


County of Contra Costa
OFFICE OF THE COUNTY ADMINISTRATOR
MEMORANDUM

DATE: NOVEMBER 13, 2019

TO: BOARD OF SUPERVISORS

FROM: DAVID J. TWA, County Administrator 

SUBJECT: **ADVANCE PUBLICATION OF AGENDA MATERIALS FOR
NOVEMBER 19, 2019 CANNABIS LAND USE PERMITS DISCUSSION**

On November 19, 2019, your Board is scheduled to receive a presentation and staff recommendations culminating from the Request for Proposals process conducted over the last eight months to assess qualifications of businesses that intend to apply for a limited number of land use permits available for commercial cannabis storefront retail and cultivation activities in the unincorporated County area.

Due to the voluminous amount of written materials to be provided to the Board by the commercial cannabis review panel, we are publishing this material one day early to provide additional time for review. The information provided today includes the staff report, presentation outline, two-page summaries of each application, score sheets, along with web links to the individual proposals that were considered by the review panel. It is not intended that the Board peruse all available material in its entirety. It is suggested that the Board focus its perusal on the staff report and attachments. Links to the applicant proposals are provided in support of staff recommendations, and primarily for reference and in the interest of transparency.

The materials published today are the same materials that will be included in the Board's November 19, 2019 agenda packet, which, in observance of the County's Better Government Ordinance, will be published no later than 9:00 a.m. on November 15.



**Contra
Costa
County**

To: Board of Supervisors
From: John Kopchik, Director, Conservation & Development Department
Date: November 19, 2019

Subject: Scoring and ranking of commercial cannabis proposals in order to select invitees for storefront retailers and commercial cultivation

RECOMMENDATION(S):

1. CONSIDER the interdepartmental Cannabis Proposal Review Panel's recommendation on the scoring and ranking of proposals for storefront retail cannabis businesses and commercial cannabis cultivation businesses.
2. FIX December 10, 2019, as the date for a Board decision on which commercial cannabis proposals to invite to apply for a land use permit.

FISCAL IMPACT:

Department of Conservation and Development (DCD) staff costs for administering the selection process are included in DCD's budget and paid for out of the fees required of those who submitted proposals. The cost of reviewing future applications will be paid by applicants. Upon issuance of a land use permit and after establishment of the selected commercial cannabis businesses, the County will begin generating tax revenue in accordance with the County's Cannabis Business Tax Ordinance approved by County voters on November 6, 2018.

☒ APPROVE

☐ OTHER

☒ RECOMMENDATION OF CNTY ADMINISTRATOR ☐ RECOMMENDATION OF BOARD COMMITTEE

Action of Board On: **11/19/2019** ☐ APPROVED AS RECOMMENDED ☐ OTHER

Clerks Notes:

VOTE OF SUPERVISORS

I hereby certify that this is a true and correct copy of an action taken and entered on the minutes of the Board of Supervisors on the date shown.

ATTESTED: November 19, 2019

Contact: Ruben Hernandez (925) 674-7785

David J. Twa, County Administrator and Clerk of the Board of Supervisors

By: , Deputy

cc: DCD Director, CAO Deputy

BACKGROUND:

Per Section 88-28.404 of the County's cannabis zoning ordinance, in order to apply for a land use permit for a commercial cannabis use where the number of permits is limited by code, land use permit applicants are required to participate in a selection process that has been approved by the Board. The Cannabis Ordinance allows for the establishment of four (4) storefront cannabis retailers, ten (10) commercial cannabis cultivators, and two (2) commercial cannabis manufacturers in agricultural zones.

On February 12, 2019, the Board approved the *Request for Proposals (RFP) for Opportunity to Apply for a Commercial Cannabis Activity Land Use Permit* (attached) which was then released to the public on February 14, 2019. The 24 page RFP laid out the selection process including timelines, due dates, required formatting of proposals, as well as describing the evaluation process, scoring criteria and ranking process. The RFP identified a due date of April 4, 2019 for letters of intent and June 27, 2019 for full proposals.

In response to the RFP, 60 letters of intent were received by DCD, of which 53 were invited to submit proposals. Of the 53 invited to submit proposals, 40 full proposals were received, 21 for storefront retail and 19 for commercial cultivation. Although the code provides for the establishment of two cannabis manufacturing businesses in agricultural zoning districts, no proposals for the establishment of commercial manufacturing in agricultural districts were received.

Links to the 40 full proposals are provided for reference in Attachment 7. Additional information on the selection process is described in detail in the attached slide presentation and summarized below.

Commercial Cannabis Review Panel

As a part of approving the selection process, the Board also approved the makeup of the Cannabis Review Panel (Panel) that would be responsible for evaluating, scoring and ranking the proposals for final consideration by the Board. The Board directed that staff from each of the following County departments or agencies participate on the Panel: County Administrator's Office; Department of Agriculture; Contra Costa Fire Protection District; Health Services Department and DCD.

A total of ten staff members from the departments/agencies listed above served on the Panel and participated in the review of the proposals. The Panel met on 15 separate occasions and reached a general consensus on the scoring and ranking provided in this report.

Review of Proposals by Cannabis Panel

All of the qualifying proposals for both storefront retail and commercial cultivation were reviewed, scored and ranked by the panel.

In addition to evaluating the written proposals, the panel also interviewed applicants/owners for all 21 of the storefront retailer proposals. Interviews of commercial cultivation applicants/owners was deemed unnecessary by the panel since fewer than 10 proposals can meet code requirements.

The Panel utilized the scoring criteria and key metrics described in the RFP to assign scores. The RFP identified seven scoring categories, each with a specific point value. The categories and point value in the RFP were identified as follows: 1. Cover letter/Ownership Qualifications (200 pts.); 2. Location (200 pts.); 3. Business and operating plan (200 pts.); 4. Security plan (200 pts.); 5. Sustainability (100 pts.); 6. Community/Economic benefit (200 pts.); 7. Equitable geographic distribution (100 pts.). Interview

performance was incorporated into the Cover letter/Ownership qualification section of the scoring criteria.

As a note, the Panel found Section 7 of the scoring criteria in the RFP, “Equitable geographic distribution”, to be presumptuous at this point in the process since the scoring of any one of the proposals would have an effect on the scoring of the others. Therefore, the panel decided to score Section 7 “Equitable geographic distribution” the same for all proposals (100 points). To address the concept of equitable distribution, the Panel recommends the Board consider alternative scenarios identified by the Panel that allocate the potential businesses to different regions of the county.

Ranking of Storefront Retailers

Proposals for storefront retailers were received in the following communities: Bay Point (2); Clyde (1); Pacheco Boulevard (10); El Sobrante (7); and North Richmond (1).

In some instances, multiple storefront retailer proposals were submitted for the same location by different applicants. In these cases, the applicants are competing for the same retail space or building where only one permit can be issued. Also, a number of storefront retailer proposals were located on properties within 500-feet of each other, which is prohibited under the Cannabis Ordinance.

The result of the Panel's work to rank and score the retail storefront proposals is summarized in the attached scoring summary table and explained in the slide presentation and in the two-page summaries provided for each of the proposals.

To address geographic distribution of the retailers, the Panel developed the following alternate ranking scenarios for the Board’s consideration:

Scenario #1 - 1 in El Sobrante, 1 on "north" Pacheco Blvd., 1 on "south" Pacheco Blvd., and 1 in Bay Point

Scenario #2 - 1 in El Sobrante, 2 on “south” Pacheco Blvd. and 1 on “north” Pacheco Blvd.

It should also be noted that One Plant in El Sobrante was established prior to the County's 2007 ban on medical dispensaries and is presently operating a medical-only dispensary. One Plant has submitted a proposal to become a full service retail storefront, including adult use cannabis. If One Plant is not selected, it may continue to operate in addition to the four retail storefronts that may be permitted elsewhere by the County.

Ranking of Commercial Cannabis Cultivators

The majority of commercial cannabis cultivation proposals were located in the East County area, though three were located in North Richmond. Of the 19 proposals submitted for commercial cultivation, 11 proposals were deemed ineligible because the subject properties are not in the service area of a retail water supplier as required by code. One proposal for commercial cultivation received a failing score due in part that the proposed cultivation is within one mile of the urban limit line, which is prohibited by code (the proposal failed to meet several minimum scores).

Since the operation of a commercial cultivation business is significantly different than that of a retail storefront business, the scoring and ranking of commercial cultivation proposals was done separately from storefront retailer proposals and on a different basis.

The result of the Panel's work to rank and score the commercial cultivation proposals is summarized in

the attached scoring summary table and explained in the slide presentation and in the two-page summaries provided for each of the proposals.

Since fewer proposals were received than the maximum number of commercial cultivation businesses to be permitted, the Panel is recommending that all seven eligible proposals be invited to apply for land use permits.

It should be noted that the RFP explains that the Board is not required to invite or permit any commercial cannabis businesses, let alone the maximum number.

Additional Considerations

The Panel's scoring of the proposals was based on very specific details regarding the operation, security, design, proposed community benefit, and other features of the proposed businesses. The panel expressed concern with ensuring that the selected businesses operate in accordance with the details described in their respective proposals on an ongoing basis. Based on this concern, the Board may wish to specify that invitations to apply for a land use permit must be based on the details of the proposal submitted.

CONSEQUENCE OF NEGATIVE ACTION:

If the Board does not select land use permit invitees for the limited commercial cannabis activities, no land use permits for storefront retail or commercial cultivation will be issued for the county unincorporated area. Failure to establish a legal and regulated cannabis market in the county unincorporated area might encourage an illicit cannabis market to flourish, and would deprive county residents of local access to tested and properly packaged and labeled cannabis products, as well as security and restricted access to minors as provided by the legal, regulated cannabis market.

ATTACHMENTS

Attachment 1: RFP

Attachment 2: Slide Presentation

Attachment 3: Retail Storefront Rankings

Attachment 4: Cultivation Rankings

Attachment 5: 2-page Summaries of Storefront Proposals

Attachment 6: 2-page Summaries of Cultivation Proposals

Attachment 7: Links to Full Proposals

**CONTRA COSTA COUNTY
DEPARTMENT OF CONSERVATION
AND DEVELOPMENT**



February 14, 2019

**REQUEST FOR PROPOSALS (RFP) FOR
OPPORTUNITY TO APPLY FOR A
COMMERCIAL CANNABIS ACTIVITY
LAND USE PERMIT**

Deadlines:

Letter of Intent (LOI)

Thursday, April 4, 2019 by 4:00 P.M.

Proposals (by invitation only)

Thursday, June 27, 2019 by 4:00 P.M.

**All submittals must be delivered in person to the following
location:**

Contra Costa County
Department of Conservation and Development
30 Muir Rd, Martinez, CA 94553
(925) 674-7205

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- Attachment A: Letter of Intent Form

Section 1: Introduction

In accordance with the provisions of the Contra Costa County Cannabis Zoning Ordinance (Chapters [88-28](#) and [84-86](#) of the County Code) (the “Zoning Ordinance”) the County hereby invites interested parties to participate in the selection process for the opportunity to submit a land use permit (“LUP”) application for the establishment of one of three types of commercial cannabis activity permits with a limit (or “cap”) on the number of business that may be permitted by the County.

The following three types of commercial cannabis businesses have numeric limits and are the subject of this Request for Proposals (“RFP”):

- Storefront retailer (with or without delivery): **Cap = Four (4)**
- Commercial cultivation: **Cap = Ten (10)**
- Cannabis manufacturing in agricultural zoning districts: **Cap = Two (2)**

Proponents of these three types of businesses may only apply for an LUP upon receiving an invitation from the County following the completion of the selection process. Vertically-integrated businesses that include one or more of the three numerically-limited types must also respond to this RFP. Other types of commercial cannabis activities allowed under the Zoning Ordinance including delivery-only retailers, cannabis manufacturing businesses not located in an agricultural zoning district, cannabis testing laboratories and cannabis distribution businesses do not have a cap and do not need to respond to this RFP. However, all commercial cannabis activities require an LUP and other approvals, as more particularly described in the Zoning Ordinance.

All commercial cannabis activities must be located within specifically designated zoning districts and outside of the required buffer zones from sensitive uses, all in accordance with the Zoning Ordinance.

As authorized by the Contra Costa County Board of Supervisors (“Board of Supervisors” or “Board”), the Department of Conservation and Development (“DCD”) will administer the RFP selection process described in this document. The RFP process described below will be utilized to evaluate, qualify and score prospective land use permit applicants for the numerically-limited commercial cannabis activities described above.

As further described below, all parties interested in submitting proposals must first submit a Letter of Intent (LOI) that includes basic information about the proposed business. LOIs will be utilized to identify persons who meet certain minimum requirements for obtaining an LUP under the Zoning Ordinance (e.g., location and ownership interest, as more fully described in Section 3A) and to disqualify persons who do not meet those minimum requirements. All

persons who submit an LOI will receive a written response from DCD indicating whether or not they are invited to submit a proposal.

Parties invited to submit a proposal must do so by the deadline set forth in Table 1, on page 5, to be considered for an invitation to apply for an LUP. Submitted proposals will be evaluated, scored and ranked by County staff according to the Scoring Guidelines described in Section 4 below based on the written materials, an oral interview and a site visit. A ranked and scored list of prospective applicants will be provided to the Board of Supervisors along with a recommendation on which prospective applicants should be invited to apply for an LUP. The Board of Supervisors will consider the staff recommendation and determine which prospective applicants, if any, will be invited to apply for an LUP.

Steps in the RFP Process

The County's RFP process to select persons to invite to apply for an LUP will occur as follows (see Table 1 for dates and deadlines):

- i. County publishes RFP on its website and sends notice to those who have asked to be on the email notification list.
- ii. DCD conducts a question and answer meeting for prospective applicants that wish to attend. DCD also collects written questions through its website and publishes on its website a collective response.
- iii. Each prospective applicant submits a **Letter of Intent** (LOI) and required \$500 filing fee to DCD by the submission deadline.
- iv. DCD responds in writing to persons who submit an LOI to inform them whether or not they are invited to submit a proposal (See Section 3A for additional information on how the determination will be made).
- v. Each prospective applicant invited to do so submits a proposal and required \$2,500 filing fee to DCD by the submission deadline.
- vi. Proposals are evaluated, scored and ranked by a County staff team. The evaluations will be supplemented with information from oral interviews and site visits for Proposals that achieve minimum scores based solely on written materials. The County staff team will include representatives from multiple County Departments and agencies, including DCD, Health Services, Agriculture Weights and Measures, County Administrator's Office and the Contra Costa County Fire Protection District.
- vii. DCD prepares a report to the Board of Supervisors compiling the County staff team's recommendations on evaluating, scoring and ranking proposals.
- viii. Board of Supervisors considers whether to approve the scoring panel's recommendations and invite prospective applicants to apply for land use permits.

- ix. Letters sent to any prospective applicants selected by the Board (“Invitees”) inviting them to apply for an LUP prior to a specified deadline.

Steps after the RFP Process

- LUP applications submitted by Invitees will be processed by DCD in accordance with County Code requirements and will include compliance the California Environmental Quality Act (CEQA). LUP applications require a deposit (currently \$2,700) and require the applicant to pay for the County’s direct costs in reviewing the application on a time and materials basis. LUPs are discretionary permits and applications may be denied. One or more public hearings will be conducted to review the LUP. All LUPs for commercial cannabis activities will be heard initially by the County Zoning Administrator. An appeal of a Zoning Administrator decision will be heard by the County Planning Commission. An appeal of a Planning Commission decision will be heard by the County Board of Supervisors.
- Following approval by the appropriate hearing body, and after any appeals, DCD will issue an LUP for a commercial cannabis activity. An approved LUP will include required terms and conditions. The Zoning Ordinance describes the minimum mandatory terms and conditions that must be adhered to, but the LUP will include additional terms and conditions specific to the application. Prior to commencing operation of the activity, the applicant must document for DCD compliance with all LUP terms and conditions, including but not limited to securing all other necessary permits and approvals.
- Other required permits and approvals that must be secured before commencing operations include, but may not be limited to, the following:
 - Permit from the County Health Services Department issued pursuant to Commercial Cannabis Health Permit Code (Chapter 413-4 of the County Code)
 - Cannabis license(s) from the State of California
 - Business license from the County Treasurer-Tax Collector, and
 - Building permits from DCD for any and all construction activities.

Important Notices Regarding RFP Process

- In order to be eligible to apply for and receive an LUP for one of the limited commercial cannabis activities described above, the cannabis business operator must have control over a physical location located within a designated zoning district and outside of the cannabis exclusion zoning district and designated cannabis buffer zones for sensitive uses.

- An LUP may be revoked or suspended for reasons specified in the Zoning Ordinance.
- Persons submitting an LOI or a proposal must submit all materials in person by the specified deadlines. No late LOI's or proposals will be accepted.

Section 2: Schedule

Table 1: RFP Schedule

CANNABIS RFP SCHEDULE	
RFP Release Date	February 14, 2019
DCD Hosts Meeting to Answer Questions (Tentative Location of meeting will be the Dept. of Conservation and Development located at <u>30 Muir Road in Martinez</u> -DCD will send email notice on final location and request RSVP)	March 8, 2019 - 10:30 A.M.
Letters of Intent Due	April 4, 2019 by 4 pm
DCD notifies submitters of LOI if they are invited to submit a Proposal by	May 9, 2019
Proposals due (by invitation only)	June 27, 2019 by 4 pm
Proposals evaluated, ranked and scored by County staff team. Oral interviews. Site visits.	July-September, 2019
Board considers staff recommendation and determines which respondents to invite to apply for an LUP	September/October, 2019 (estimated)

Section 3: RFP Instructions

A) Letter of Intent (LOI) Submittal

The LOI must be submitted in person to the Department of Conservation and Development by **4:00 P.M. on April 4, 2019**. Late LOIs will not be accepted and will be returned unopened to the submitter.

In order to be deemed acceptable, an LOI submission must include the following:

- ☐ A “Letter of Intent to Submit a Proposal to Apply for One of the Limited Commercial Cannabis Activity Permits” prepared as described in the attached Letter of Intent Form (Attachment A);
- ☐ Letter of Intent (LOI) processing fee of \$500.00;
- ☐ Evidence of a secured location for the proposed cannabis business such as:
 - **Real Estate Letter of Intent**: A signed written term sheet, letter of intent, or exclusive negotiating agreement between two or more parties to sell, lease, or sublease property for a commercial cannabis use. To be acceptable, this document must provide an outline of the terms of the proposed agreement and clearly indicate that the property will be used for a commercial cannabis use. These terms can be further negotiated but must provide the basis for the proposed written agreement.
 - **Real Estate Purchase or Lease Option**: This is a signed written agreement for the purchase or lease of a specific piece of real property. With this document, the proposed buyer or lessee gains the exclusive right to purchase or lease the property for a commercial cannabis use. Once a potential buyer or lessee has an option to buy or lease a property, the owner cannot sell or lease the property to anyone else during the term of the option. The potential buyer or lessee pays for this option for a specific time period.
 - **Purchase Agreement**: This is a signed written agreement that a potential buyer will purchase a specific piece of property and the owner cannot sell to anyone else unless the terms of the agreement are not fulfilled.
 - **Lease Agreement**: This is a signed written agreement that gives a lessee certain rights to use and occupy specific property for a specified period of time and for a commercial cannabis use.
 - **Proof of Ownership**: This is a deed that shows that title to the real property belongs to the applicant/proposer.

DCD will review all LOIs received by the LOI submission deadline stated in this RFP. Within 30 days after the LOI submission deadline, DCD will provide a written notice to each person who submits an LOI stating whether that persons is invited to submit a full proposal in response to this RFP. A party submitting an LOI will not be invited to submit a full proposal if DCD determines any of the following: (1) the LOI was not submitted by the LOI submission deadline; (2) the LOI is not accompanied by the LOI processing fee; (3) the LOI is incomplete or does not include sufficient information to support a determination that the proposed commercial cannabis activity will meet the requirements of the Zoning Ordinance; (4) the LOI is not accompanied by evidence of a secured location; or (5) DCD determines that information included in the LOI establishes that the requirements of the Zoning Ordinance cannot be satisfied.

B) Submittal of Proposal

A party may submit a proposal in response to the RFP if DCD notifies the party that its LOI has been accepted and the party is invited to submit a proposal.

To be considered, each LOI respondent invited to submit a proposal must submit the \$2,500 filing fee and **two (2) hardcopies** of the proposal in person to the Department of Conservation and Development no later than the deadline of 4:00 p.m. on Thursday, June 27, 2019. Late submittals will not be accepted.

At the close of the submittal period all proposals will be reviewed and ranked by a committee comprised of staff from various County departments. Proposals will be scored in accordance with the Scoring Guidelines shown in Table 2 of this RFP.

In order to ensure fair and consistent scoring and ranking of the proposals, a proposal must be prepared utilizing the guidelines found Sections 3 and 4 of this RFP. Once all of the proposals are ranked, a meeting will be scheduled before the County Board of Supervisors where the Board of Supervisors will make a final determination regarding which, if any, persons submitting proposals will be invited to apply for a LUP. Within two weeks after the final Board's decision, all parties who submitted proposals will be informed, in writing, of the status of their proposal and whether or not they have been selected to submit a LUP application for the commercial cannabis use(s) designated in their proposal.

C) Proposal Format

In order to ensure consistent evaluation of proposals, each proposal must be prepared in accordance with the guidelines provided below.

A proposal must include the following six sections in the following order:

- 1) COVER LETTER/OWNER QUALIFICATIONS**
- 2) LOCATION SUMMARY**
- 3) BUSINESS AND OPERATING PLAN**
 - a. **Business Plan**
 - b. **Site and Building Plans**
 - c. **Operating Plan**
 - d. **Additional required information for storefront retailers**
 - e. **Additional required information for commercial cultivation**
 - f. **Additional required information for cannabis manufacturing in agriculturally zoned areas**
- 4) SECURITY PLAN**
 - a. **Cannabis Manufacturing in Agricultural(A-) Zoning District**
- 5) SUSTAINABILITY/ODOR CONTROL**
- 6) COMMUNITY/ECONOMIC BENEFIT SUMMARY**

D) Instructions for Preparing Proposals

For each of the required six sections of the proposal, please provide the information requested below. Please also include information responsive to the Scoring Guidelines (Table 2 in Section 4). The Scoring Guidelines are categorized into sections that correspond with required six sections of the proposal.

1) COVER LETTER/OWNER QUALIFICATION

All proposals must include a cover letter that provides the following information:

- ☐ A one-page or less description of the proposed cannabis business which provides information on the type of activities to take place at the business,

including the type of products and/or services to be provided or handled, the type of cannabis, medicinal or recreational or both, the business will operate with, the market the business is expected to reach, etc.

