



## Oxnard Commercial Cannabis Application Phase 2 Evaluation Report

### CCB 2021-44 - South Oxnard Investment dba Traditional Oxnard

Tracking Number - Applicant Name/DBA

1804 Saviers Rd., Oxnard, CA 93033

Proposed Location

Retail (Store-front)

License Type

#### SCORE SUMMARY

1,178 Points Received

1,200 Points Available

**98.17% 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.	<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	Addressed criteria.
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	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.	<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.
<b>Summary</b>	<p>The owners are Aaron Mamann/Odyssey Insights, Inc.-President (95%) and Daniel Gonzales (5%). Start-up budget is \$1.9M. Valid and current proof of capital was provided via a bank statement in the amount of \$5.9M and a promissory of \$2M both under the applicant. SOPs will be provided to employees for the day-to-day operations to maintain compliance with State and local laws. Greenbits will be their POS software with METRC as the inventory platform to meet regulations. The number of point of sale locations/registers was not found but they plan to service between 120-275 customers per day. Each delivery driver's personal vehicles will be equipped with GPS tracking to meet requirements. Product handling procedures explained that customers will be prohibited from selecting, holding or viewing product at all times. Inventory storage and security controls will comply with local, state, and federal laws regarding inventory records. The product line (%-sales) consists of flower (63.08%), concentrates (26.27%), edible (5.17%), pre-rolls (3.77%), tinctures (.95%), topicals (.29%), drinks (.02%) and accessories (.44%). Annual revenue projections start at approximately \$3.9M in Year 1 to \$5.7M in Year 5.</p>			



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<b>2 Labor and Employment Plan (300 pts)</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.
<b>Summary</b> They plan to hire 12-18 employees (75% locally) from Oxnard and Ventura County with compensations starting at \$17-28/hr. to also include health care benefits. They will offer reasonable reimbursement for courses and continued education at accredited educational institutions. SOPs for a Training Plan and an Employee Handbook have been developed to meet operational standards and compliance. These will be made available upon hire. To comply with state law, they will execute a Labor Peace Agreement.				

Criteria	Scoring Basis	Points Available	Points Received	Evaluation
<b>3 Safety Plan (200 pts)</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.
<b>Summary</b> The Safety Plan was prepared by fire and safety consultant ASI, Inc. in line with state regulations. The building was constructed in 1958. Air purifiers will be integrated into the HVAC system to mitigate odors. Gas monitoring devices/alarm systems will be installed in the facility to safeguard the property. An evacuation plan has been developed and the applicant will train employees of the process. The building is not equipped with sprinklers.				



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<b>4 Security Plan (200 pts)</b>		<b>200</b>	<b>191</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	61	Security Plan failed to identify the limited-access areas of the facility. The cameras on the security diagram were not numbered. The number of surveillance cameras installed were also not found. (Pg. 63 of PDF file "Evaluation Materials")
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>	<b>ASI, Inc., a security and investigative company, prepared the Security Plan in line with state regulations. The business will be monitored by at least 2 security officers during all hours of operation and 1 overnight (24/7). Netronix will install, maintain and monitor and safeguard the property. Total system storage space will be calculated by the Security Agency based on the number of cameras and resolution to determine proper coverage.</b>			



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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</b> Applicant signed the Cannabis Community Benefit Agreement and Local Equity Program form.				