.4 Fully describe hours of operation and opening and closing procedures.	<i>All or none</i>	50	50	Addressed criteria.
1.5 Fully describe the day-to-day operations for each license type being sought.	<i>Percentage</i>	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.	<i>All or none</i>	50	50	Addressed criteria.
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	<p>The proposed business is owned 50/50 by CEO Tony Hall and COO Douglas Gans. Budget for construction and startup costs was projected to be approximately \$1.24M. Funding will be provided through the ownership team, who provided proof of funds for over \$4M. The proposed business will have 5 POS terminals in Year 1, 6 in Year 2, and 7 in Year 3 and use the TREEZ POS system. Proposed product line will include flower (projected to be 32% of sales), edibles (32%), vape pens (24%), prerolls (8.5%), concentrates (2%), and other cannabis products (1.5%). Brands shown on the sample product sheet included Flow Kana, Kaneh Co., and Papa & Barkley. Annual revenue projections start at approximately \$5.8M in Year 1 and grow to \$7.8M by Year 3.</p>			



Oxnard Commercial Cannabis Application Phase 2 Evaluation Report

CCB 2021-26 - TD Enterprise LLC dba Oxnard Holistics

Tracking Number - Applicant Name/DBA

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
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 projects to have 27 employees in Year 1 and 37 employees by Year 3. Starting salaries range from \$16.50 to \$30 per hour. Employee benefits include a 401k or similarly substantial retirement account, healthcare coverage, tuition reimbursement, and paid time off. Applicant entered into a Labor Peace Agreement with the UFCW in September 2020. The employee training plan will cover 6 main topics. The ownership team currently resides outside the Oxnard/Ventura County area but Tony Hall was born and raised in Ventura County and will return to reside in the area to open the Oxnard facility upon licensure. Applicant's goal is to hire 100% of its managers and employees from the City of Oxnard and has developed strategic recruiting tools to engage a diverse workforce. The organizational chart shows the business' owner and executive management team plus staff-level positions.				

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	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.
3.2 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 Fire Safety Plan was produced in consultation with Elley Klausbruckner of Klausbruckner & Associates. The Plan represented a summary-level analysis; the full plan was not included due to page limitations. The building was constructed in 2003 and the proposed business facility is 1,741 sq. ft. The Plan considered fire, emergency and natural disaster situations. The diagram showed the following safety features: fire extinguishers, emergency assembly area, and evacuation routes. Applicant indicated that due to the limited size of the facility, fire alarms are not required by the Fire Code, however it will install manual pull stations along with horns and strobes throughout the facility.				



Oxnard Commercial Cannabis Application Phase 2 Evaluation Report

CCB 2021-26 - TD Enterprise LLC dba Oxnard Holistics

Tracking Number - Applicant Name/DBA

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
4 Security Plan (200 pts)		200	183	
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.				Addressed criteria.
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	53	See 4.4.1 below.
4.4.1 Number of guards				The discussion of security guards on pgs 75-76 of PDF File #3 failed to state the number of guards, and a word search of the document did not indicate the information was in another part of the application.
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 Phalanx International with partnered cooperation from Invictus International Holdings LLC. The Plan addressed building security, access control, inventory control, video camera surveillance system, electronic record security and storage, fire and burglar alarm system, alarm response and security roles and responsibilities. The Plan contained references to security requirements per Oxnard's City Ordinance whenever applicable. The business will utilize security cameras (indoor and outdoor), access-controlled doors, motion detectors, secure video footage storage, and panic buttons as part of its security plan and will be monitored by a 24/7 fire and burglar/intruder system by Exclusive Alarm Services. Security Plan did not say how many security guards there will be, but they will be onsite 24/7.				



Oxnard Commercial Cannabis Application
Phase 2 Evaluation Report

CCB 2021-26 - TD Enterprise LLC dba Oxnard Holistics

Tracking Number - Applicant Name/DBA

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
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.				