- The type of State license(s) to be obtained
- Information on owner(s) of proposed business: The cover letter must include the name and address of each person or entity proposed to be responsible for the operation of the business. Such persons or entities include, but may not be limited to, each manager, each corporate officer, each individual with an ownership interest, each member of a board of directors, each general or limited partner, and each member of a decision-making body for the commercial cannabis activity.
- Statement of Qualifications. The cover letter must include a description of the owner's or owners' qualifications, including the qualifications of individuals proposed to oversee key aspects of the activity. Please focus on experience relevant to the proposal, including but not limited operating a business similar to that which is proposed.
- A statement that owner/applicant/business operator has read and understood the rules and permitting requirements of the Zoning Ordinance (Chapters 88-28 and 84-86 of the County Code) and of the Commercial Cannabis Health Permit Code (Chapter 413-4 of the County Code) available at:

https://library.municode.com/ca/contra_costa_county/codes/ordinance_code

2) LOCATION SUMMARY

Using the Key Metrics for Location found in the Scoring Guidelines (Table 2), provide a description of the proposed business location in terms of its surroundings, access, neighborhood character, visibility, etc., as well as a summary of the appropriateness of the location of the cannabis business and how it conforms to the location requirements of the Zoning Ordinance. The summary should also identify the nearest sensitive uses as provided in the Zoning Ordinance such as schools, day care centers, youth centers and drug treatment centers or any other potentially sensitive uses.

3) BUSINESS AND OPERATING PLAN

The operating plan portion of the proposal must include all of the following:

- a. Business Plan

- The business plan should provide a summary of the operational and financial objectives of the business and detailed plans and budgets showing how the objectives are to be realized. See the Scoring Criteria in Table 2 for additional detail.

b. Site and Building Plans

Proposal must include complete site plans and proposed building and floor plans. The plans must include the following information:

- The address and assessor's parcel number of the property or properties where the business will be located
- Site plans must identify all existing and proposed site improvements including building descriptions and locations, parking areas for employees and clients/customers, driveways, fencing, cannabis cultivation/canopy areas, storage and processing areas, secure areas, and the location of any and all other improvements on-site
- Floor plans must show existing and proposed floor plans. Floor plans must identify all building areas including secured areas, waiting areas, cultivation/grow areas, office areas, employee only areas, etc. and all other areas required by State regulations or the County Cannabis Ordinance and zoning code

c. Operating Plan

Proposal must include a detailed preliminary operating plan that, at a minimum, must include the following information:

- A standard operating procedures manual detailing how operations will comply with State and local regulations; how safety and quality of products will be ensured; record keeping procedures for financing, testing, and other items records required to be kept by State law; and product recall procedures.
- Proposed hours of operation.
- Waste disposal information.
- Medical recommendation verification procedures, if applicable, and youth access restriction procedures.
- A record keeping policy that ensures records will be kept in accordance with State laws and regulations.
- A description of track and trace measures that will be implemented.

- ❑ An odor control plan that describes how the business will prevent odors from impacting neighboring parcels or creating a public nuisance.
- ❑ Size, height, colors, design and location of any proposed signage at the business.
- ❑ A parking plan that establishes how all off-street parking requirements will be met.
- ❑ A security plan that establishes how all security requirements in State laws and regulations will be satisfied. [Staff anticipates proposing to add additional detail to the requirements outlined in this paragraph either here or in the selection criteria]
- ❑ Details regarding how cannabis and cannabis products will be received, stored, handled, transported, and secured to prevent theft and trespass.

d. Additional Information Required for Storefront Retail

In addition to the information required in Section (c) above, a proposal for a storefront retailer must provide information on how the following requirements will be satisfied:

- ❑ A storefront retailer's hours of operation may not begin earlier than 8:00 a.m., and they may not end later than 9:00 p.m.
- ❑ A retailer shall implement and maintain the security measures required by Business and Professions Code section 26070(j). At the same time that a retailer provides notice to a licensing authority and law enforcement under Business and Professions Code section 26070(k), the retailer shall provide that same notice to the Department.
- ❑ A proposal for a storefront retailer must indicate whether the storefront retailer will provide deliveries.
- ❑ If delivery is proposed, the shall show describe how its employees who deliver cannabis or cannabis products will comply with Section 88-28.412(b)(Deliveries) of the County Cannabis Ordinance.
- ❑ **Products:** A retailer shall ensure that all cannabis and cannabis products at the premises of the retailer are cultivated, manufactured, transported, distributed, and tested by licensed and permitted facilities that maintain operations in full conformance with all applicable state and local laws, regulations, and ordinances, including this chapter.

e. Additional Information Required for Commercial Cultivation

In addition to the information required in Section c. above, a proposal for commercial cultivation must provide information describing how the following requirements will be satisfied.

- ☐ A floor plan or site plan identifying the location, dimensions, and boundaries of all proposed canopy areas, taking into account space needed for ongoing care of plants, and a description of the proposed method of physically delineating those boundaries at the site.
- ☐ Proof of water service availability from a retail water supplier.
- ☐ Commercial cultivation may be located only in the following zoning districts outside of a cannabis exclusion (-CE) combining district: general agricultural (A-2); heavy agricultural (A-3); A-20 exclusive agricultural; A-40 exclusive agricultural; A-80 exclusive agricultural; planned unit (P-1) when commercial cultivation is permitted by the development plan; controlled manufacturing (C-M); light industrial (L-I); and heavy industrial (H-I). A business engaged in commercial cultivation may cultivate cannabis outdoors only if the business is located in a general agricultural (A-2), heavy agricultural (A-3), A-20 exclusive agricultural, A-40 exclusive agricultural, or A-80 exclusive agricultural zoning district located outside of a cannabis exclusion (-CE) combining district.
- ☐ **Indoor Commercial Cultivation:** All indoor commercial cultivation must be conducted within a building, as defined in Section 82-4.210, or within a greenhouse. No indoor commercial cultivation may be conducted indoors within a residential building.

***Cultivation Area Size Information**

- ☐ **Indoor Commercial Cultivation:** The proposal shall describe the total maximum proposed canopy size. Per the County Cannabis Ordinance, the total canopy size for indoor commercial cultivation in other than agricultural zoning districts may not exceed the lesser of:
 - Twenty-two thousand square feet, or
 - The maximum size authorized by the State license for the business
 - Indoor commercial cultivation in an agricultural zoning district may not be located in any building that is larger than ten thousand square feet of floor area.

- **Outdoor Commercial Cultivation:** The proposal shall describe the total maximum proposed canopy size. Per the County Cannabis Ordinance, the total canopy size for outdoor commercial cultivation may not exceed the lesser of:
 - Two acres
 - The maximum size authorized by the State license for the business.

f. Additional Information Required for Cannabis Manufacturing in Agricultural Zones

In addition to the information required in Section (c) above, a proposal for commercial manufacturing activities within an agricultural zoning district must provide information describing how the following requirements will be satisfied.

- **No Volatile Solvents.** Cannabis manufacturing that will require a State "Type 7" license, or will use volatile solvents, is prohibited.
- **Products.** A cannabis manufacturing business in agricultural zoning shall ensure that all manufactured cannabis products are cultivated, transported, distributed, and tested by licensed and permitted facilities that maintain operations in full conformance with State laws and regulations and the applicable requirements of this chapter. A cannabis manufacturing business shall maintain adequate quality control measures to ensure cannabis and cannabis products manufactured at the site meet applicable requirements of State laws and regulations.
- **Employee Training.** A cannabis manufacturing business shall ensure that all employees of the business operating potentially hazardous equipment are trained on the proper use of equipment and on the proper hazard response protocols in the event of equipment failure.

4) SECURITY PLAN

A proposal must include a security plan that establishes how all security requirements in State laws and regulations will be satisfied.

The security plan must clearly identify the security measures to both deter and prevent unauthorized entrance into areas of the business used for cultivation, including the following measures.

- **Indoor commercial cultivation areas** must be locked, and no cannabis plants may be visible from outside of the indoor commercial cultivation areas. **Outdoor cultivation areas and greenhouses** must be fenced and all gates must be locked. Fencing surrounding outdoor cultivation areas and greenhouses

must be designed and maintained to ensure those areas and greenhouses are not visible from adjacent lots, private roads, and public rights of way.

- Access to the premises must be limited to authorized personnel.
- The premises must include an alarm system and security cameras to monitor all cultivation areas and all entryways. The alarm system and security cameras must be monitored twenty-four-hours per day by a licensed alarm company operator.

a. Cannabis Manufacturing in Agricultural(A-) Zoning District

- A cannabis manufacturing business in agricultural zoning shall implement and maintain sufficient security measures to both deter and prevent unauthorized entrance into areas containing cannabis or cannabis products, including an alarm system and security cameras that monitor all manufacturing areas and entryways and that are monitored twenty-four-hours per day by a licensed alarm company operator.

5) SUSTAINABILITY

- Proposal must provide a complete explanation of all proposed measures to ensure the sustainability of the business, including but not limited to a description of energy generation and efficiency measures, high efficiency mechanical systems, and alternative fuel transportation methods.
- Proposal must provide the following information in relation to water use:
 - A description of the water source to be used for the business.
 - For commercial cultivation and other uses that require significant water, a water management and conservation plan that identifies sustainability measures that will be utilized at the business, including water efficiency measures
 - To the maximum extent feasible, water conservation measures, water recapture systems, drip irrigation, raised beds, or grey water systems must be incorporated in cannabis cultivation operations in order to minimize use of water.
 - A waste water management plan.
- For indoor commercial cultivation businesses please provide an explanation on how the operation shall satisfy its electricity demands by (1) providing onsite renewable energy generation, or (2) purchasing electricity that is generated entirely from renewable sources, or a combination of (1) and (2).

- ❑ A description of efforts to avoid and minimize air emissions, including emissions from vehicles and operations.
- ❑ A commercial cultivation or manufacturing business located outside the urban limit line shall include measures to avoid and minimize impacts on rural infrastructure, including but not limited to water, sewer, and transportation infrastructure.

Important Notice Regarding Water Usage for Commercial Cultivation

Per the County Cannabis Ordinance, water service for a commercial cultivation business must be provided by a retail water supplier with the following exceptions;

A commercial cultivation business may satisfy its water demand by pumping groundwater from a groundwater production well if all of the following criteria are met:

- a. The retail water supplier does not provide retail water service at all times during the year.
- b. Groundwater is used to satisfy water demand of the business only during those periods when the retail water supplier does not provide retail water service to the business.
- c. The use of groundwater by the business will not substantially deplete groundwater supplies, and will not substantially interfere with groundwater recharge, such that there would be a net deficit in aquifer volume or a lowering of the groundwater table level.

6) COMMUNITY/ECONOMIC BENEFIT SUMMARY

Using the Key Metrics for Community/Economic benefit in Table 2 below, provide a community/economic benefit statement describing the benefits the proposed business will have in these areas.

Section 4: Scoring and Selection Process

The County staff team will use the criteria detailed in the table below to evaluate, score and rank proposals and will prepare a report to the Board on the evaluations. To be considered eligible to be invited to apply for an LUP, a proposal must receive both (1) a minimum score of 70% of the available points in each category listed in Table 2, and (2) at

least 80% of the available points overall (at least 960 points). The Board of Supervisors will make the final determination on which, if any, persons submitting proposals will receive an invitation to apply for an LUP. Regardless of score, the Board may, in its discretion, determine on the basis of the proposals submitted not to invite any persons submitting proposals to apply for an LUP, or the Board may, in its discretion, invite a number of LUP applications that is less than the cap for the applicable category of commercial cannabis activity.

Table 2: Scoring Guidelines

Subject	Key Metrics	Point Value
1. Cover Letter/ Ownership Qualifications	<ul style="list-style-type: none"> • Thoroughness of Cover Letter in providing a complete picture of the proposed business and business operators ability to operate a successful business • Business owner experience operating a licensed cannabis business in another jurisdiction and/or experience operating a business similar to what is proposed • Description of any special business or professional qualifications or licenses relevant to the proposed business. • Performance during oral interview, including knowledge of state and local regulations, knowledge of the details of the proposals, ability to answer questions accurately and consistently, demonstrated ability to exercise good judgement and demonstrated ability and commitment to comply with the terms and conditions of any permit that is ultimately secured. 	200 pts.
2. Location	<ul style="list-style-type: none"> • Location clearly identified with address and detailed description, in appropriate zoning district and meets all the locational requirements as described in Section 88-28.410(b) of the County Zoning Ordinance. 	200 pts.

Table 2: Scoring Guidelines

Subject	Key Metrics	Point Value
2. Location (continued)	<ul style="list-style-type: none"> • Compliance with buffer/setback/sensitive use requirements of the Zoning Ordinance. • The business is located in an area that would not result in the undue influence of cannabis use upon sensitive populations such as children and those recovering from substance abuse. Distances from residential and other sensitive uses, such as schools, daycare centers, youth centers and drug/alcohol recovery facilities are maximized / exceed minimum requirements. • Proposed storefront retailer has a location that has public visibility to enable easy reporting of violations and nuisances, but is not highly visible to youth. • Proposed storefront retailer is readily accessible from public transit? (a benefit) • Proposed storefront retailer is readily accessible from major thoroughfares? (a benefit) • Compatibility with surrounding community and nearby land uses. • Provision of parking will meet or exceed required minimum off-street parking requirements. • Will not exacerbate crime in an high crime area (e.g. within a crime reporting district, where the general crime rate exceeds the countywide general crime rate by more than twenty percent) • The business is proposed to be located in an area that is safe and accessible by law enforcement and fire fighters. • Observed features of the property (lighting, parking, landscaping, access, etc.) are consistent with the proposed site plan. 	
3. Business and Operating Plan	<ul style="list-style-type: none"> • Completeness of operating plan and documented ability to comply with County Zoning Ordinance requirements. 	

Table 2: Scoring Guidelines

Subject	Key Metrics	Point Value
3. Business and Operating Plan	<ul style="list-style-type: none"> • Completeness and effectiveness of inventory control plan • Floorplan/layout is clear and provides for safe and functional operation • Signage plan (interior and exterior), including plan for avoiding marketing to youth • Proposed design features, such as windows, primary entrance facing street, pedestrian improvements, no significant blank walls, removal of existing nonconforming features such as pole signs, security screening not visible from exterior • Timeline for beginning operation, including outline for any proposed construction/improvements and a deadline for completion • Are the proposed odor control measures likely to be effective in preventing odors that will disturb neighboring properties or create a nuisance and in protecting the quality of the indoor air for the health of employees and customers? • Budget for construction, operation, maintenance, compensation of employees, equipment costs, utility costs, and other operation costs is well thought out and reasonable. The budget must include a detailed pro forma for three years of operations and a description of the sources and uses of funds. • Proof of sufficient capital to cover first 3 months of operation (documentation of cash or other liquid assets on hand, Letters of Credit or other equivalent assets); 	200 pts.

Table 2: Scoring Guidelines

Subject	Key Metrics	Point Value
4. Security Plan	<ul style="list-style-type: none"> • A complete security plan has been provided identifying all proposed security measures in detail • The security plan identifies and describes all active security measures • The security plan identifies and describes all proposed security measures • Active security measures are described in appropriate detail and will be effective • Passive security measures are described in appropriate detail and will be effective • Security camera plan is described in appropriate detail and will be effective • Information is provided on how site layout conducive to security • Information is provided on how interior layout conducive to security • Details on Employee background check measures • Product security measures • Document and cash storage security measures • Security measures beyond minimum standards 	200 pts.

Table 2: Scoring Guidelines

Subject	Key Metrics	Point Value
5.Sustainability	<ul style="list-style-type: none">• Would the proposed business meet the requirements of the Zoning Ordinance related to electricity generation, water use and control of any wastewater or runoff?• Would the business include any innovative sustainability measures in excess of minimum requirements?• Would the proposal aggressively avoid and minimize emissions, including vehicle emissions (especially diesel emissions) related to operation of the business?	100 pts.

Table 2: Scoring Guidelines

Subject	Key Metrics	Point Value
6.Community /Economic Benefits	<ul style="list-style-type: none"> • What benefits would the proposal offer to the community? • Would the anticipated tax revenue be substantial relative to other proposals? • Would the business serve a unmet need in the community, such as greatly access to cannabis for medicinal or adult-use purposes? • Would the business stimulate broader economic development and contribute substantial new jobs? • Would the business avoid negative impacts to the community and generally serve as a net community asset? • Would the business protect overall public health? • Is the business a locally-owned business, that is a majority of ownership is held by Contra Costa County residents? • Are the products to be sold, manufactured or handled by the proposed business designed to avoid encouraging use by children? • What other benefits would the business have for the broader community 	200 pts.

Table 2: Scoring Guidelines

Subject	Key Metrics	Point Value
7. Equitable Geographic Distribution	<ul style="list-style-type: none">• Would the proposal result in an undesirable concentration of a specific type of cannabis activity in an area of the County? (a significant detriment, particularly for storefront retailers near an existing retailer or a more highly ranked proposed retailer)• Would the proposal serve an area of the County that would not otherwise be served?	100 pts.

ATTACHMENT A

LETTER OF INTENT TEMPLATE

Date

Contra Costa County
Department of Conservation and Development
30 Muir Rd.
Martinez, CA 94553
Attn: Ruben Hernandez

RE: Letter of Intent to Submit Cannabis Business Proposal

Dear Mr. Hernandez;

I, the undersigned, attest that I am a duly authorized representative of the proposed cannabis business identified below:

Name of Business: _____

Address of Proposed Business Location: _____

Assessor's Parcel Number: _____

Zoning: _____ **General Plan:** _____

Complies with Location requirements of Section 88-28.410(b) ☐ Yes ☐ No

Applicant: _____

Applicant Notification address: _____

Applicant Phone Number: _____

Applicant Email Address: _____

I understand that I will be expected to receive all notices at the application notification address of the applicant. I further consent to receiving notice by email at (provide email address).

I am interested in applying for a (select one: (1) commercial cultivation, (2) storefront retail, (3) manufacturing in agricultural zone, or (4) a vertically-integrated business that includes at least one of (1), (2), or (3)) cannabis permit.

ATTACHMENT A

LETTER OF INTENT TEMPLATE

Further, I have secured a property located at (business address) which is located in the unincorporated area of Contra Costa County and located within the (Zoning) Zoning District, and located outside of both (1) the cannabis exclusion zoning district, and (2) the cannabis sensitive uses buffer zones identified in Section 88-28.410(b)(3) of the County Cannabis Ordinance.

Please find enclosed (e.g., a real estate letter of intent, a realestate purchase or lease option, purchase agreement, lease agreement or proof of ownership of the place where business will be located; a letter of interest is not acceptable) evidencing that I have secured a proposed site for the minimum requirement of two years.

I have also included \$500.00 for payment of the required Letter of Intent filing fee.

I understand that if I am selected to participate in the limited commercial cannabis activity RFP process I will be prepared to submit my proposal by **June 27, 2019**. I also understand that if County finds the RFP process unnecessary based on the number of LOIs submitted and the number of permits available, I am prepared to submit a land use permit application for the stated commercial cannabis use within 90 days of receiving notification. Furthermore, I understand that failure to submit a proposal or apply for a land use permit within that time periods described above automatically forfeits my opportunity to submit my proposal or land use permit.

Name

Title

Enclosures:

1. (e.g., a letter of intent to sign a lease, a lease, a purchase option, a purchase agreement, or evidence of ownership of the place where business will be located)
2. \$500.00 Letter of intent filing fee

Commercial Cannabis Proposals Scoring and Ranking

CONTRA COSTA COUNTY BOARD OF SUPERVISORS
NOVEMBER 19, 2019



Commercial Cannabis RFP Background

- Request for Proposal (RFP) and selection process required per County Cannabis Ordinance (Section 88-28.404) for storefront retail, commercial cultivation and manufacturing in agricultural zoning district.
- The Cannabis Ordinance imposes a limit of four (4) cannabis retail storefronts, ten (10) commercial cannabis cultivation and two (2) manufacturing businesses in agricultural zoning districts.
- The purpose of the RFP process is to enable the County to determine which of the commercial cannabis proposals in these categories to invite to apply for a land use permit.

Additional Discretionary Review and Permitting Required

- The proposals invited by the Board to apply for a land use permit (LUP) will still need to go through a discretionary LUP process.
- The LUP review and approval process will include submission of additional application materials, compliance with California Environmental Quality Act, public noticing, and public hearings.
- A County health permit, state license, and County business license will also be required before such business may open.

Response to RFP

- The Request for Proposals (RFP) was approved by the Board on February 12, 2019 and issued on February 14, 2019.
- Letters of Intent (LOI) were a required first step for respondents (to confirm appropriate zoning and property interest).
- LOIs were due on April 4, 2019. 60 were received, 53 were invited to submit full proposals.
- Proposals were due on June 27, 2019. 40 Proposals were received:
 - 21 for storefront retail.
 - 19 for commercial cultivation.
 - Zero for manufacturing in an agricultural district.

Role of Cannabis Proposal Review Panel

- The role of the Panel was to evaluate, score and rank cannabis proposals according to the criteria set forth in the RFP.
- The Panel's ranking of the proposals is meant to provide the Board with guidance for selecting the commercial cannabis proposals to apply for a land use permit.
- The Panel's ranking is only a recommendation. The final selection will be made by the Board.

