



Oxnard Commercial Cannabis Application Phase 2 Evaluation Report

CCB 2021-30 - Armory Oxnard, LLC dba Armory Oxnard

Tracking Number - Applicant Name/DBA

923 E. Ventura Blvd., Oxnard, CA 93036

Proposed Location

Retail (Store-front)

License Type

SCORE SUMMARY

1,191 Points Received

1,200 Points Available

99.25% Score

Fail 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 owner is Raquel Origel (100%). Start-up budget and first 3 months operating costs is \$1.9M. Valid and current proof of capital was provided with an "irrevocable offer" letter for a line of credit of \$2.5M from Lorenz Family Land, LLC. Four (4) POS terminals anticipate 220 customers per day. They will use IndicaOnline as their POS software along with METRC as their inventory management platform in compliance with regulations. The applicant intends to have 2 delivery vehicles equipped with GPS tracking to meet criteria. They plan to implement product handling procedures that prioritize consumer safety and security. All employees will receive training on how to handle, classify and dispose of cannabis products to include returns. The product line (%-sales) will consist of flower (43%), cartridges (22%), edibles (13%), concentrates (9%), pre-rolls (7%), non-edibles (5%), and non-cannabis products (1%). Annual revenue projections start at approximately \$7.1M in 2022 and grow to \$9.7M in 2025.



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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 They plan to hire 27 employees and management with 90% from within Oxnard or in Ventura County. Compensation (living wage) starts at \$18.00/hr. to include a benefits package. Comprehensive training to include introduction to state and local laws, SOPs, product knowledge and cash handling procedures. Armory Oxnard will reasonably accommodate and subsidize employees who attend conferences or workshops to gain industry knowledge. A Collective Bargaining Agreement with UFCW 1167 was reached and a Labor Peace Agreement with UFCW 770.				

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	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	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 RFS Consulting and was given a thorough assessment by a certified fire protection engineer in line with state regulations. The building was constructed in 1985. The building is equipped with a sprinkler system attached to an alarm system. RFS Consulting will continue to provide safety, fire prevention and suppression throughout the licensing process and implementation. The HVAC system will be installed with HEPA and carbon filters to prevent odors from emitting outside of the facility. Safety measures such as fire extinguisher and fire suppression equipment were noted on the diagrams provided. Evacuation plans were included and detailed in the diagram provided in the Safety Plan. Bay Alarm will be both the fire and security alarm monitoring company for the business to meet regulatory requirements.				



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Criteria	Scoring Basis	Points Available	Points Received	Evaluation
4 Security Plan (200 pts)		200	200	
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				
Summary	<p>The Security Plan was prepared by professional security consultant Dan Perez of GI Security in line with state regulations. The property will be patrolled and monitored by 6 armed security guards 24 hours/7. A security post diagram was provided to portray where guards are going to be stationed on the licensed premises during hours of operation. Security surveillance cameras (38 interior/exterior) will be utilized and monitor the premises 24/7. Bay Alarm Company will be their security monitoring company.</p>			



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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	Fail	Applicant failed to provide the required form.

Summary Applicant failed to submit a signed the Cannabis Community Benefit Agreement and Local Equity Program form.