Cannabis Proposal Review Panel

As set forth in the RFP, the Review Panel was made up of the following County Departments/Agencies (each department designated its representatives):

- County Administrator's Office: Julie Enea
- Department of Agriculture: Matt Slattengren
- Contra Costa County Fire Protection District: Chris Bachman
- Health Services Department: Joe Doser (Environmental Health) and Mayra Lopez (Tobacco Prevention)
- Department of Conservation and Development: John Kopchik, Jason Crapo, Ruben Hernandez, Michael Hart, and Jamar Stamps

Scoring and Ranking of Proposals

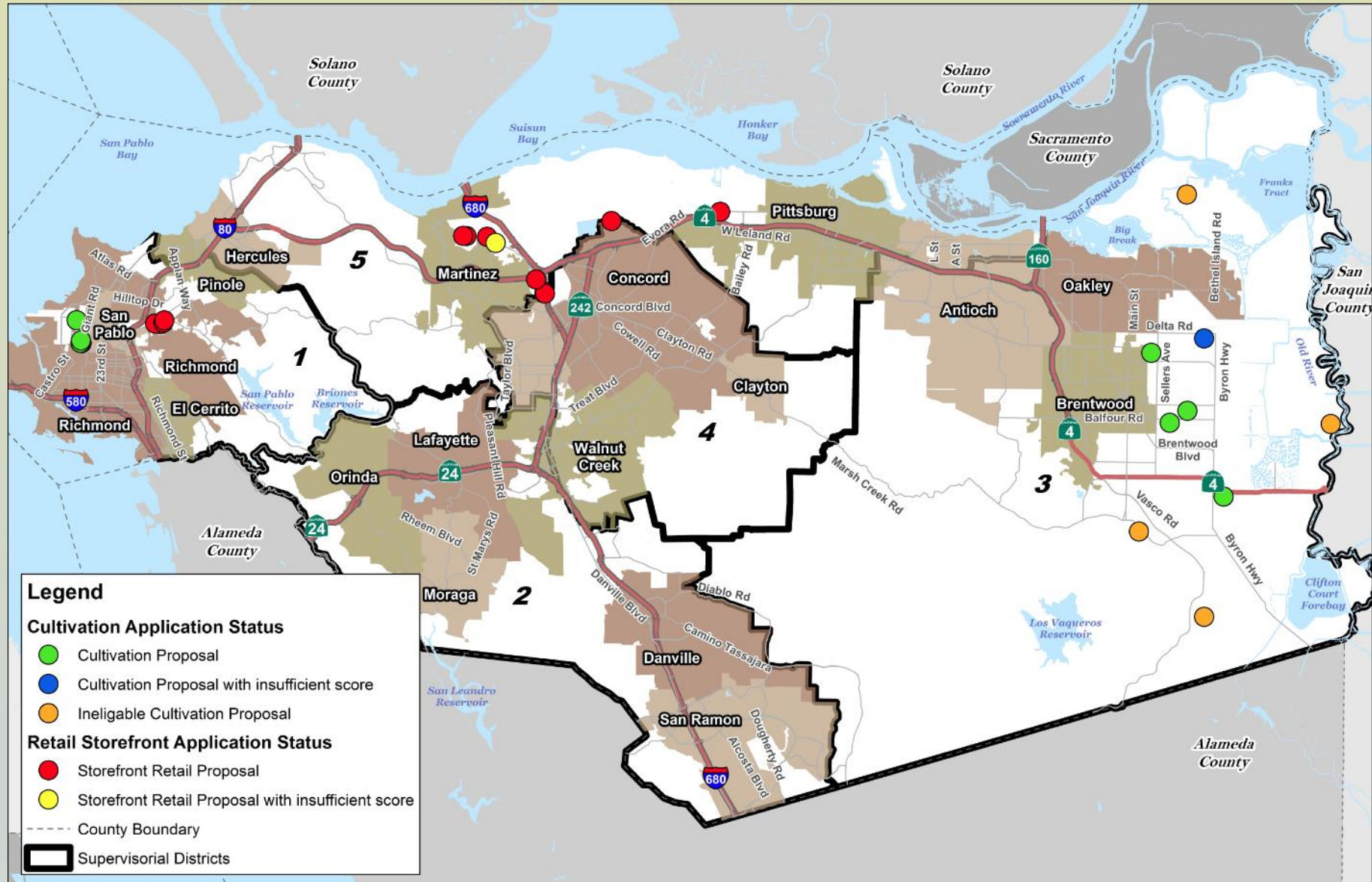
- The Panel scored each proposal based on the scoring criteria identified in the February 14, 2019 RFP.
- Storefront retailer proposals were scored independently from commercial cultivation proposals.
- The panel interviewed all 21 retail storefront applicants.
- Commercial cultivation applicants were not interviewed as less than ten were located in eligible areas.
- Panel members had access to all 40 full proposals and reviewed and preliminarily evaluated the proposals independently.
- The Panel met a total of 15 times.

RFP Scoring Criteria

RFP Scoring Categories - (See the attached RFP for detailed criteria within each category)

1. Cover Letter/Ownership Qualifications (**200 points**)
2. Location (**200 points**)
3. Business and Operating Plan (**200 points**)
4. Security Plan (**200 points**)
5. Sustainability (**100 points**)
6. Community/Economic Benefit (**200 points**)
7. Equitable Geographic Distribution (**100 points**)

Countywide Map of All Proposals



Overview of Proposals

- A total of 40 proposals were submitted – 21 for storefront retail and 19 for commercial cultivation.
- Overall, the County received a good pool of applicants. Most proposals were extremely detailed, thorough, and responsive.
- One storefront retail proposal received a failing score due to scores below 70% in the categories of Cover Letter/Ownership Qualifications, Business and Operating Plan, and Sustainability and an overall score below 80%.

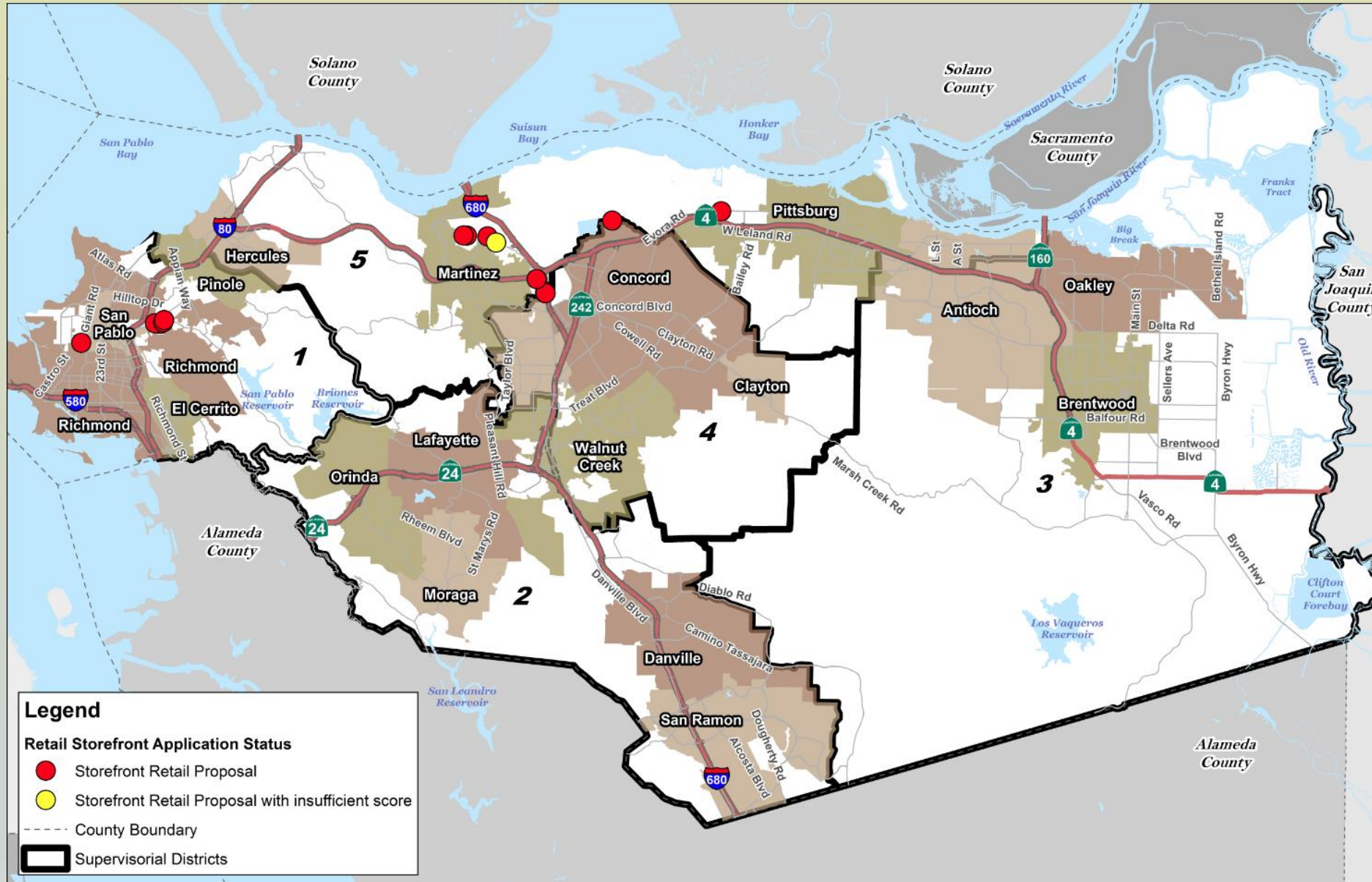
Overview of Proposals (cont.)

- Eleven (11) commercial cultivation proposals were deemed ineligible due to being located in areas not served by a “retail water supply” as required by County code.
- One commercial cultivation proposal received a failing score due to scores below 70% in the categories of Location, Business and Operating Plan, and Sustainability and an overall score below 80%.
- 20 of the 21 retail storefront proposals and 7 of the 19 commercial cultivation proposals received recommended passing scores from the Panel and are eligible to be invited to apply for an LUP.

Retail Storefront Proposals

- For the 21 storefront retail proposals, the number of applications received for each area of the County are as follows:
 - 6 in the “North” Pacheco Boulevard area;
 - 4 In the “South” Pacheco Boulevard area;
 - 7 in El Sobrante;
 - 2 in Bay Point (same site);
 - 1 in Clyde;
 - 1 in North Richmond.
- County Ordinance Section 88-28.410(b)(3)(B) prohibits storefront retailers within 500 feet of each other.

Retail Storefront Proposal Locations Countywide



North Pacheco Boulevard Retail Storefront Proposal Locations



South Pacheco Boulevard Retail Storefront Proposal Locations



El Sobrante Retail Storefront Proposal Locations



North Richmond Retail Storefront Proposal Location



Clyde and Bay Point Retail Storefront Proposal Locations



Retail Storefront Scoresheet

Application Number	Area	Business Name	1. Cover Letter/Ownership Qualifications (200 pts.)	2. Location (200 pts.)	3. Business and Operating Plan (200 pts.)	4. Security Plan (200 pts.)	5. Sustainability (100 pts.)	6. Community/Economic Benefit (200 pts.)	Equitable Geographic Distribution (100 pts.)	TOTAL (1,200 pts.)	Rank*
CDMJ19-00012	South Pacheco	Authentic 925	180	200	190	200	90	195	100	1155	1
CDMJ19-00032	El Sobrante	The Artist Tree	195	175	180	200	100	190	100	1140	2
CDMJ19-00031	North Pacheco	Embarc Contra Costa	185	185	180	200	95	185	100	1130	3
CDMJ19-00001	South Pacheco	Garden of Eden	180	180	180	195	85	185	100	1105	4
CDMJ19-00034	South Pacheco	Bento	175	185	185	200	85	170	100	1100	5
CDMJ19-00028	South Pacheco	Perfect Union	190	185	180	185	70	190	100	1100	5
CDMJ19-00058	El Sobrante	The Flower Shop	190	165	180	175	85	185	100	1080	7
CDMJ19-00019	North Pacheco	Elemental Wellness Center	175	180	160	190	90	180	100	1075	8
CDMJ19-00042	Bay Point	Element 7 - Bay Point	160	175	160	190	85	180	100	1050	9
CDMJ19-00017	North Pacheco	The Gas Station	160	170	170	200	80	170	100	1050	9
CDMJ19-00023	El Sobrante	Element 7 - Appian Way	160	160	160	190	85	180	100	1035	11
CDMJ19-00033	North Pacheco	Horizon Collective	160	175	170	200	70	145	100	1020	12
CDMJ19-00057	Clyde	Stone Age Farmacy	170	155	160	200	85	150	100	1020	12
CDMJ19-00039	Bay Point	The Green Door - Bay Point	155	170	180	185	80	145	100	1015	14
CDMJ19-00043	El Sobrante	Element 7 - San Pablo Dam Road	160	150	155	180	85	180	100	1010	15
CDMJ19-00007	North Pacheco	Shoot the Moon	140	170	150	180	90	175	100	1005	16
CDMJ19-00037	El Sobrante	The Green Door - Appian Way	155	160	180	185	80	140	100	1000	17
CDMJ19-00016	Richmond	White Fire Dispensary	175	140	150	165	85	150	100	965	18
CDMJ19-00045	El Sobrante	Emerald Heights	150	155	150	175	75	155	100	960	19
CDMJ19-00038	El Sobrante	One Plant	155	180	155	160	70	140	100	960	19
CDMJ19-00059	North Pacheco	Waterfront Wellness	100	180	100	175	50	140	100	845	21

↑ Passing Scores

*Proposals that share same rank color are mutually exclusive due to being located on same site or within 500-feet of each other

Observations on Distinguishing Features of Retail Storefront Proposals

- All proposals were reviewed and scored according to the scoring criteria in the RFP
- Most proposals were very comprehensive and had relatively similar level of quality in many areas, notably in operations plan and security
- Some areas where the proposals significantly differentiated themselves in the eyes of the Panel were:
 - Location, including degree of accessibility, compatibility with surrounding uses, visibility, and adequacy of parking
 - Quality of interview and level of experience
 - Community Benefit
 - Sustainability

Retail Storefront Rankings

Rank*	Business Name	Area
1	Authentic 925	South Pacheco
2	The Artist Tree	El Sobrante
3	Embarc Contra Costa	North Pacheco
4	Garden of Eden	South Pacheco
5	Bento	South Pacheco
5	Perfect Union	South Pacheco
7	The Flower Shop	El Sobrante
8	Elemental Wellness Center	North Pacheco
9	Element 7 - Bay Point	Bay Point
9	The Gas Station	North Pacheco
11	Element 7 - Appian Way	El Sobrante
12	Horizon Collective	North Pacheco
12	Stone Age Farmacy	Clyde
14	The Green Door - Bay Point	Bay Point
15	Element 7 - San Pablo Dam Road	El Sobrante
16	Shoot the Moon	North Pacheco
17	The Green Door - Appian Way	El Sobrante
18	White Fire Dispensary	Richmond
19	Emerald Heights	El Sobrante
19	One Plant	El Sobrante
21	Waterfront Wellness	North Pacheco

↑ Passing Scores

*Proposals that share same rank color are mutually exclusive due to being located on same site or within 500-feet of each other

Geographic Distribution and Selection Scenarios

- To address geographic distribution, the Panel has developed alternate ranking scenarios for Board consideration.
 - **Scenario #1** - 1 in El Sobrante, 1 on north Pacheco Boulevard, 1 on south Pacheco Boulevard, and 1 in Bay Point.
 - **Scenario #2** - 1 in El Sobrante, 2 on south Pacheco Boulevard, and 1 on north Pacheco Blvd.

Scenario #1

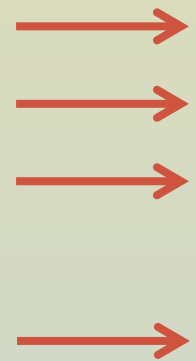
1 in El Sobrante, 1 on south Pacheco Boulevard, 1 on north Pacheco Boulevard, and 1 in Bay Point

	Rank*	Business Name	Area
→	1	Authentic 925	South Pacheco
→	2	The Artist Tree	El Sobrante
→	3	Embarc Contra Costa	North Pacheco
	4	Garden of Eden	South Pacheco
	5	Bento	South Pacheco
	5	Perfect Union	South Pacheco
	7	The Flower Shop	El Sobrante
	8	Elemental Wellness Center	North Pacheco
→	9	Element 7 - Bay Point	Bay Point
	9	The Gas Station	North Pacheco

*Proposals that share same rank color are mutually exclusive due to being located on same site or within 500-feet of each other

Scenario #2

1 in El Sobrante, 2 on south Pacheco Boulevard, and 1 on north Pacheco Boulevard



Rank*	Business Name	Area
1	Authentic 925	South Pacheco
2	The Artist Tree	El Sobrante
3	Embarc Contra Costa	North Pacheco
4	Garden of Eden	South Pacheco
5	Bento	South Pacheco
5	Perfect Union	South Pacheco
7	The Flower Shop	El Sobrante
8	Elemental Wellness Center	North Pacheco
9	Element 7 - Bay Point	Bay Point
9	The Gas Station	North Pacheco

*Proposals that share same rank color are mutually exclusive due to being located on same site or within 500-feet of each other

Existing Medical-Only Dispensary in El Sobrante

- The business currently known as One Plant is operating as a medical marijuana dispensary in El Sobrante. One Plant submitted a proposal for retail storefront so it could expand to adult use cannabis and received a passing score (ranked 19th).
- If the Board invites four different proposals to apply for an LUP, it is possible that One Plant would continue to operate as a medical-only cannabis dispensary.

Proposal Details and Summary Information

- All 40 full proposals are attached.
- The Panel has prepared 2-page sheets of each scored proposal that summarizes each section of the proposal and their scores (address field contains a link to an interactive map).
- Images of each proposal mentioned in the scenarios follow this slide.

Garden of Eden MJ19-0001	RANK: #4
---	---------------------------

Business Name: Garden of Eden

Owners: Matt Light (20%)
Laurie Light (20%)
Shareef El-Sissi (10%)
Soufyan Abouamed (50%)

Total Score: 1,105/1,200 (Rank #4)

Address: [100 Union St., Pacheco](#)

Business Type: Storefront Retail and Delivery

Square Footage: 3,115-s.f. (1,350-s.f. retail area)

Off-Street Parking: 31 Shared Spaces

Within 500-feet of: Authentic 925, Perfect Union

Vicinity Map



Proposal Pros and Cons

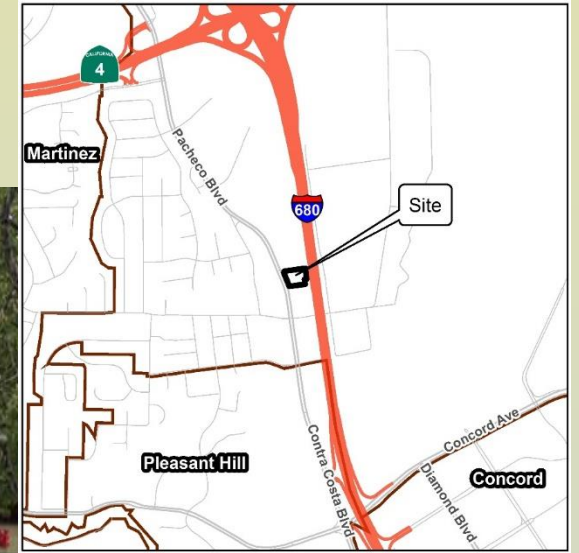
Pros	Cons
<ul style="list-style-type: none">- Central location off Pacheco Boulevard- 500 paid employee community service hours proposed annually	<ul style="list-style-type: none">- Located on narrow side street (Union St.), not as visible as other proposals on Pacheco Blvd.- Monetary contribution to non-profit organizations lower than some other proposals- Located near Pacheco Community Center

Building Rendering Before/After(Remodel and update of existing building)



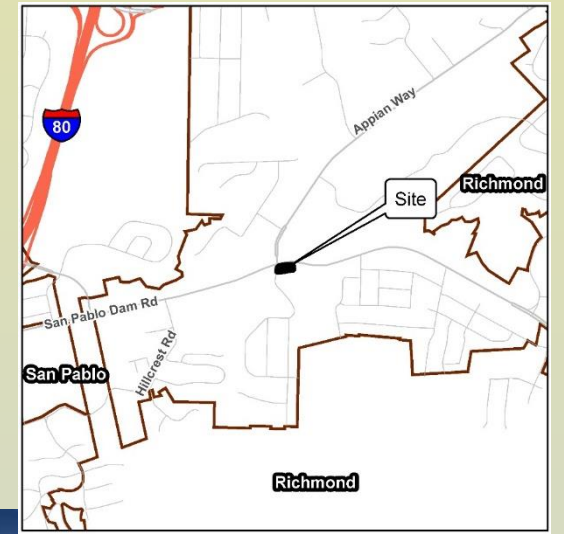
Authentic 925 (Rank #1)

100 N. 1st Ave., Pacheco



The Artist Tree (Rank #2)

4100 San Pablo Dam Rd., El Sobrante



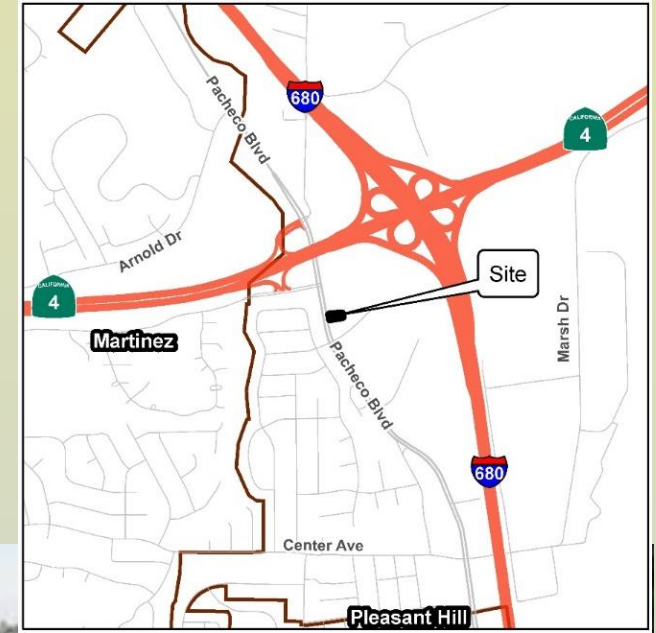
Embarc Contra Costa (Rank #3)

3503 Pacheco Blvd., Pacheco



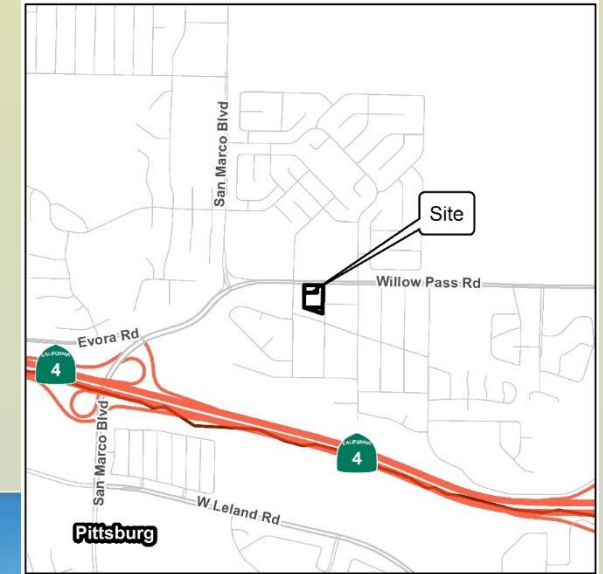
Bento (Rank #5)

5236 Pacheco Blvd., Pacheco



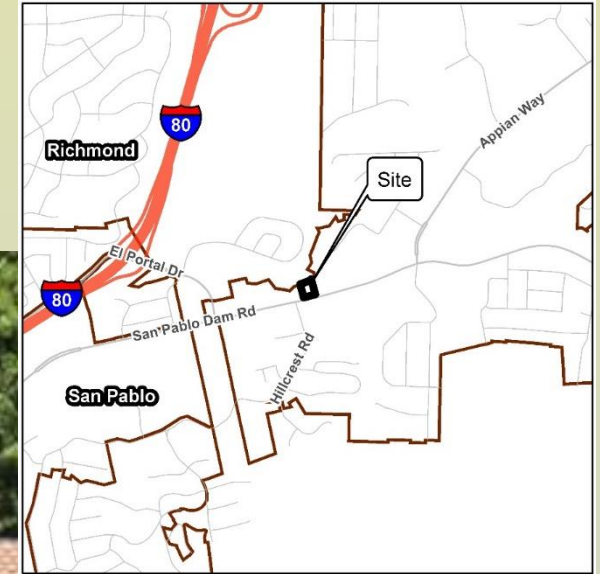
Element 7 – Bay Point (Rank #9)

3515 Willow Pass Road, Bay Point

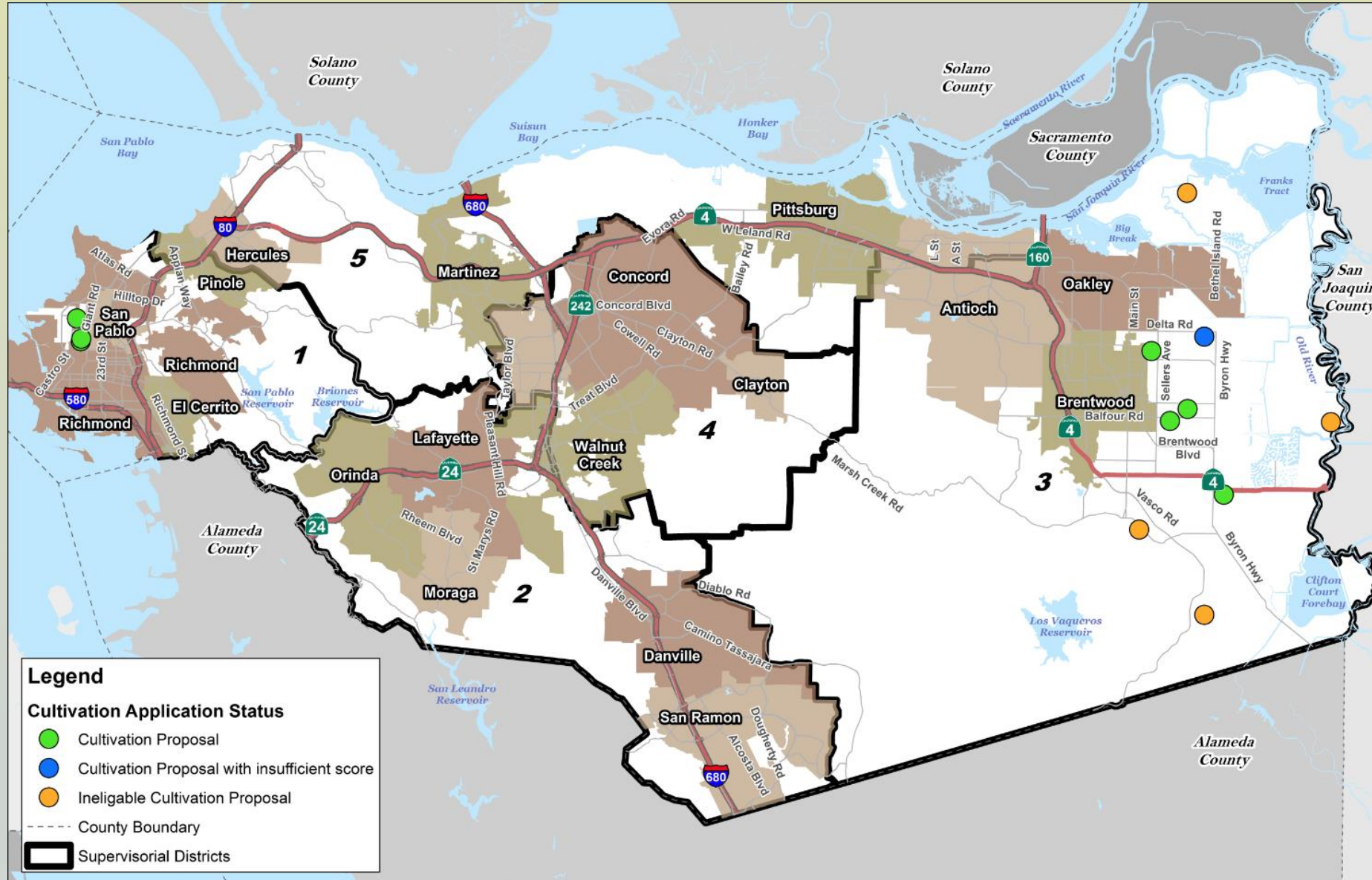


One Plant (Rank #19)

5236 Pacheco Blvd., Pacheco



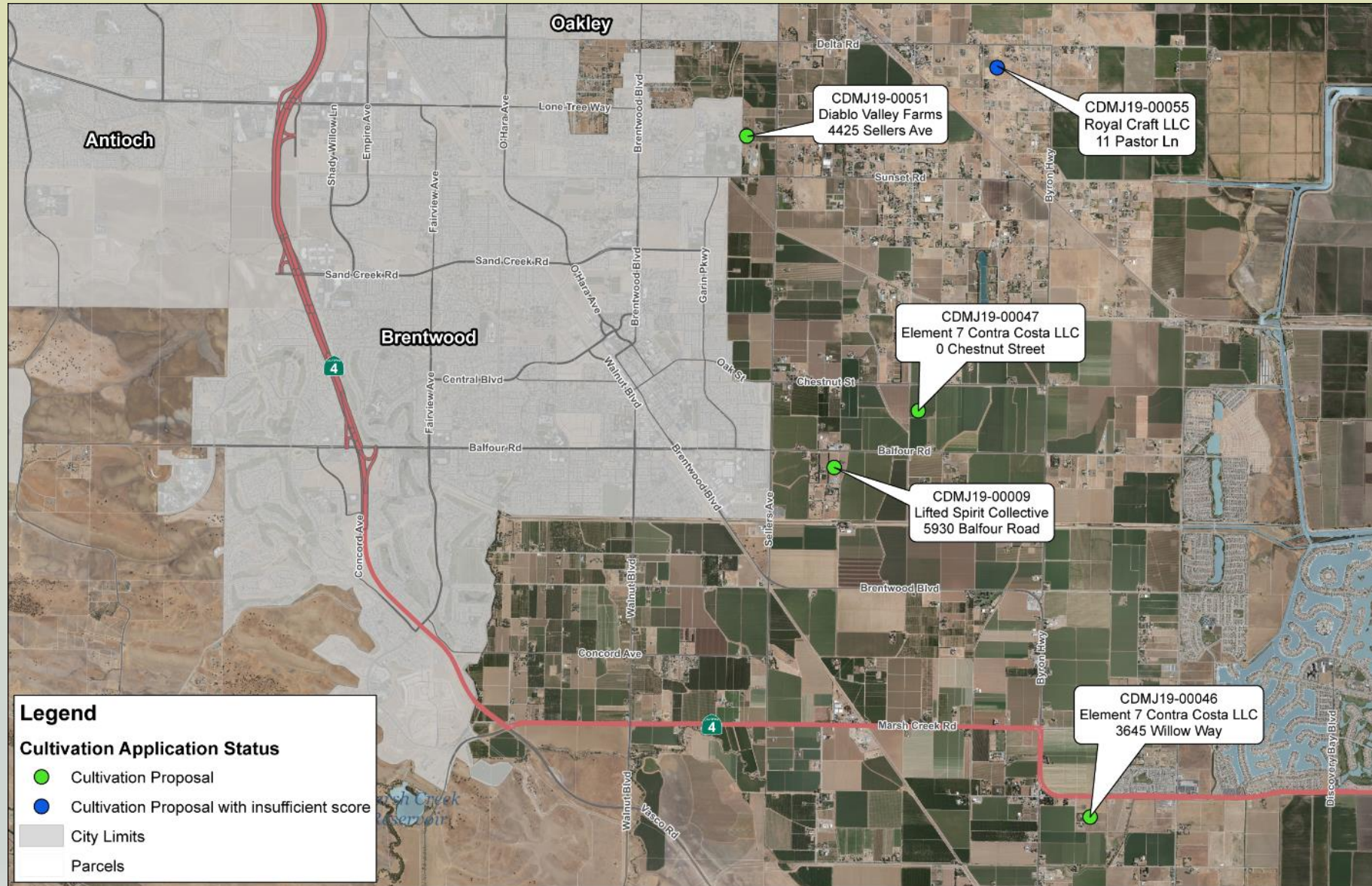
County Wide Map for Commercial Cultivation



North Richmond Cultivation Proposal Locations



East County Cultivation Proposal Locations



Commercial Cultivation Scoresheet

↑
Passing Scores

Application Number	Area	Business Name	Water Service	1. Cover Letter/Ownership Qualifications (200 pts.)	2. Location (200 pts.)	3. Business and Operating Plan (200 pts.)	4. Security Plan (200 pts.)	5. Sustainability (100 pts.)	6. Community/Economic Benefit (200 pts.)	Equitable Geographic Distribution (100 pts.)	TOTAL (1,100 pts.)	Rank
CDMJ19-00009	Brentwood	Lifted Spirit Collective	YES	195	195	190	195	100	200	100	1175	1
CDMJ19-00026	Richmond	703 Chesley, LLC	YES	180	200	180	185	95	185	100	1125	2
CDMJ19-00047	Brentwood	Element 7 - Chestnut Street	YES	190	190	190	185	90	175	100	1120	3
CDMJ19-00046	Byron	Element 7 - Willow Way	YES	190	160	190	185	90	175	100	1090	4
CDMJ19-00008	Richmond	Casa Rasta Farms	YES	170	185	155	190	90	190	100	1080	5
CDMJ19-00051	Brentwood	Diablo Valley Farms	YES	185	200	170	175	90	160	100	1080	5
CDMJ19-00027	Richmond	Magic Flower Gardens, LLC	YES	195	200	140	190	90	140	100	1055	7
CDMJ19-00055	Knightsen	Royal Craft LLC	YES	140	130	110	190	50	140	100	860	8
CDMJ19-00002	Knightsen	Royal Winzone Management Inc	NO								0	N/A
CDMJ19-00003	Knightsen	U.S. Gods Dragon Management Inc	NO								0	N/A
CDMJ19-00004	Knightsen	U.S. Phoenix Management Inc	NO								0	N/A
CDMJ19-00005	Knightsen	Golden Flower Enterprise Inc	NO								0	N/A
CDMJ19-00006	Knightsen	Granville Dragon Management, Inc	NO								0	N/A
CDMJ19-00010	Knightsen	Thrive Biotech Farm, Inc	NO								0	N/A
CDMJ19-00013	Knightsen	Jings Garden, Inc.	NO								0	N/A
CDMJ19-00014	Knightsen	Living Well Biotech Farm, Inc	NO								0	N/A
CDMJ19-00030	Byron	WWBDM LLC	NO								0	N/A
CDMJ19-00048	Bethel Island	Element 7 (0 Canal)	NO								0	N/A
CDMJ19-00049	Brentwood	Element 7 (430 Camino Diablo)	NO								0	N/A

Commercial Cultivation Rankings

↑ Passing Scores

Rank	Business Name	Area
1	Lifted Spirit Collective	Brentwood
2	703 Chesley, LLC	Richmond
3	Element 7 - Chestnut Street	Brentwood
4	Element 7 - Willow Way	Byron
5	Casa Rasta Farms	Richmond
6	Diablo Valley Farms	Brentwood
7	Magic Flower Gardens, LLC	Richmond
8	Royal Craft LLC	Knightsen

Additional Considerations

- The Panel recommends all invitations must be based on the description of the project in the proposals. Applications must live up to the commitments made in the proposals.
- A process for selecting the final three commercial cultivation invitees will be brought to the Board at a later date.

Next Steps

- Schedule for December 10th the Board decision on which proposals to invite to apply for an LUP.
- Within 90 days of being invited by the Board, the applicant must apply for a Land Use Permit and pay applicable fees.
- LUP applications will proceed through the normal discretionary review process, including one or more public hearings.
- Upon review and approval of an LUP, the applicant must obtain other necessary approvals prior to commencing operations, including a County health permit, State license, County business license, and necessary building permits.

Appendix - Interview Questions

1. Please briefly summarize your experience in the cannabis industry. What lessons have you learned and how will you apply that experience to this proposal?
2. What do you think is the strongest feature or aspect of your proposal?
3. Tell us what your understanding is of the County's and the State's step-by-step permitting and licensing process. What is your experience going through similar processes and do you anticipate any scheduling challenges?
4. Land use permits are a public process. What type of site specific controversy have you anticipated with your proposal and what have you done and will you do to address those concerns?
5. Almost 40% of Tobacco store retailers sell tobacco to underage youth. Describe the policies and plans that you would implement and how you would enforce these policies to ensure your cannabis products do not end up in the hands of youth. Explain how your marketing strategy will not encourage youth to attempt to access your product.
6. Give us a summary of how your business will benefit the community, including hiring and community outreach. What local community/non-profit organizations are you already engaged with (financially or otherwise)? Or, who are you planning to engage with?
7. Would you like to provide any summary or concluding remarks?

RETAIL STOREFRONT SCORESHEET

Application Number	Area	Business Name	1. Cover Letter/Ownership Qualifications (200 pts.)	2. Location (200 pts.)	3. Business and Operating Plan (200 pts.)	4. Security Plan (200 pts.)	5. Sustainability (100 pts.)	6. Community/Economic Benefit (200 pts.)	Equitable Geographic Distribution (100 pts.)	TOTAL (1,200 pts.)	Rank*
CDMJ19-00012	South Pacheco	Authentic 925	180	200	190	200	90	195	100	1155	1
CDMJ19-00032	El Sobrante	The Artist Tree	195	175	180	200	100	190	100	1140	2
CDMJ19-00031	North Pacheco	Embarc Contra Costa	185	185	180	200	95	185	100	1130	3
CDMJ19-00001	South Pacheco	Garden of Eden	180	180	180	195	85	185	100	1105	4
CDMJ19-00034	South Pacheco	Bento	175	185	185	200	85	170	100	1100	5
CDMJ19-00028	South Pacheco	Perfect Union	190	185	180	185	70	190	100	1100	5
CDMJ19-00058	El Sobrante	The Flower Shop	190	165	180	175	85	185	100	1080	7
CDMJ19-00019	North Pacheco	Elemental Wellness Center	175	180	160	190	90	180	100	1075	8
CDMJ19-00042	Bay Point	Element 7 - Bay Point	160	175	160	190	85	180	100	1050	9
CDMJ19-00017	North Pacheco	The Gas Station	160	170	170	200	80	170	100	1050	9
CDMJ19-00023	El Sobrante	Element 7 - Appian Way	160	160	160	190	85	180	100	1035	11
CDMJ19-00033	North Pacheco	Horizon Collective	160	175	170	200	70	145	100	1020	12
CDMJ19-00057	Clyde	Stone Age Farmacy	170	155	160	200	85	150	100	1020	12
CDMJ19-00039	Bay Point	The Green Door - Bay Point	155	170	180	185	80	145	100	1015	14
CDMJ19-00043	El Sobrante	Element 7 - San Pablo Dam Road	160	150	155	180	85	180	100	1010	15
CDMJ19-00007	North Pacheco	Shoot the Moon	140	170	150	180	90	175	100	1005	16
CDMJ19-00037	El Sobrante	The Green Door - Appian Way	155	160	180	185	80	140	100	1000	17
CDMJ19-00016	Richmond	White Fire Dispensary	175	140	150	165	85	150	100	965	18
CDMJ19-00045	El Sobrante	Emerald Heights	150	155	150	175	75	155	100	960	19
CDMJ19-00038	El Sobrante	One Plant	155	180	155	160	70	140	100	960	19
CDMJ19-00059	North Pacheco	Waterfront Wellness	100	180	100	175	50	140	100	845	21

*Proposals that share the same color are mutually exclusive due to being located on same site or within 500-feet of each other

Application Number	Area	Business Name	Water Service	1. Cover Letter/Ownership Qualifications (200 pts.)	2. Location (200 pts.)	3. Business and Operating Plan (200 pts.)	4. Security Plan (200 pts.)	5. Sustainability (100 pts.)	6. Community/Economic Benefit (200 pts.)	Equitable Geographic Distribution (100 pts.)	TOTAL (1-100 pts.)	Rank
CDMJ19-00009	Brentwood	Lifted Spirit Collective	YES	195	195	190	195	100	200	100	1175	1
CDMJ19-00026	Richmond	703 Chesley, LLC	YES	180	200	180	185	95	185	100	1125	2
CDMJ19-00047	Brentwood	Element 7 - Chestnut Street	YES	190	190	190	185	90	175	100	1120	3
CDMJ19-00046	Byron	Element 7 - Willow Way	YES	190	160	190	185	90	175	100	1090	4
CDMJ19-00008	Richmond	Casa Rasta Farms	YES	170	185	155	190	90	190	100	1080	5
CDMJ19-00051	Brentwood	Diablo Valley Farms	YES	185	200	170	175	90	160	100	1080	5
CDMJ19-00027	Richmond	Magic Flower Gardens, LLC	YES	195	200	140	190	90	140	100	1055	7
CDMJ19-00055	Knightsen	Royal Craft LLC	YES	140	130	110	190	50	140	100	860	8
CDMJ19-00002	Knightsen	Royal Winzone Management Inc	NO								0	N/A
CDMJ19-00003	Knightsen	U.S. Gods Dragon Management Inc	NO								0	N/A
CDMJ19-00004	Knightsen	U.S. Phoenix Management Inc	NO								0	N/A
CDMJ19-00005	Knightsen	Golden Flower Enterprise Inc	NO								0	N/A
CDMJ19-00006	Knightsen	Granville Dragon Management, Inc	NO								0	N/A
CDMJ19-00010	Knightsen	Thrive Biotech Farm, Inc	NO								0	N/A
CDMJ19-00013	Knightsen	Jings Garden, Inc.	NO								0	N/A
CDMJ19-00014	Knightsen	Living Well Biotech Farm, Inc	NO								0	N/A
CDMJ19-00030	Byron	WWBDM LLC	NO								0	N/A
CDMJ19-00048	Bethel Island	Element 7 (0 Canal)	NO								0	N/A
CDMJ19-00049	Brentwood	Element 7 (430 Camino Diablo)	NO								0	N/A

[illegible]

Authentic 925

MJ19-0012

RANK:
#1

Business Name: Authentic 925

Owner(s): Jose Pecho (Community Outreach)
Brian Mitchell (CEO)

Total Score: 1,155/1,200 (Rank #1)

Address: [5753-5759 Pacheco Boulevard, Pacheco](#)

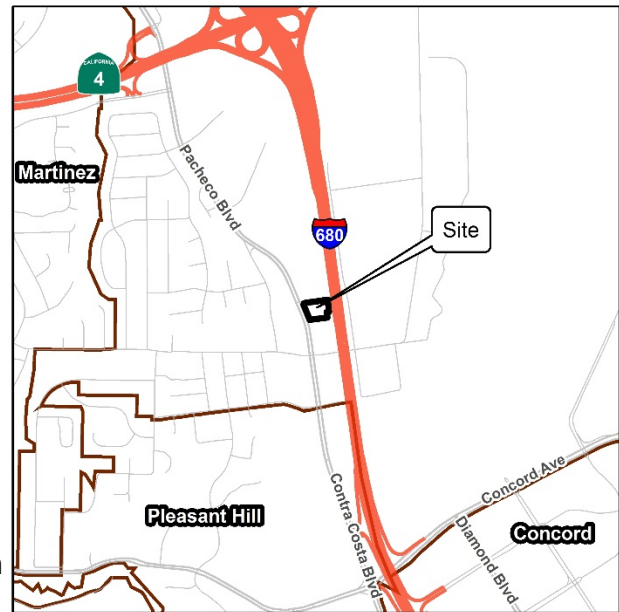
Business Type: Storefront Retail and Delivery
Distribution

Square Footage: 15,000-s.f. (4,000-s.f. retail area)

Off-Street Parking: 77 Spaces (shared with
existing tire shop)

Within 500-feet of: Garden of Eden, Perfect Union

Vicinity Map



Proposal Pros and Cons

Pros

- Ideal location with good access and large parking lot
- Highest # of employees based on relocation of distribution facility and Corporate HQ to site
- 24-hr security guard presence
- Likely highest County tax revenue generation
- Ownership has experience with retail dispensary

Cons

- Parking may become issue based on proposed future use (Corporate HQ, distribution center)
- Located across from Pacheco Community Center

Building Rendering Before and After (Remodel and Update of Existing Building)



Authentic 925

MJ19-0012

RANK:
#1

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	180	<ul style="list-style-type: none"> - Operate La Corona Wellness dispensary in San Francisco since June 2018 - Very large vertically integrated business (retail storefront with delivery, distribution) - Very good interview
2. Location (200 pts)	200	<ul style="list-style-type: none"> - Centrally located ½-mile from Hwy 680 on/off ramp - Visible location on major County thoroughfare - 77 parking spaces proposed - Remodel of existing building
3. Business and Operating Plan (200 pts)	190	<ul style="list-style-type: none"> - Comprehensive understanding of State and County permitting processes - Budget is complete and reasonable, sufficient capital available - \$11m in start-up funding available - Use of Treez PoS system which complies with State/County regulations - Modern, safe and functional floor plan - Non-cannabis logo
4. Security Plan (200 pts)	200	<ul style="list-style-type: none"> - Ownership of entire site, but some non-associated retail to remain - 4 guards during hours of operation, one guard after hours - Extensive camera coverage both interior and exterior - Hourly cash drops overseen by manager - Separate entrance for vendors and staff
5. Sustainability (100 pts)	90	<ul style="list-style-type: none"> - Use of "smart" power strips that automatically turn off to conserve energy - Discounts on apparel to customers traveling by alternative transit - Installation of solar panels - Will opt for MCE electricity - Plug-in/hybrid delivery vehicles
6. Community and Economic Benefit (200 pts)	195	<ul style="list-style-type: none"> - 50% local ownership - \$150k or 1.5% of gross profit (whichever is greater) for community benefit donations - 16 paid volunteer hours per employee annually - \$18/hour starting wage - Plans to relocate HQ and Oakland distribution center to site - Will display work from local artist
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,155	

The Artist Tree

MJ19-0032

RANK:
#2

Business Name: The Artist Tree

Owner(s): Adam Han
Amy Lee

Total Score: 1,140/1,200 (Rank #2)

Address: [4100 San Pablo Dam Rd., El Sobrante](#)

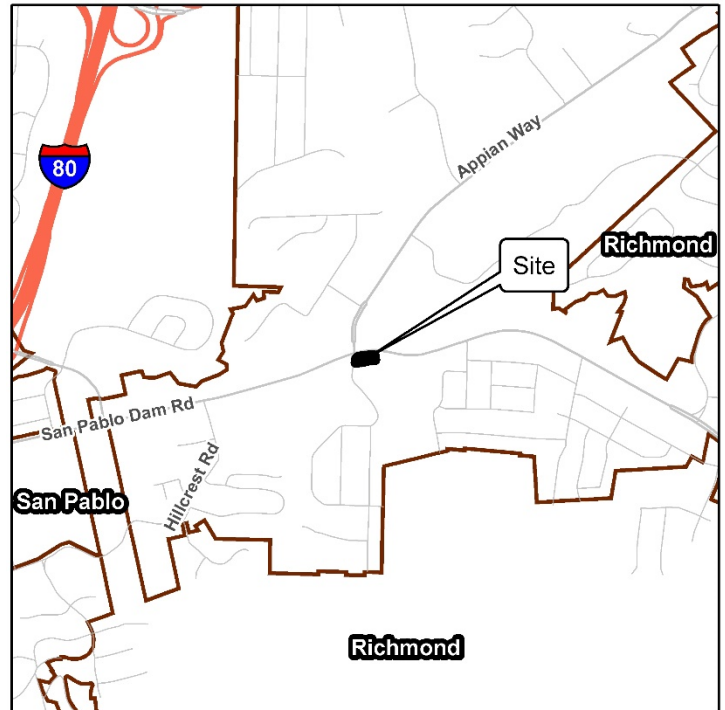
Business Type: Storefront Retail with Delivery

Square Footage: 4,250-s.f. (1,192-s.f. retail area)

Off-Street Parking: 17 Spaces

Within 500-feet of: Element 7 – Appian Way
Emerald Heights
The Green Door
The Flower Shop
Element 7 - SPDR

Vicinity Map



Proposal Pros and Cons

Pros	Cons
<ul style="list-style-type: none">- Subtle approach to retail in a highly visible location- Operators have extensive background in cannabis retail- Significant improvement over existing use	<ul style="list-style-type: none">- Adjacent to residential uses- Proximate to swim club parking entrance and, to a lesser degree, the library

Building Rendering Before/After (Renovation and Update to Existing Building)



The Artist Tree

MJ19-0032

RANK:
#2

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	195	<ul style="list-style-type: none"> - Applicant operates five retail storefronts (first was established in Los Angeles in 2006) - Clear and thorough interview - Best interview
2. Location (200 pts)	175	<ul style="list-style-type: none"> - Central accessible location at intersection of San Pablo Dam Road and Appian Way - Located near library and swim school - Residential uses near back of store - 18 parking spaces - Update and remodel to existing building (existing smoke shop)
3. Business and Operating Plan (200 pts)	180	<ul style="list-style-type: none"> - State compliant inventory management - Non-cannabis logo - \$800k startup cost projected, \$400k in expenditures and \$1.1m in labor cost for first 7 years. \$4.7m in assets shown
4. Security Plan (200 pts)	200	<ul style="list-style-type: none"> - Full control of site - At least one guard in lobby during business hours - Extensive camera coverage - Separate entrance for delivery fulfillment
5. Sustainability (100 pts)	100	<ul style="list-style-type: none"> - Solar installation - Work with MCE to ensure most efficient and cost-effective means of providing electricity - Ownership has background in solar installation - Full electric delivery vehicles, use OptimoRoute for efficient delivery routes
6. Community and Economic Benefit (200 pts)	190	<ul style="list-style-type: none"> - 2% gross receipts to charitable organizations - Community Calendar giving campaign - 24 paid volunteer hours per employee annually - Support local artists through display/selling art at no charge
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,140	

Embarc Contra Costa

MJ19-0031

RANK:
#3

Business Name: Embarc Contra Costa

Owner(s): George Miller IV

Total Score: 1,130/1,200 (Rank #3)

Address: [3503 Pacheco Blvd., Martinez](#)

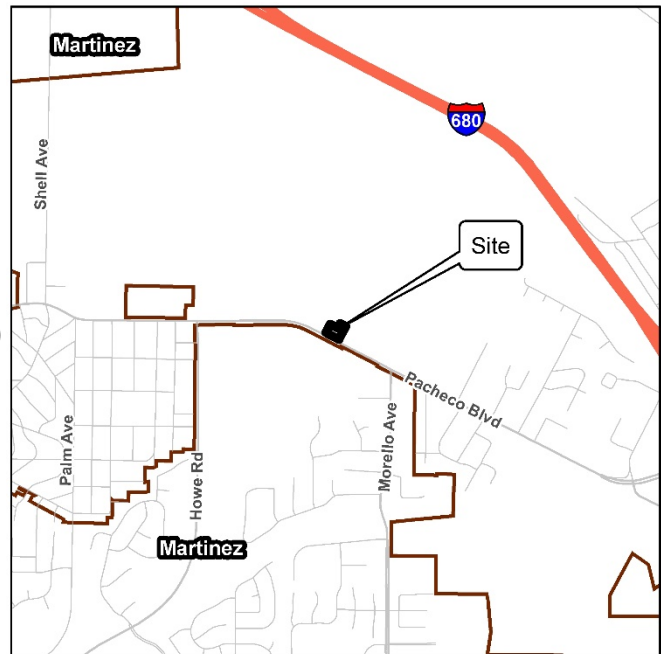
Business Type: Storefront retail with delivery

Square Footage: 2,400-s.f. (1,275-s.f. retail area)

Off-Street Parking: 29 Spaces

Shares Site With: Elemental Wellness Center

Vicinity Map



Proposal Pros and Cons

Pros

- Large team with experience in many relevant fields
- Highly visible/accessible location on Pacheco Boulevard
- Many community benefits, including volunteer hours and charitable contributions

Cons

- Newly formed team

Building Rendering Before/After (Remodel and upgrade to existing building)



Embarc Contra Costa

MJ19-0031

RANK:
#3

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	185	<ul style="list-style-type: none"> - Large team with significant experience in many relevant fields - Operations leader is GM for retail operation in San Francisco - Excellent interview
2. Location (200 pts)	185	<ul style="list-style-type: none"> - Located directly off of Pacheco Boulevard closer to Hwy 680 than nearly all other "north" Pacheco Blvd. proposals - 29 proposed parking spaces - Remodel of existing building, modern design
3. Business and Operating Plan (200 pts)	180	<ul style="list-style-type: none"> - State compliant inventory management - Sale of pre-packaged products only, minimal odor impacts - Complete floor plan and exterior renderings provided, major upgrade of existing building and site proposed, including improved parking area - Non-cannabis signage - \$1.6m in startup funding
4. Security Plan (200 pts)	200	<ul style="list-style-type: none"> - Full control of site - Two guards during business hours - Very Extensive camera coverage, thorough security plan - Secure enclosed loading area for deliveries
5. Sustainability (100 pts)	95	<ul style="list-style-type: none"> - Use solar for power, including installing a battery - Zero Emission vehicles for deliveries
6. Community and Economic Benefit (200 pts)	185	<ul style="list-style-type: none"> - Owner is native to Contra Costa but no longer lives in County, long family history in County - 100% local hiring commitment - Starting wage at least \$2 above minimum - 40 paid volunteer hours/year - 1% of gross receipts to climate programs, 1% of local brand sales to public protection fund
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,130	

Garden of Eden

MJ19-0001

RANK:
#4

Business Name: Garden of Eden

Owners: Matt Light (20%)
Laurie Light (20%)
Shareef El-Sissi (10%)
Soufyan Abouamed (50%)

Total Score: 1,105/1,200 (Rank #4)

Address: [100 Union St., Pacheco](#)

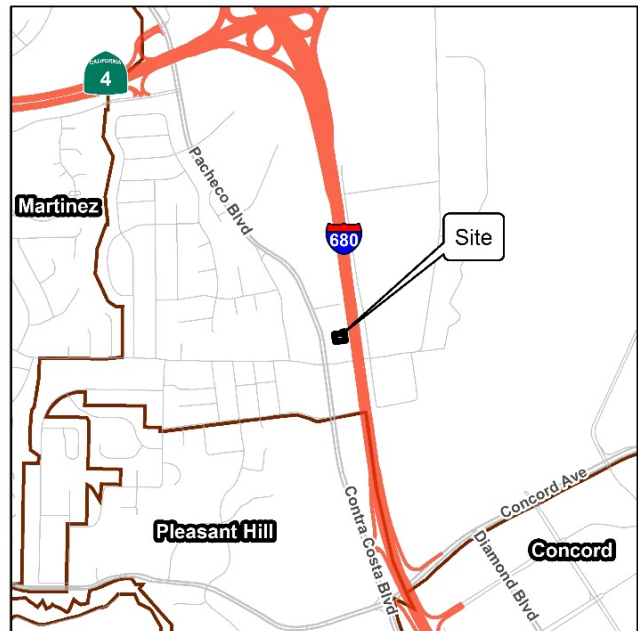
Business Type: Storefront Retail and Delivery

Square Footage: 3,115-s.f. (1,350-s.f. retail area)

Off-Street Parking: 31 Shared Spaces

Within 500-feet of: Authentic 925, Perfect Union

Vicinity Map



Proposal Pros and Cons

Pros	Cons
<ul style="list-style-type: none">- Very accessible central location off Pacheco Boulevard- 500 paid employee community service hours proposed annually	<ul style="list-style-type: none">- Located on narrow side street (Union St.), not as visible as other proposals on Pacheco Blvd.- Monetary contribution to non-profit organizations lower than some other proposals- Located near Pacheco Community Center

Building Rendering Before/After(Remodel and update of existing building)



Garden of Eden

MJ19-0001

RANK:
#4

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	180	<ul style="list-style-type: none"> - Cannabis dispensary and delivery business experience - Involved with development of TREEZ Point of Sale (POS) tracking software used Statewide - Very good interview
2. Location (200 pts)	180	<ul style="list-style-type: none"> - Centrally located ½-mile from Hwy 680 on/off ramp - Lower visibility due to location on side street (Union St.) off Pacheco Blvd. - 31 shared parking spaces proposed
3. Business and Operating Plan (200 pts)	180	<ul style="list-style-type: none"> - Reasonable budget projections, fully capitalized - Uses Treez PoS system, complies with State/County Regulations - Non-cannabis related logo - Significant upgrades to site and building proposed
4. Security Plan (200 pts)	195	<ul style="list-style-type: none"> - Sole use of property/full site control - 2 guards during hours of operations - Extensive camera coverage both interior and exterior - Delivery area gated off from parking, separate building access
5. Sustainability (100 pts)	85	<ul style="list-style-type: none"> - LED and other energy-efficient bulbs - Installation of solar panels
6. Community and Economic Benefit (200 pts)	185	<ul style="list-style-type: none"> - 90% local ownership - Target of 500 combined community service hours annually - \$25k pledge in year 1; yearly escalating cash donations - Involvement in Pacheco MAC meetings
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,105	

Bento

MJ19-0034

RANK:
#5

Business Name: Bento

Owner(s): Clayton Wiedemann
Christian Wiedemann
Thomas Krehbiel

Total Score: 1,100/1,200 (Rank #5)

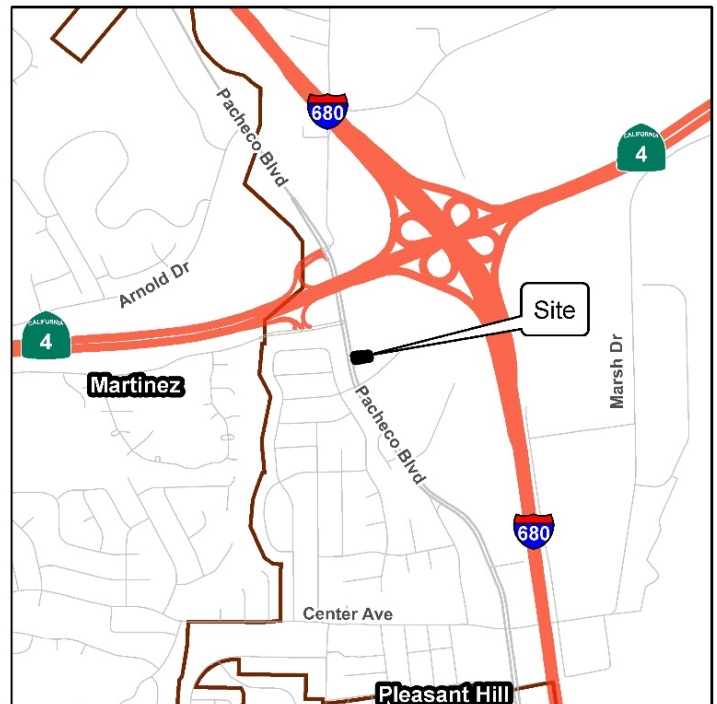
Address: [5236 Pacheco Blvd., Martinez](#)

Business Type: Storefront Retail with Delivery

Square Footage: 2,400-s.f. (1,440-s.f. retail area)

Off-Street Parking: 9 Spaces

Vicinity Map



Proposal Pros and Cons

Pros

- Local ownership with background in cannabis businesses
- Most central, accessible location with close proximity to Hwy 680/Hwy 4 on/off ramps
- Located on main thoroughfare in heavily commercial area

Cons

- No amount specified for charitable contributions/volunteer hours
- Limited off-street parking

Building Rendering Before/After (Renovation/Update to Existing Building)



Bento

MJ19-0034

RANK:
#5

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	175	<ul style="list-style-type: none"> - Owners have experience with cannabis business, operate cultivation/manufacture/distribution facility in Desert Hot Springs - Partnered with delivery only retailer, in operation since 2016 - Very good interview
2. Location (200 pts)	185	<ul style="list-style-type: none"> - Most central, accessible location with close proximity to Hwy 680/Hwy 4 on/off ramps - Located on main thoroughfare in heavily commercial area - 9 parking spaces - Renovation and update to existing building
3. Business and Operating Plan (200 pts)	185	<ul style="list-style-type: none"> - State compliant inventory management - Small lobby and showroom - Delivery focused business - Non-cannabis logo - \$3m in startup capital available
4. Security Plan (200 pts)	200	<ul style="list-style-type: none"> - Full control of site - One armed guard during business hours - Extensive camera coverage - Separate delivery entrance
5. Sustainability (100 pts)	85	<ul style="list-style-type: none"> - Use 7 new hybrid vehicles for deliveries
6. Community and Economic Benefit (200 pts)	170	<ul style="list-style-type: none"> - Majority ownership is local to Contra Costa - Direct contributions to charities, but no amount specified - Volunteer hours for employees, but no amount specified
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,100	

Perfect Union

MJ19-0028

RANK:
#5

Business Name: Perfect Union

Owner(s): David Spradlin (Executive Director)
Mark Pelter (Operation Director)
Jazz Toor (Operations Advisor)

Total Score: 1,100/1,200 (Rank #5)

Address: [5807 Pacheco Blvd., Martinez](#)

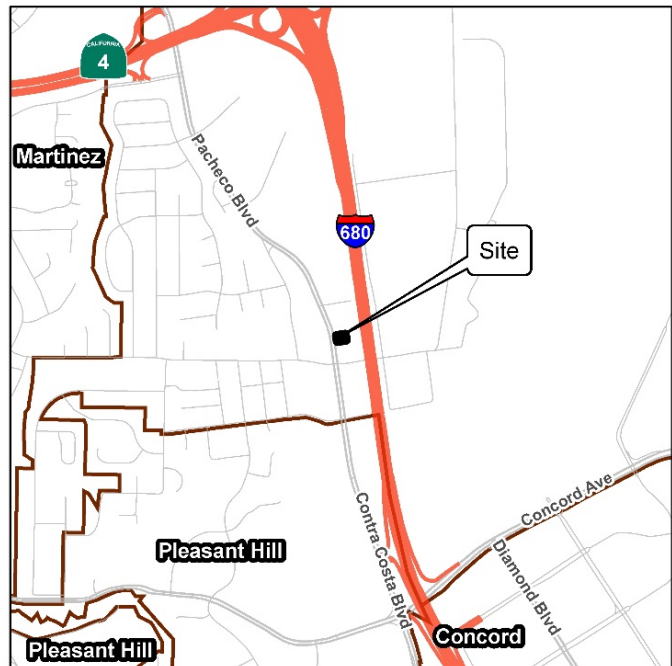
Business Type: Storefront retail with delivery

Square Footage: 1,665-s.f. (807-s.f. retail area)

Off-Street Parking: 10 Spaces

Within 500-feet of: Garden of Eden,
Authentic 925

Vicinity Map



Proposal Pros and Cons

Pros

- Very accessible, central location on Pacheco Boulevard
- Background in cannabis retail operations
- 5% of gross revenue towards community organizations

Cons

- Parking is limited (applicant intends to secure more)
- Located near Pacheco Community Center
- Limited sustainability efforts identified

Building Rendering Before/After (Remodel and update to existing building)



Perfect Union

MJ19-0028

RANK:
#5

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	190	<ul style="list-style-type: none"> - Thorough cover letter - Experience operating cannabis stores in Sacramento - Started cultivation in 2006 - Excellent interview.
2. Location (200 pts)	185	<ul style="list-style-type: none"> - Centrally located ½-mile from Hwy 680 on/off ramp - Visible location on major County thoroughfare - 10 Parking spaces proposed - Remodel of existing building
3. Business and Operating Plan (200 pts)	180	<ul style="list-style-type: none"> - Inventory control compliant with state regulations - Compact floor plan, small retail area - Non-cannabis sign - \$1.3M startup budget, \$1M construction budget
4. Security Plan (200 pts)	185	<ul style="list-style-type: none"> - Full control of the site - Two guards during business hours - Extensive camera placement both interior and exterior
5. Sustainability (100 pts)	70	<ul style="list-style-type: none"> - Use of energy efficient and recycled building materials - Limited sustainability efforts identified
6. Community and Economic Benefit (200 pts)	190	<ul style="list-style-type: none"> - Operations Advisor resides in Walnut Creek - 15-20 Full time employees, 80% local hiring - Living Wage, letters of support from labor groups - 5% of gross revenues to local community organizations
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,085	

The Flower Shop

MJ19-0058

RANK:
#7

Business Name: The Flower Shop

Owner(s): Bill Koziol

Total Score: 1,080/1,200 (Rank #7)

Address: [4160 Appian Way, El Sobrante](#)

Business Type: Storefront Retail with Delivery

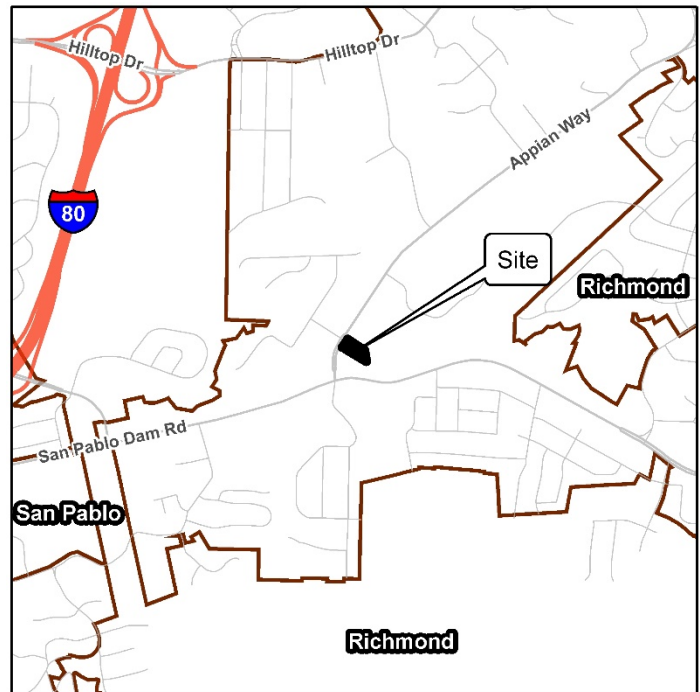
Square Footage: 2,000-s.f. (1,000-s.f. retail area)

Off-Street Parking: 29 Shared Spaces

Within 500-feet of: The Artist Tree

Shares Site With: Element 7 – Appian
The Green Door – El Sobrante
Emerald Heights

Vicinity Map



Proposal Pros and Cons

Pros

- Ownership local to Contra Costa, has experience operating storefront retail
- Visible location along Appian Way

Cons

- Across the street from County library and children's reading garden
- Proximate to swim club
- Will share building with bar with history of serious crime
- Adjacent to multi-family residential uses

Building Rendering Before/After (Renovation and update to existing building)



The Flower Shop

MJ19-0058

RANK:
#7

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	190	<ul style="list-style-type: none"> - Owner has experience with cannabis retail, Richmond in 2012 and Oakland in 2014 - Excellent interview
2. Location (200 pts)	165	<ul style="list-style-type: none"> - Adjacent to residential uses - Across street from library, near swim club - Will share building with bar - Within a mile of Hwy 80 on/off ramp - Located directly on Appian Way - Remodel of existing building - 29 shared parking spaces
3. Business and Operating Plan (200 pts)	180	<ul style="list-style-type: none"> - Large lobby area - Non-cannabis signage - \$888,838 startup cost, total of \$1.175m available
4. Security Plan (200 pts)	175	<ul style="list-style-type: none"> - Share site with bar - Two guards during business hours - Extensive camera coverage - No panic buttons in retail area
5. Sustainability (100 pts)	85	<ul style="list-style-type: none"> - Delivery fleet consists of electric vehicles
6. Community and Economic Benefit (200 pts)	185	<ul style="list-style-type: none"> - 100% local ownership - 80% local hiring policy - Contribute 3-7% of gross margins to local organizations - No paid volunteer hours specified
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,080	

Elemental Wellness Center

MJ19-0019

RANK:
#8

Business Name: Elemental Wellness Center

Owner(s): Joseph LoMonaco (15%)
Django Evans (15%)
Daniel Fried (5%)
Jay Howard (65%)

Total Score: 1,075/1,200 (Rank #8)

Address: [3503 Pacheco Blvd., Martinez](#)

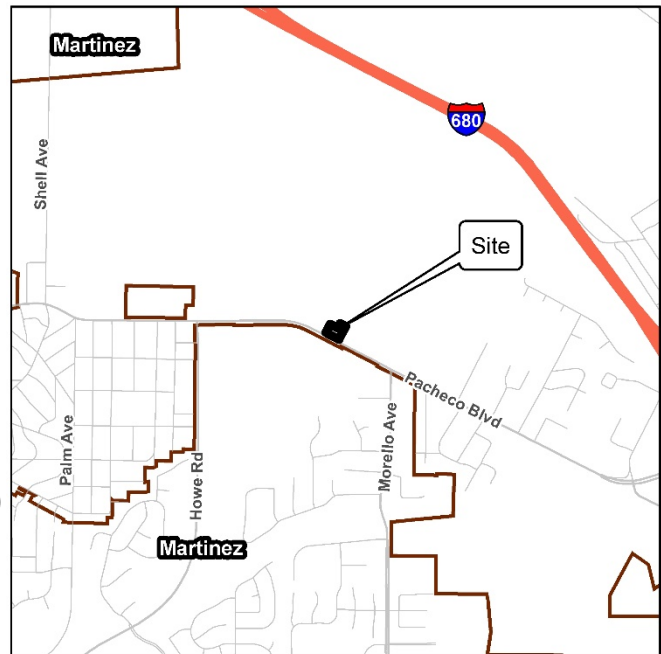
Business Type: Storefront retail with delivery
Distribution

Square Footage: 8,197-s.f. (3,365-s.f. retail area)

Off-Street Parking: 30 Spaces

Shares Site With: Embarc Contra Costa

Vicinity Map



Proposal Pros and Cons

Pros	Cons
<ul style="list-style-type: none">- Ownership has background with cannabis retail- Highly visible/accessible location on Pacheco Boulevard- Minimum 20 hours/month for employee volunteer hours	<ul style="list-style-type: none">- Lower contributions to charity compared to others- Parking lot constrained (difficult to exit)

Building Rendering Before/After (Remodel and upgrade to existing building)



*Building rendering does not appear to match plans

Elemental Wellness Center

MJ19-0019

RANK:
#8

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	175	<ul style="list-style-type: none"> - Thorough cover letter - Team has operated microbusiness that includes retail, delivery, and cultivation in San Jose for several years - Good interview
2. Location (200 pts)	180	<ul style="list-style-type: none"> - Located directly off of Pacheco Boulevard closer to Hwy 680 than nearly all other "north" Pacheco Blvd. proposals - 30 proposed parking spaces, potential issues with exiting due to angled parking - Remodel of existing building, modern design
3. Business and Operating Plan (200 pts)	160	<ul style="list-style-type: none"> - Compliant inventory software and track and trace software - Business includes wellness center and yoga studio - Only conceptual building plans provided - Non-cannabis logo - Secured \$2.5M personal loan
4. Security Plan (200 pts)	190	<ul style="list-style-type: none"> - Control full site - 2-4 guards during business hours - Extensive camera coverage both interior and exterior - Delivery and distribution area gated off - No information for wellness area/yoga studio
5. Sustainability (100 pts)	90	<ul style="list-style-type: none"> - Daytime lighting will be reliant on SOLATUBE skylights - Installation of solar panels - Use of Low-Emission vehicles until fully electric models suited
6. Community and Economic Benefit (200 pts)	180	<ul style="list-style-type: none"> - One owner is local to Contra Costa - Up to 1% of gross receipts donated to charitable causes (est. \$102k in year 3) - Minimum 20 hours/month employee volunteer hours - Anticipated \$15 entry wage, or "at least \$2 above minimum wage"
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,075	

Element 7 – Bay Point

MJ19-0042

RANK:
#9

Business Name: Element 7

Owner(s): Naresh Kotwani (50%)
Robert DiVito, Jr. (20%)
Keenan Soares (20%)
Contra Costa County (10% equity)

Total Score: 1,050/1,200 (Rank #9)

Address: [3515 Willow Pass Rd., Bay Point](#)

Business Type: Storefront Retail with Delivery

Square Footage: 2,587-s.f.

Off-Street Parking: 17 Spaces

Shares Site With: The Green Door – Bay Point

Vicinity Map



Proposal Pros and Cons

Pros

- High hourly entry wage
- Team has extensive experience in cannabis industry
- 24-hour security guard on site
- Located directly off of Willow Pass, near freeway

Cons

- Adjacent to residential uses

Building Rendering (Vacant Lot – New Construction)



Element 7 – Bay Point

MJ19-0042

RANK:
#9

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	160	<ul style="list-style-type: none"> - Team has substantial experience in cannabis industry - Very good interview
2. Location (200 pts)	175	<ul style="list-style-type: none"> - Several vacant lots, plan to develop site for cannabis retail - Remaining undeveloped portion possibly used for mixed-use/housing - Adjacent to residential uses - Located directly off Willow Pass Road - Located within .5 miles of HWY-4 entrance - 17 parking spaces proposed
3. Business and Operating Plan (200 pts)	160	<ul style="list-style-type: none"> - Non cannabis signage - Access to \$5m in startup capital
4. Security Plan (200 pts)	190	<ul style="list-style-type: none"> - Full control of site - 24 hour guard, unknown number of guards during business hours - Extensive interior and exterior camera coverage - Designated loading and unloading area - Site surrounded by fence, gated entry for pedestrians and automobiles
5. Sustainability (100 pts)	85	<ul style="list-style-type: none"> - Use of LEED core concepts - Hybrid vehicles for delivery
6. Community and Economic Benefit (200 pts)	180	<ul style="list-style-type: none"> - \$22/hour starting plus stock option - \$30,000 annually to local charities - 2% local non-profit equity ownership - All full time staff commit 40 hours annually for volunteering
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,050	

The Gas Station

MJ19-0017

RANK:
#9

Business Name: The Gas Station

Owner(s): Brian Wong
Viet Nguyen

Total Score: 1,050/1,200 (Rank #9)

Address: [2368 Pacheco Boulevard, Martinez](#)

Business Type: Storefront retail and delivery
Distribution

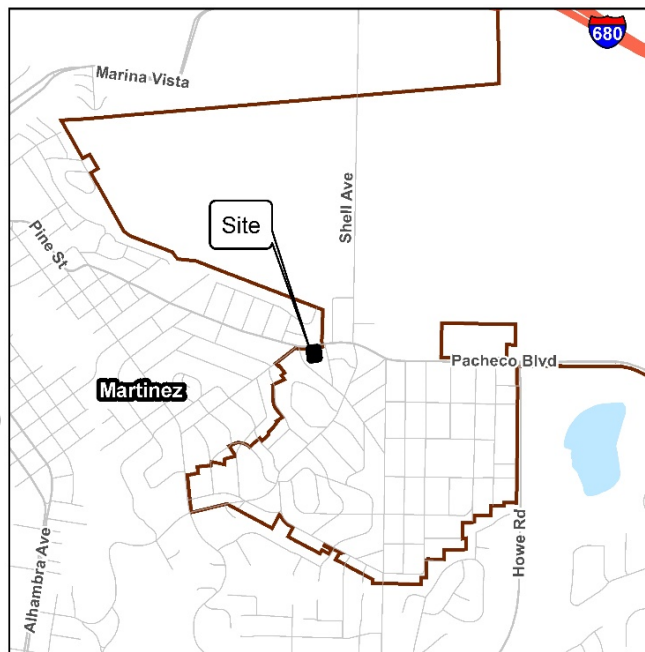
Square Footage: 3,905-s.f. (1,505-s.f. retail area)

Off-Street Parking: 11 Spaces

Within 500-feet of: Shoot the Moon

Shares site with: Horizon Collective

Vicinity Map



Proposal Pros and Cons

Pros

- Ownership background in cannabis retail
- Extensive security plan
- Progressive monetary donations to charitable organizations

Cons

- Directly adjacent to residential uses
- Limited off-street parking

Building Rendering



The Gas Station

MJ19-0017

RANK:
#9

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	160	<ul style="list-style-type: none"> - Thorough cover letter - Operated retail storefront in San Francisco since 2017 (Elevated) - Owners and team members have worked in cultivation since 2006 - Average interview
2. Location (200 pts)	170	<ul style="list-style-type: none"> - Adjacent to residential uses - Within 2 miles of Hwy 4 and 1.5 miles of Hwy 680 - Located directly on Pacheco Boulevard - 11 off-street parking spaces, less than required by code - Remodel of existing building
3. Business and Operating Plan (200 pts)	170	<ul style="list-style-type: none"> - Meadow PoS system, includes inventory control - Compliant and functional floorplan - Non-cannabis signs/logo - \$2.1M in private loans available
4. Security Plan (200 pts)	200	<ul style="list-style-type: none"> - Sole use of site - Two guards during business hours, one guard on site after hours - Extensive interior and exterior camera coverage - Secured parking area for employees and distribution area
5. Sustainability (100 pts)	80	<ul style="list-style-type: none"> - Installation of solar panels - Installation of EV charging stations
6. Community and Economic Benefit (200 pts)	170	<ul style="list-style-type: none"> - Progressive donation over four years to non-profits ranging from \$36k to \$100k - President will act as community outreach coordinator
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,050	

Element 7 – Appian Way

MJ19-0023

RANK:
#11

Business Name: Element 7

Owner(s): Robert DiVito, Jr.

Total Score: 1,035/1,200 (Rank #11)

Address: [4160 Appian Way, El Sobrante](#)

Business Type: Storefront Retail and Delivery

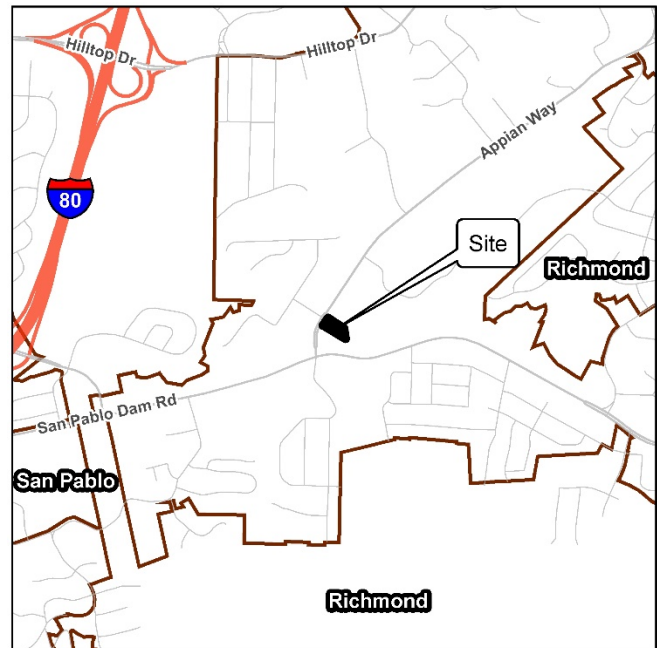
Square Footage: 3,542-s.f. (1,764-s.f. retail area)

Off-Street Parking: 22 Spaces

Within 500-feet of: The Artist Tree

Shares Site With: Emerald Heights
The Green Door
The Flower Shop

Vicinity Map



Proposal Pros and Cons

Pros

- Team has extensive experience in cannabis industry
- 24-hour security guard on site
- Visible location along Appian Way

Cons

- Across the street from County library and children's reading garden
- In proximity of swim club
- Will share building with bar with history of serious crime
- Adjacent to multi-family residential uses

Street View (Remodel and update to existing building, no rendering available)



Element 7 – Appian Way

MJ19-0023

RANK:
#11

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	160	<ul style="list-style-type: none"> - Thorough cover letter - Team has substantial experience in cannabis industry - Very good interview
2. Location (200 pts)	160	<ul style="list-style-type: none"> - Adjacent to residential uses - Across street from library, near swim club - Will share building with bar - Within a mile of Hwy 80 on/off ramp - Located directly on Appian Way - Remodel of existing building - 22 shared parking spaces
3. Business and Operating Plan (200 pts)	160	<ul style="list-style-type: none"> - Use of Flowhub and METRIC for track & trace and inventory control - Non-cannabis logo - Eco-modern design - \$1.35m in start-up funding
4. Security Plan (200 pts)	190	<ul style="list-style-type: none"> - Full site control - 24 hour guard, unknown number of guards during business hours - Extensive interior and exterior camera coverage - Designated secured loading and unloading area
5. Sustainability (100 pts)	85	<ul style="list-style-type: none"> - Use of LEED core concepts - Hybrid vehicles for delivery
6. Community and Economic Benefit (200 pts)	180	<ul style="list-style-type: none"> - 2% of dividends with an additional \$30k annually to non-profit organizations - 40 hours/year paid volunteer hours for employees - \$22/hour entry wage
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	935	

Horizon Collective

MJ19-0033

RANK:
#12

Business Name: Horizon Collective

Owner(s): John Swanston
Kenneth John O'Brien III

Total Score: 1,020/1,200 (Rank #12)

Address: [2368 Pacheco Blvd., Martinez](#)

Business Type: Storefront Retail with Delivery

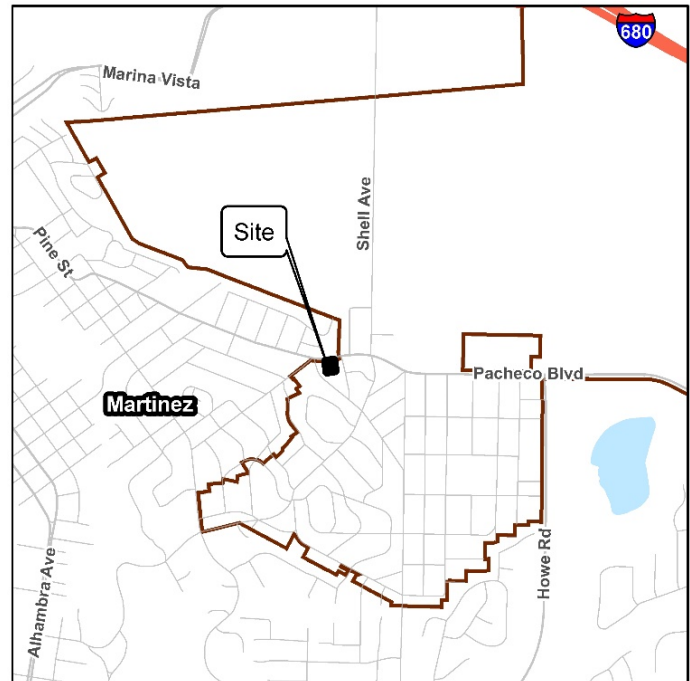
Square Footage: 3,198-s.f.

Off-Street Parking: 16 Spaces

Within 500-feet of: Shoot the Moon

Shares Site With: The Gas Station

Vicinity Map



Proposal Pros and Cons

Pros

- Ownership background in cannabis retail, distribution, and cultivation
- Visible location located on main thoroughfare

Cons

- Directly adjacent to residential uses
- No commitment to employee volunteer hours
- Low sustainability goals compared to other proposals

Existing Site Photo (Renovation of existing building, no rendering provided)



Horizon Collective

MJ19-0033

RANK:
#12

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	160	<ul style="list-style-type: none"> - Ownership has background in cannabis retail. Operated dispensary in Sacramento since 2008 plus two in San Diego - Additional experience with distribution and cultivation - Good interview.
2. Location (200 pts)	175	<ul style="list-style-type: none"> - Adjacent to residential uses - Within 2 miles Hwy 4 and 1.5 miles of Hwy 680 - Located directly on Pacheco Boulevard - 16 parking spaces - Remodel of existing building
3. Business and Operating Plan (200 pts)	170	<ul style="list-style-type: none"> - State compliant inventory management system - Non-cannabis logo - \$1.15m startup cost estimated, \$1.3m cash available
4. Security Plan (200 pts)	200	<ul style="list-style-type: none"> - Full control of site - Two guards during business hours - Extensive camera coverage - Secure loading area for deliveries, gated parking for employees
5. Sustainability (100 pts)	70	<ul style="list-style-type: none"> - Plan to use environmental friendly cars, such as hybrids
6. Community and Economic Benefit (200 pts)	145	<ul style="list-style-type: none"> - Donate up to 5% of net profits to community programs - Encourage employees to donate time, but no amount specified
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,020	

Stone Age Farmacy

MJ19-0057

RANK:
#12

Business Name: Stone Age Farmacy

Owner(s): Michael Blazeovich (24.5%)
Anna Blazeovich (24.5%)
Jennifer Cassady (51%)

Total Score: 1,020/1,200 (Rank #12)

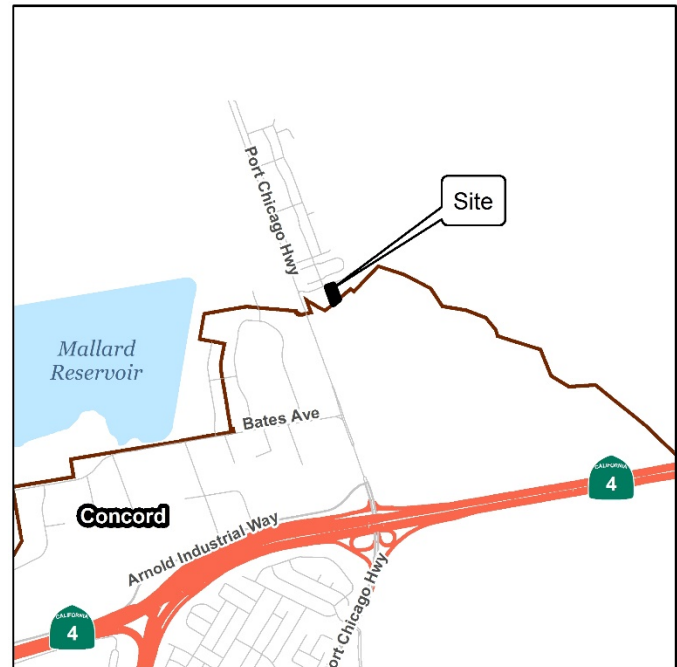
Address: [150 Medburn Street, Clyde](#)

Business Type: Storefront Retail and Delivery

Square Footage: 2,500-s.f.

Off-Street Parking: 16 Spaces

Vicinity Map



Proposal Pros and Cons

Pros

- Ownership has extensive experience operating cannabis storefront retail
- Extensive security plan

Cons

- Located adjacent to residential uses
- Not on main thoroughfare
- No charitable contribution/volunteer hours specified

Existing Building (No rendering provided)



Stone Age Pharmacy

MJ19-0057

RANK:
#12

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	170	<ul style="list-style-type: none"> - Ownership has operated retail storefront in Los Angeles since 2007, and Long Beach since 2017 - Also has experience with cultivation, manufacturing, and distribution - Good interview
2. Location (200 pts)	155	<ul style="list-style-type: none"> - Adjacent to residential uses - Located within 1 mile of HWY-4 entrance - 16 parking spaces - Remodel of existing building - Located off Medburn Avenue, near Port Chicago Highway, not on a major thoroughfare
3. Business and Operating Plan (200 pts)	160	<ul style="list-style-type: none"> - Well designed floor plan - Startup cost of \$674k. \$850k cash and \$1m credit line available
4. Security Plan (200 pts)	200	<ul style="list-style-type: none"> - Full control of site - Two armed guards during business hours, one 24-hour guard - Extensive interior and exterior camera placement - Separate payment and product pick-up window - Registers only allowed max \$5k - Designated loading area
5. Sustainability (100 pts)	85	<ul style="list-style-type: none"> - Solar - Intends to obtain LEED certification - Environmentally-friendly vehicle fleet
6. Community and Economic Benefit (200 pts)	150	<ul style="list-style-type: none"> - Ownership based in Long Beach, but 51% ownership is one individual from Concord - 100% local hiring policy - \$15/hour starting wage - Fundraising for local charities, but no minimum donation specified - Employee volunteer commitment, but no hours specified
7. Equitable Geographic Distribution (100 pts.)	100	

Stone Age Farmacy

MJ19-0057

RANK:
#12

Total (1,200 pts)

1,020

The Green Door – Bay Point

MJ19-0039

RANK:
#14

Business Name: The Green Door

Owner(s): Douglas Cortina (CEO, 21.25%)
Jigar Patel (President, 21.25%)
Richard Pierce (CFO, 21.25%)
AnnaRae Grabstein (CCO, 21.25%)
Jared Katz (Director of Business, 15%)

Total Score: 1,015/1,200 (Rank #14)

Address: [3515 Willow Pass Road, Bay Point](#)

Business Type: Storefront Retail with Delivery

Square Footage: 7,500-s.f. (3,750-s.f. retail area)

Off-Street Parking: 58 Spaces

Shares Site With: Element 7 – Bay Point

Vicinity Map



Proposal Pros and Cons

Pros

- Ownership has background in retail operations
- Located directly off of Willow Pass, near freeway
- Brand new building proposed

Cons

- No local ownership
- Some requirements missing from proposal (permitting acknowledgement, pro forma)

Building Rendering (Vacant Lot – New Construction)



The Green Door – Bay Point

MJ19-0039

RANK:
#14

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	155	<ul style="list-style-type: none"> - Detailed cover letter, but overlooked the required acknowledgement of the permitting requirements - Ownership has experience in operating retail storefronts since 2003 - Below average interview
2. Location (200 pts)	170	<ul style="list-style-type: none"> - Several vacant lots, plan to develop full site for cannabis retail - Adjacent to residential uses - Located directly off Willow Pass Road - Located within .5 miles of HWY-4 entrance - 58 parking spaces proposed
3. Business and Operating Plan (200 pts)	180	<ul style="list-style-type: none"> - Large and roomy floor plan - Non-cannabis signage "The Green Door" - \$2.1m startup cost
4. Security Plan (200 pts)	185	<ul style="list-style-type: none"> - Full control of site - 24-hour guard, two guards during business hours - Extensive interior and exterior camera coverage - Secure carport for deliveries
5. Sustainability (100 pts)	80	<ul style="list-style-type: none"> - LEED water efficiency standards as guide - Purchase hybrid or electric vehicles for delivery
6. Community and Economic Benefit (200 pts)	145	<ul style="list-style-type: none"> - 5% of net profits by year 3 to Fred Finch Youth Center - 12 hours per employee annually paid volunteer hours
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,015	

Element 7 – San Pablo Dam Road MJ19-0043

RANK:
#15

Business Name: Element 7

Owner(s): Robert DiVito, Jr. (70%)
Keenan Soares (20%)
Contra Costa County (10% Equity)

Total Score: 1,010/1,200 (Rank #15)

Address: [4024 San Pablo Dam Road, El Sobrante](#)

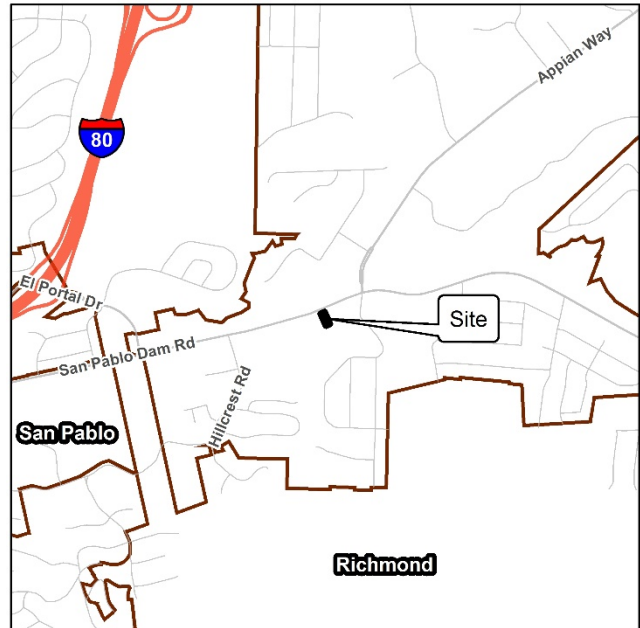
Business Type: Storefront Retail with Delivery

Square Footage: 2,093-s.f.

Off-Street Parking: Unknown, small quantity

Within 500-feet of: The Artist Tree

Vicinity Map



Proposal Pros and Cons

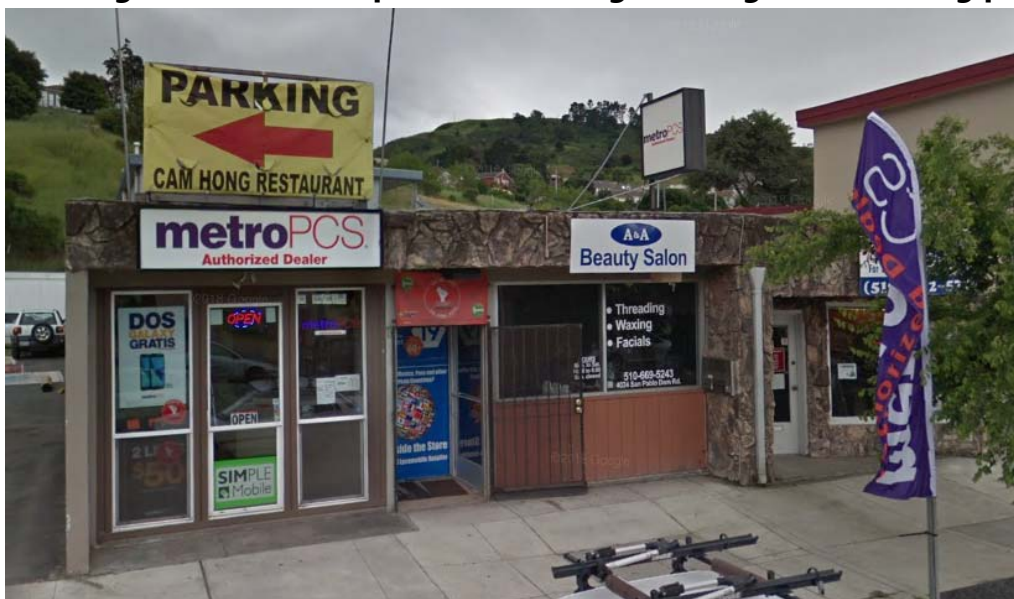
Pros

- High hourly entry wage
- Team has extensive experience in cannabis industry
- 24-hour security guard on site

Cons

- Very limited off-street parking

Building Rendering (remodel and update to existing building, no rendering provided)



Element 7 – San Pablo Dam Road MJ19-0043

**RANK:
#15**

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	160	<ul style="list-style-type: none"> - Team has substantial experience in cannabis industry - Very good interview
2. Location (200 pts)	150	<ul style="list-style-type: none"> - Located directly off of San Pablo Dam Road - Unknown number of parking spaces, possibly 7 - Remodel of existing building
3. Business and Operating Plan (200 pts)	155	<ul style="list-style-type: none"> - Non cannabis signage - Access to \$5m in startup capital
4. Security Plan (200 pts)	180	<ul style="list-style-type: none"> - Full control of site - 24 hour guard, unknown number of guards during business hours - Extensive interior and exterior camera coverage - Separate entrance for employees/deliveries
5. Sustainability (100 pts)	85	<ul style="list-style-type: none"> - Use of LEED core concepts - Hybrid vehicles for delivery
6. Community and Economic Benefit (200 pts)	180	<ul style="list-style-type: none"> - \$22/hour starting - Contribute 2% dividends with additional \$30k annually to local charities - 10% indemnified equity share to the County - 40 paid volunteer hours annual per staff member
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,010	

Shoot the Moon

MJ19-0007

RANK:
#16

Business Name: Shoot the Moon

Owner(s): Jason Burns (President)
Estella Burns (Vice President)
Brian Ribarich (Secretary)

Total Score: 1,005/1,200 (Rank #16)

Address: [2508 Pacheco Blvd., Martinez](#)

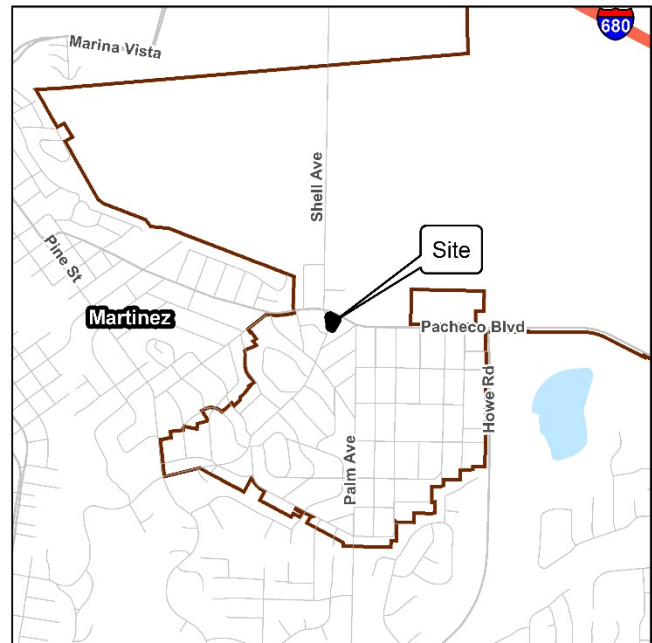
Business Type: Storefront Retail and Delivery

Square Footage: 4,740-s.f. (3,974-s.f. retail area)

Off-Street Parking: 15 Spaces

Within 500-feet of: The Gas Station,
Horizon Collective

Vicinity Map



Proposals Pros and Cons

Pros

- 100% local ownership
- Visible location off of Pacheco Boulevard
- Fully operated by applicant/owners

Cons

- Directly adjacent to residential uses
- Exterior cameras do not appear to cover full exterior of building
- Ownership lacks experience compared to other applicants
- Shadow of cannabis leaf in signage

Building Rendering Before/After (Remodel and update of existing building)



Shoot the Moon

MJ19-0007

RANK:
#16

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	140	<ul style="list-style-type: none"> - Concise cover letter - Operated delivery-only business in Pacheco for 3 years ending in January 2019 - -No storefront retail experience - Good interview
2. Location (200 pts)	170	<ul style="list-style-type: none"> - Commercial area but adjacent to residential uses - Within 2 miles of Hwy 4 and 1.5 miles of Hwy 680 - Located directly on Pacheco Boulevard - 15 parking spaces proposed, some back directly onto Shell Ave. - Remodel of existing building
3. Business and Operating Plan (200 pts)	150	<ul style="list-style-type: none"> - Secure and compliant floor plan - Moderate upgrade of existing building proposed - Cannabis leaf in logo - Only \$500k of start-up capital available
4. Security Plan (200 pts)	180	<ul style="list-style-type: none"> - Full control over property - 1 armed guard at lobby entrance during business hours - Exterior cameras do not cover all sides of building
5. Sustainability (100 pts)	90	<ul style="list-style-type: none"> - Biodegradable bags for retail use, recycling programs - Use of full electric vehicle for delivery, though unclear sufficient capital exist - LEED Certified building proposed
6. Community and Economic Benefit (200 pts)	175	<ul style="list-style-type: none"> - 100% local ownership - 5% of net profits to community organizations - \$18/hour starting wage - Commitment of 80% local hiring
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,005	

The Green Door – El Sobrante

MJ19-0037

RANK:
#17

Business Name: The Green Door

Owner(s): Douglas Cortina (CEO, 21.25%)
Jigar Patel (President, 21.25%)
Richard Pierce (CFO, 21.25%)
AnnaRae Grabstein (CCO, 21.25%)
Jared Katz (Director of Business, 15%)

Total Score: 1,000/1,200 (Rank #17)

Address: [4160 Appian Way, El Sobrante](#)

Business Type: Storefront Retail with Delivery

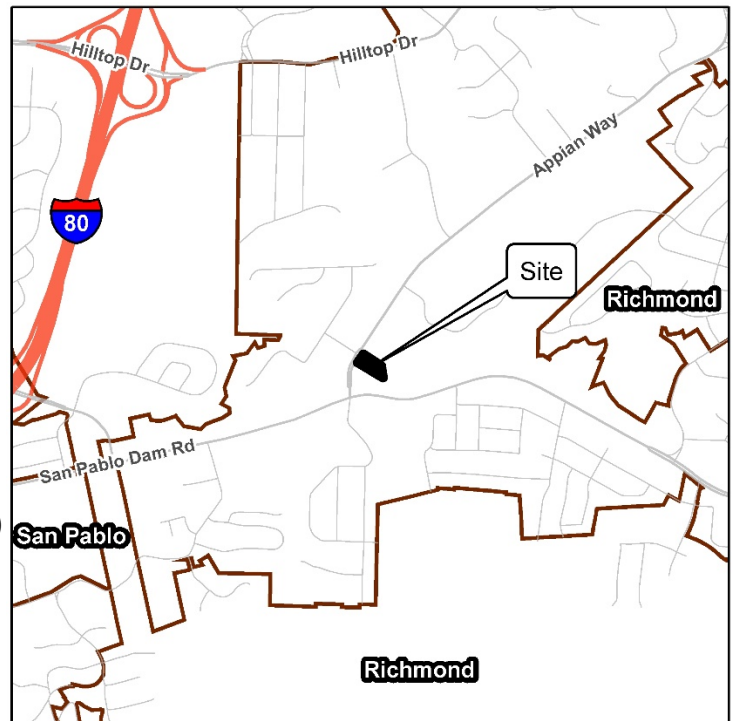
Square Footage: 1,720-s.f. (retail area unknown)

Off-Street Parking: 22 Shared Spaces

Within 500-feet of: The Artist Tree

Shares Site with: Element 7 – Appian Way
Emerald Heights
The Flower Shop

Vicinity Map



Proposal Pros and Cons

Pros	Cons
<ul style="list-style-type: none">- Ownership with experience operating cannabis retail- Visible location along Appian Way	<ul style="list-style-type: none">- Across the street from County library and children's reading garden- In proximity of swim club- Will share building with bar with history of serious crime- Adjacent to multi-family residential uses- Charitable monetary donations/volunteer hours not specified

Building Rendering Before/After (Renovation and Update to Existing Building)



The Green Door – El Sobrante

MJ19-0037

RANK:
#17

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	155	<ul style="list-style-type: none"> - Did not include required acknowledgement of permitting requirements - Ownership has experience operating retail storefronts since 2003 - Below average interview
2. Location (200 pts)	160	<ul style="list-style-type: none"> - Adjacent to residential uses - Across street from library, near swim club - Will share building with bar - Within a mile of Hwy 80 on/off ramp - Located directly on Appian Way - Remodel of existing building - 22 shared parking spaces
3. Business and Operating Plan (200 pts)	180	<ul style="list-style-type: none"> - State compliant inventory control - Non-cannabis logo - \$1.34m startup cost-\$5m in startup capital available
4. Security Plan (200 pts)	185	<ul style="list-style-type: none"> - Share building with existing bar - Two guards during business hours - Extensive camera coverage - Secure carport for deliveries
5. Sustainability (100 pts)	80	<ul style="list-style-type: none"> - LEED water efficiency standards as guide - Purchase hybrid or electric vehicles for delivery
6. Community and Economic Benefit (200 pts)	140	<ul style="list-style-type: none"> - Charitable giving partnerships mentioned but no amounts specified - No paid volunteer hours specified
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,000	

White Fire Dispensary

MJ19-0016

RANK:
#18

Business Name: White Fire Dispensary

Owner(s): Darren Dykstra
Hamei Hamedi

Total Score: 965/1,200 (Rank #18)

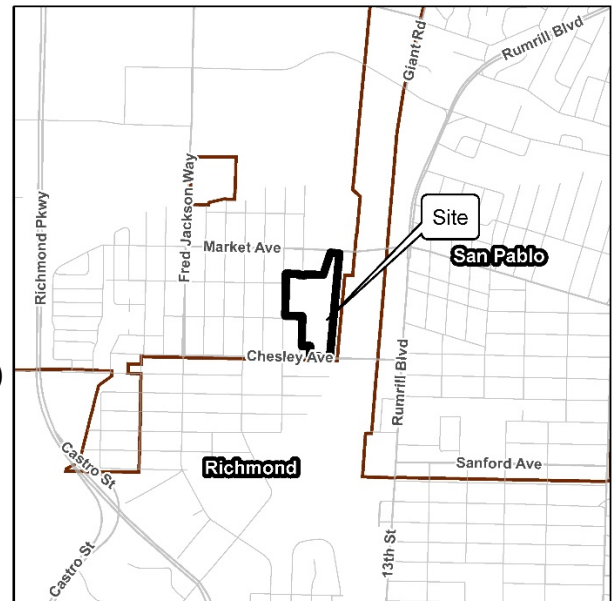
Address: [801 Chesley Avenue, Richmond](#)

Business Type: Storefront retail and delivery

Square Footage: 9,051-s.f. (retail area s.f. unknown)

Off-Street Parking: 120 Shared Spaces

Vicinity Map



Proposal Pros and Cons

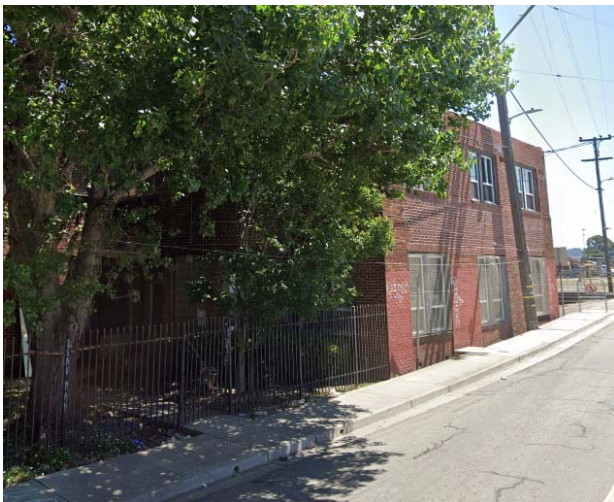
Pros

- Ownership has background in dispensary operation
- Existing solar panels, electric/hybrid vehicle fleet

Cons

- Located in high crime area surrounded with incompatible uses
- Poor access
- Large amount of parking, but it is shared and no direct access to entrance from parking lot

Building Rendering Before/After (Remodel of existing building)



White Fire Dispensary

MJ19-0016

RANK:
#18

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	175	<ul style="list-style-type: none"> - Operated dispensary in San Jose since 2016 - Operated indoor cultivation facility starting in 2006 - Good interview
2. Location (200 pts)	140	<ul style="list-style-type: none"> - Located in high crime area surrounded with incompatible uses - Adjacent to residential uses - Near community center, sports field, railroad tracks - Near Richmond Parkway, but not close to freeways - Located on Chesley Ave, not near a main thoroughfare - 120 shared parking spaces, no direct access from parking area to building entrance - Rehabilitation of existing brick building
3. Business and Operating Plan (200 pts)	150	<ul style="list-style-type: none"> - Awkward public access - Location of parking with regard to entrance cumbersome - Small waiting area - Non-cannabis logo - Treez PoS System - Budget appears complete and reasonable
4. Security Plan (200 pts)	165	<ul style="list-style-type: none"> - Multiple tenants on site - One guard located at entrance during business hours - Adequate interior and exterior camera coverage - Deliveries taken through rear entrance, through long corridor, limited camera coverage in corridor - Floorplan requires crossing of retail floor to access upstairs secure storage and safe areas
5. Sustainability (100 pts)	85	<ul style="list-style-type: none"> - Existing solar panels on building - Delivery fleet will be comprised of electric, hybrid, and alternative fuel vehicles
6. Community and Economic Benefit (200 pts)	150	<ul style="list-style-type: none"> - One of two owners is local - Donations to charity, no monetary amount specified - \$16.50/hour starting (stated in interview, not mentioned in proposal) - Policy to hire locally, but no commitment
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	865	

Emerald Heights

MJ19-0045

RANK:
#19

Business Name: Emerald Heights

Owner(s): CROP Infrastructure Corp. (30%)
David Baker (45%)
Daniel Kang (13.75%)
Yoshito Okubo (11.25%)

Total Score: 960/1,200 (Rank #19)

Address: [4160 Appian Way, El Sobrante](#)

Business Type: Storefront Retail with Delivery

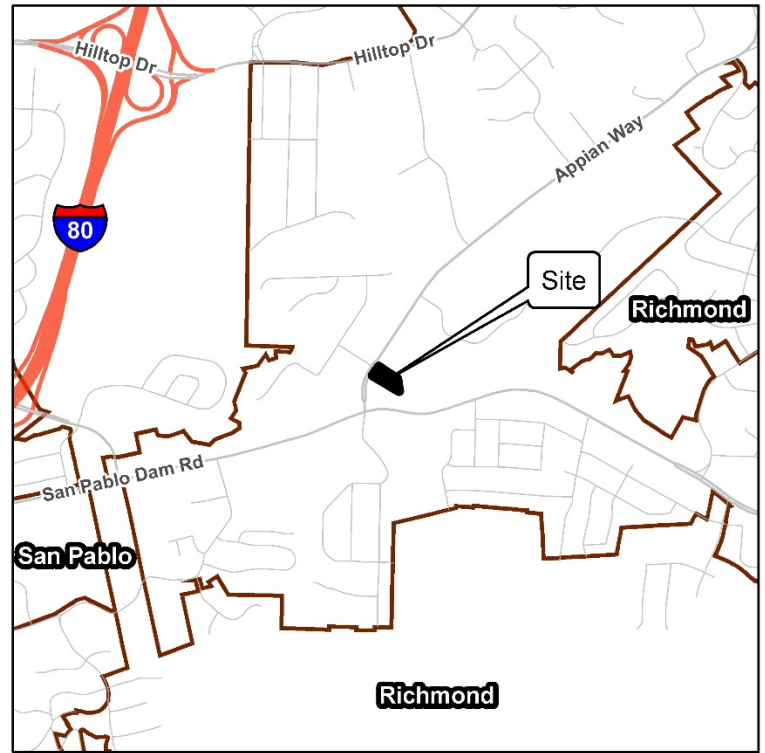
Square Footage: 1,468-s.f. (-s.f. retail area)

Off-Street Parking: 18 shared Spaces

Within 500-feet of: The Artist Tree

Shares Site With: The Green Door
Element 7 – Appian Way
The Flower Shop

Vicinity Map



Proposal Pros and Cons

Pros

- Ownership experience with cannabis
- 100% local hire pledge
- Visible location along Appian Way

Cons

- Across the street from County library and children's reading garden
- In proximity of swim club
- Will share building with bar with history of serious crime
- Adjacent to multi-family residential uses
- Lower charitable contributions compared to some other proposals

Building Rendering Before/After (Remodel and update to existing building)



Emerald Heights

MJ19-0045

RANK:
#19

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	150	<ul style="list-style-type: none"> - Team members/ownership has experience with cannabis cultivation in other states - Average interview
2. Location (200 pts)	155	<ul style="list-style-type: none"> - Adjacent to residential uses - Across street from library, near swim club - Will share building with bar - Within a mile of Hwy 80 on/off ramp - Located directly on Appian Way - Remodel of existing building - 19 shared parking spaces
3. Business and Operating Plan (200 pts)	150	<ul style="list-style-type: none"> - Limited room for security/staff in lobby area - Limited storage/inventory/office space - Modern interior, heavy focus on technology - \$5m letter of credit, \$800k in hard startup cost
4. Security Plan (200 pts)	175	<ul style="list-style-type: none"> - Share site with bar - One guard during business hours - No camera coverage in front of building? - Deliveries from secured carport
5. Sustainability (100 pts)	75	<ul style="list-style-type: none"> - Solar panels - Recycled building materials - Sustainable packaging
6. Community and Economic Benefit (200 pts)	155	<ul style="list-style-type: none"> - Starting wage at \$18/hour - 100% local hire pledge - 5% of all profits for November and December donated to 4 local nonprofits - Up to 60 hours/year paid volunteer hours - Showcase local art free of charge
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	960	

One Plant

MJ19-0038

RANK:
#19

Business Name: One Plant

Owner(s): Aaron Serruya (60%)
Adam Wilks (40%)

Total Score: 960/1,200 (Rank #19)

Address: [3823 San Pablo Dam Road, El Sobrante](#)

Business Type: Storefront Retail

Square Footage: 1,200-s.f.

Off-Street Parking: 19 Shared Spaces

Vicinity Map



Proposal Pros and Cons

Pros

- Current, and only, legal, non-conforming, medicinal-only dispensary in unincorporated County
- 100% local hiring policy

Cons

- No local ownership
- Interviewees not identified in proposal
- Existing signage unauthorized - incorporates cannabis leaf
- Security issues with floorplan layout

Building Rendering (Existing Building)



One Plant

MJ19-0038

RANK:
#19

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	155	<ul style="list-style-type: none"> - Interviewees not identified in proposal - Has been operating as only legal, non-conforming, medicinal-only, dispensary in unincorporated County for more than ten years - Below average interview - Expanded into adjacent tenant space without County approval
2. Location (200 pts)	180	<ul style="list-style-type: none"> - Existing medicinal-only dispensary - Located within 0.6-mile of I-80 freeway on/off ramp - Visible location on San Pablo Dam Road - 19 shared parking spaces
3. Business and Operating Plan (200 pts)	155	<ul style="list-style-type: none"> - Existing medicinal-only dispensary, minimal upgrades needed - Store signage is existing but never authorized, includes stylized cannabis leaf logo - Non-conforming business expanded into adjacent tenant space without County approval
4. Security Plan (200 pts)	160	<ul style="list-style-type: none"> - Shares property with several other businesses - 1 guard minimum during business hours - Good interior and exterior camera coverage - Access to retail area is not blocked off from lobby - Register area not separated from retail floor - Required to cross retail floor for cash deposits - No separate rooms for managers or security staff, only lobby, retail floor, and secure storage
5. Sustainability (100 pts)	70	<ul style="list-style-type: none"> - Guided by LEED water efficiency standards
6. Community and Economic Benefit (200 pts)	140	<ul style="list-style-type: none"> - No local ownership - 100% local hiring policy, \$15-\$25 per hour - No paid volunteer hours specified - Annual charitable donations ranging from \$1k-\$5k to five local organizations
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	950	

Waterfront Wellness

MJ19-0059

RANK:
#21

Business Name: Waterfront Wellness

Owner(s): Zachary Walls (23.3%)
Cole Graz (23.3%)
Melvin Tumaneng (23.3%)
Michael Hisaka (15%)
Joseph Pike (15%)

Total Score: 845/1,200 (Rank #21)

Address: [3796 & 3798 Pacheco Blvd., Martinez](#)

Business Type: Retail storefront

Square Footage: 1,406-s.f.

Off-Street Parking: 15 Spaces

Vicinity Map



Proposal Pros and Cons

Pros

- Ownership local to Contra Costa
- Highly visible location

Cons

- Ownership has no experience in cannabis retail, only vape shops
- Proposed monetary contribution to community organizations less than others
- Incomplete proposal

Picture of Building (Existing, no exterior changes proposed)



Waterfront Wellness

MJ19-0059

RANK:
#21

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	100	<ul style="list-style-type: none"> - 3 of 5 owners live in Contra Costa, other 2 live in Dublin - Incomplete cover letter, limited information on owners and history - Did not include required statement regarding acknowledging regulations - Some team members have experience with vape retail, but no cannabis retail experience - Failing score (100 pts. out of 200) for this section - Poor interview
2. Location (200 pts)	180	<ul style="list-style-type: none"> - Adjacent to residential uses - .6 miles from I- 680, 1.5 miles from HWY 4 - Located directly on Pacheco Boulevard - 17 Proposed parking spaces - Remodel of existing building
3. Business and Operating Plan (200 pts)	100	<ul style="list-style-type: none"> - Proposal does not demonstrate adequate experience - Use Cova Software for PoS and inventory management, compliant with State/County regulations - Compliant floorplan, functional layout - No signage shown - Startup cost \$300k+. Management has committed \$340k and holdings in owned vape business is valued at \$1.5M
4. Security Plan (200 pts)	175	<ul style="list-style-type: none"> - Control full site - One guard during business hours - Camera placement covers both interior and exterior
5. Sustainability (100 pts)	50	<ul style="list-style-type: none"> - No information provided
6. Community and Economic Benefit (200 pts)	140	<ul style="list-style-type: none"> - CEO is local to Contra Costa - Anticipated annual contribution of 1% or \$30k to community events
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	845	

Lifted Spirit Collective

MJ19-0009

RANK:
#1

Business Name: Lifted Spirit Collective

Owner(s): Israel Martinez (CEO)
Oscar Burrola (COO)

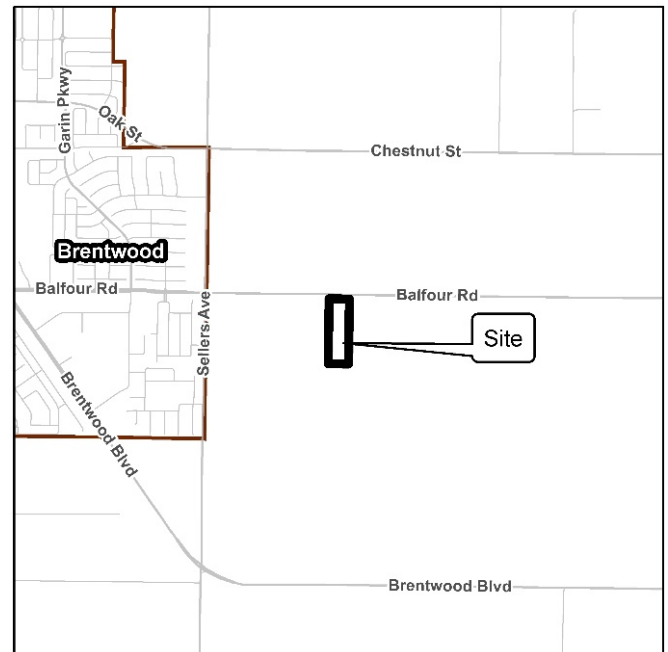
Total Score: 1,175/1,200 (Rank #1)

Address: [5930 Balfour Road, Brentwood](#)

Business Type: Cultivation
Manufacturing
Distribution

Square Footage: 22,000-s.f. (4,361-s.f. cultivation)

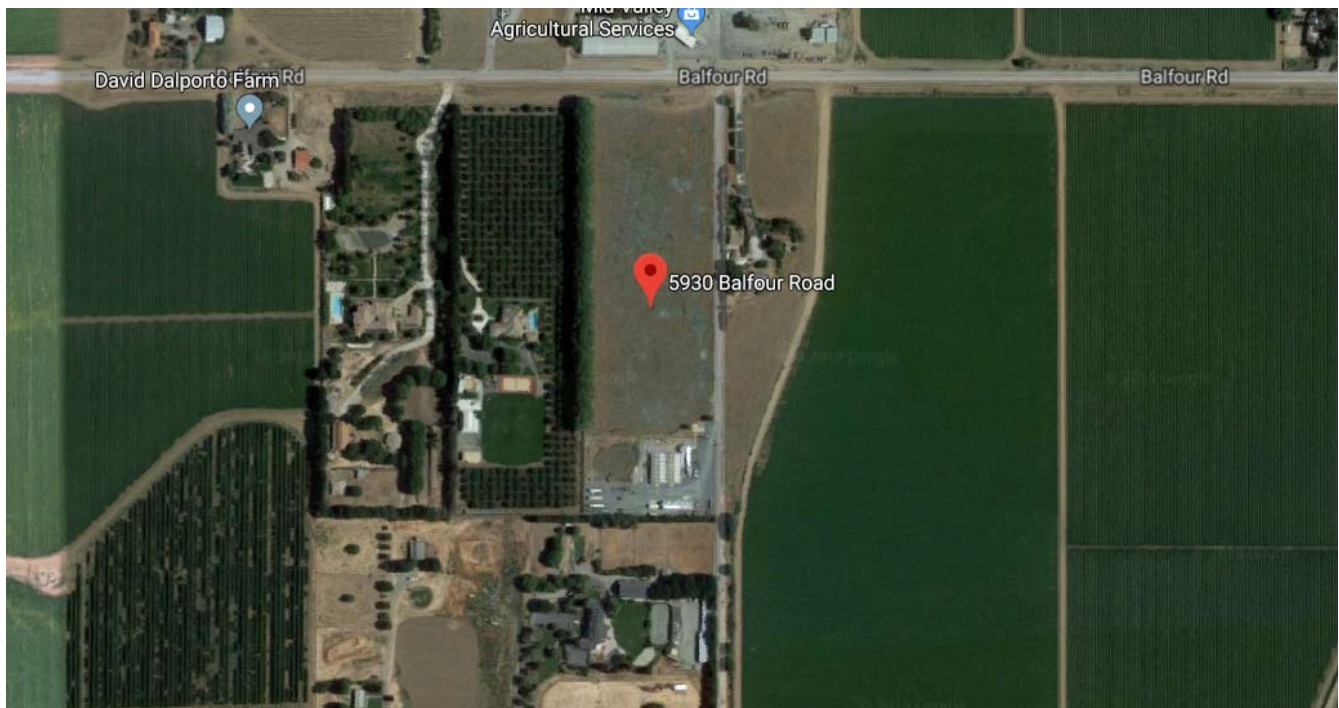
Vicinity Map



Proposal Pros and Cons

Pros	Cons
<ul style="list-style-type: none">- Local Ownership- Background in farming, particularly cannabis- Use of existing greenhouses, indoor cultivation- Contributions to local organizations	<ul style="list-style-type: none">- Within ½-mile of Brentwood Coty limits/Urbanized uses

Aerial Photo



Lifted Spirit Collective

MJ19-0009

RANK:
#1

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	195	<ul style="list-style-type: none"> - Extensive experience in farming, background in cannabis cultivation - Owner is instructor and lead horticulture technician at Oaksterdam University in Oakland
2. Location (200 pts)	195	<ul style="list-style-type: none"> - Cultivation located within existing greenhouse structures - Near corn, tomatoes, and walnuts - Approximately 0.42 miles from Urban Limit Line
3. Business and Operating Plan (200 pts)	190	<ul style="list-style-type: none"> - Track and Trace through BiotrackTHC - Multiple systems implemented for odor control - Reasonable budget projections - Already owns property - Funded through personal savings, no proof - Multiple odor control systems
4. Security Plan (200 pts)	195	<ul style="list-style-type: none"> - Guard station on site, but no mention of hiring guard - Alarm system implemented - Extensive camera coverage
5. Sustainability (100 pts)	100	<ul style="list-style-type: none"> - Installation of solar - Mixed light cultivation - Use of reclaimed water, rainwater - Dehumidifiers to recapture water - Hybrid and biodiesel for transportation
6. Community and Economic Benefit (200 pts)	200	<ul style="list-style-type: none"> - Ownership has long history in Contra Costa County - Yearly increasing contributions to community organizations (\$30k in 2021, \$50k in 2022, \$75k in 2023)
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,175	

703 Chesley, LLC

MJ19-0026

RANK:
#2

Business Name: 703 Chesley, LLC

Owner(s): James Lee

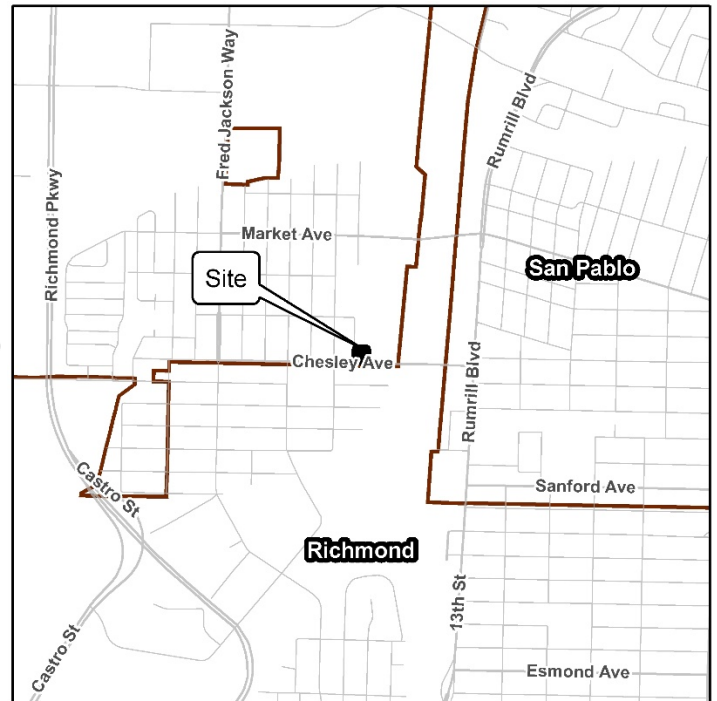
Total Score: 1,125/1,200 (Rank #2)

Address: [703 Chesley Ave, Richmond](#)

Business Type: Cultivation

Square Footage: 12,000-s.f. (5,600-s.f. cultivation)

Vicinity Map



Proposal Pros and Cons

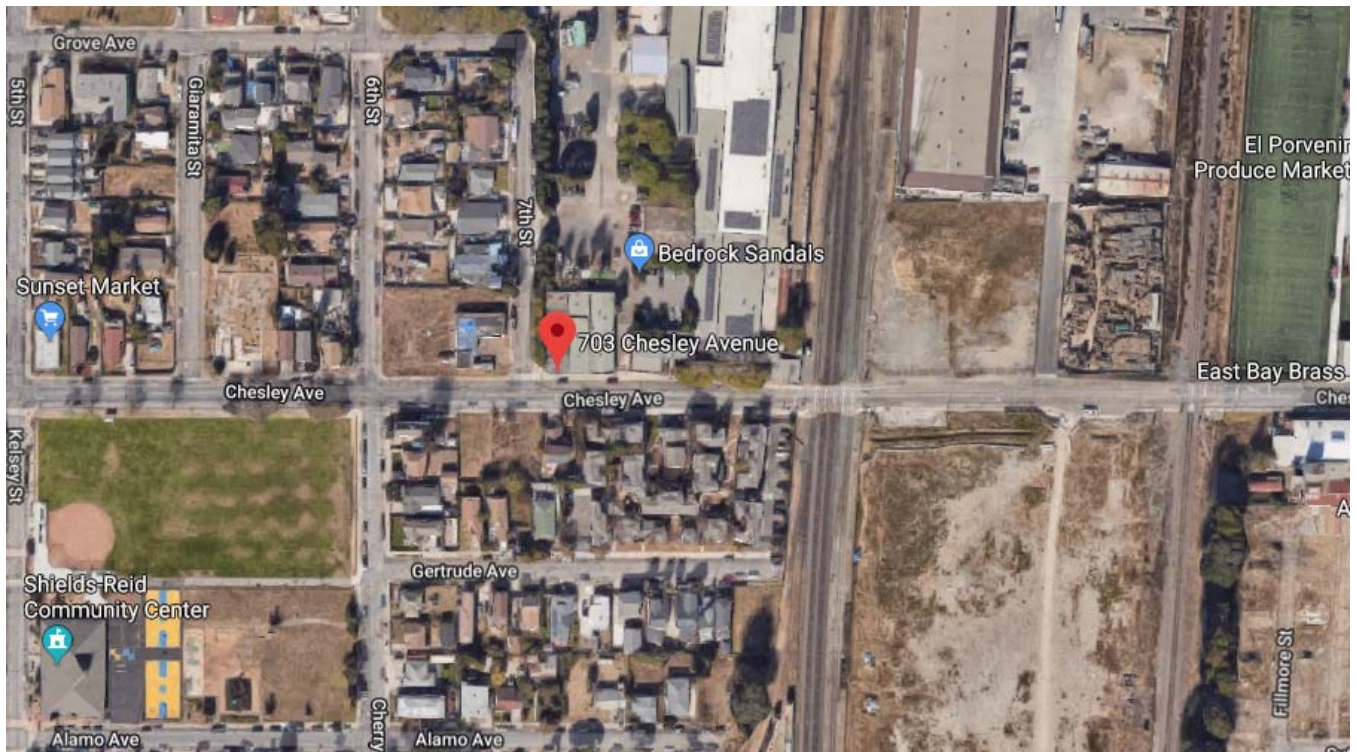
Pros

- Experience in commercial cannabis
- Local ownership
- Existing warehouse

Cons

-

Aerial Photo



703 Chesley, LLC

MJ19-0026

RANK:
#2

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	180	- Manages indoor cannabis facility in Richmond
2. Location (200 pts)	200	- Located within existing warehouse
3. Business and Operating Plan (200 pts)	180	- Personal savings, no proof of capital
4. Security Plan (200 pts)	185	- Guard during hours of operation - Alarm system - Camera coverage
5. Sustainability (100 pts)	95	- Drip irrigation - Dehumidifiers to recapture water - Electricity sourced from MCE's Deep Green Service - Electric vehicles
6. Community and Economic Benefit (200 pts)	185	- Local ownership - 0.5% net revenue to a local mental health program (approx. \$2,200/year)
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,125	

Element 7 - Chestnut

MJ19-0047

RANK:
#3

Business Name: Element 7

Owner(s): Robert DiVito, Jr.

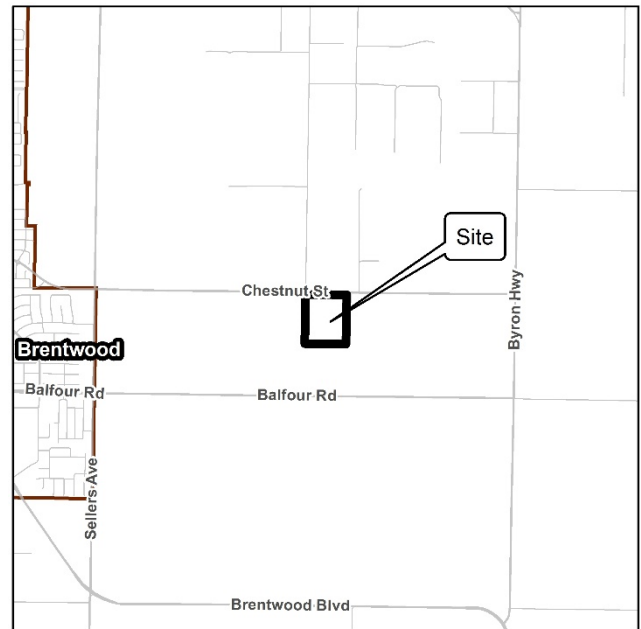
Total Score: 1,120/1,200 (Rank #3)

Address: [0 Chestnut Street, Brentwood](#)

Business Type: Cultivation

Square Footage: 88,000 square feet

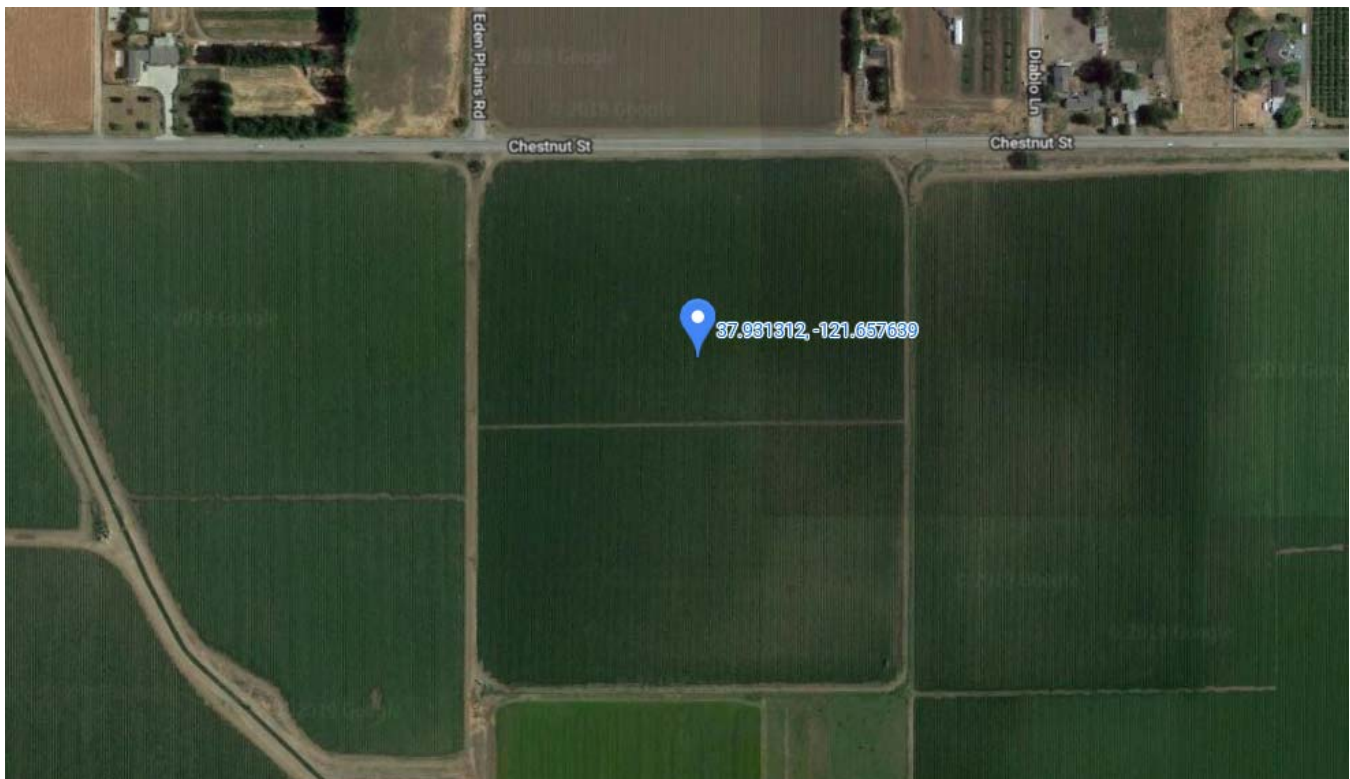
Vicinity Map



Proposal Pros and Cons

Pros	Cons
<ul style="list-style-type: none">- Staff has extensive experience- Security guard during hours of operation, drone- \$30k annually to local organizations	-

Aerial Photo



Element 7 - Chestnut

MJ19-0047

RANK:
#3

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	190	- Hired staff with experience in cultivation
2. Location (200 pts)	190	- Cultivation in hoop houses - Located near almonds, cherry orchards - Located near residential - 1 mile from Urban Limit Line
3. Business and Operating Plan (200 pts)	190	- Vertically integrated with manufacturing location in Antioch - Odor control includes scrubbers, chemical, and high plume
4. Security Plan (200 pts)	185	- Security guard during hours of operation - Use of drone for security - Alarm system
5. Sustainability (100 pts)	90	- Solar - Recycled water on automated system - Green building materials, LEED design
6. Community and Economic Benefit (200 pts)	175	- Up to \$30k in charitable contributions - 2% of indemnified equity
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,120	

Element 7 – Willow Way

MJ19-0046

RANK:
#4

Business Name: Element 7

Owner(s): Robert DiVito, Jr.

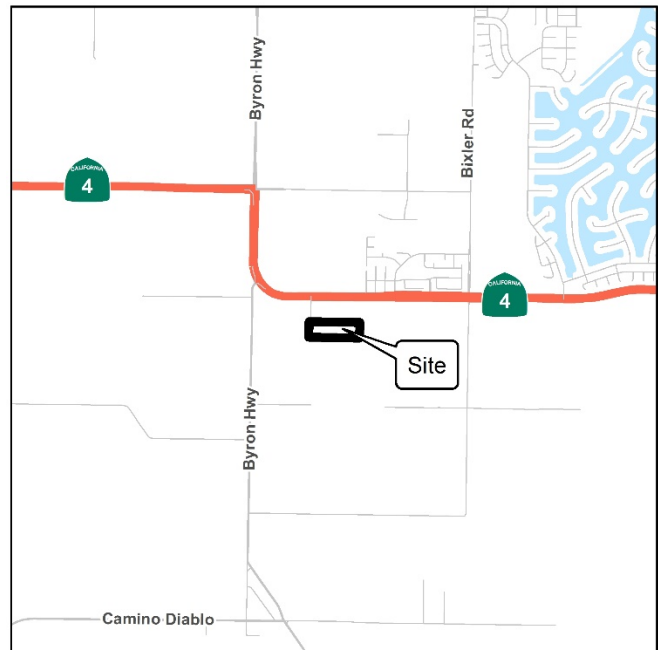
Total Score: 1,090/1,200 (Rank #4)

Address: [3645 Willow Way, Byron](#)

Business Type: Cultivation

Square Footage: 88,000 square feet

Vicinity Map



Proposal Pros and Cons

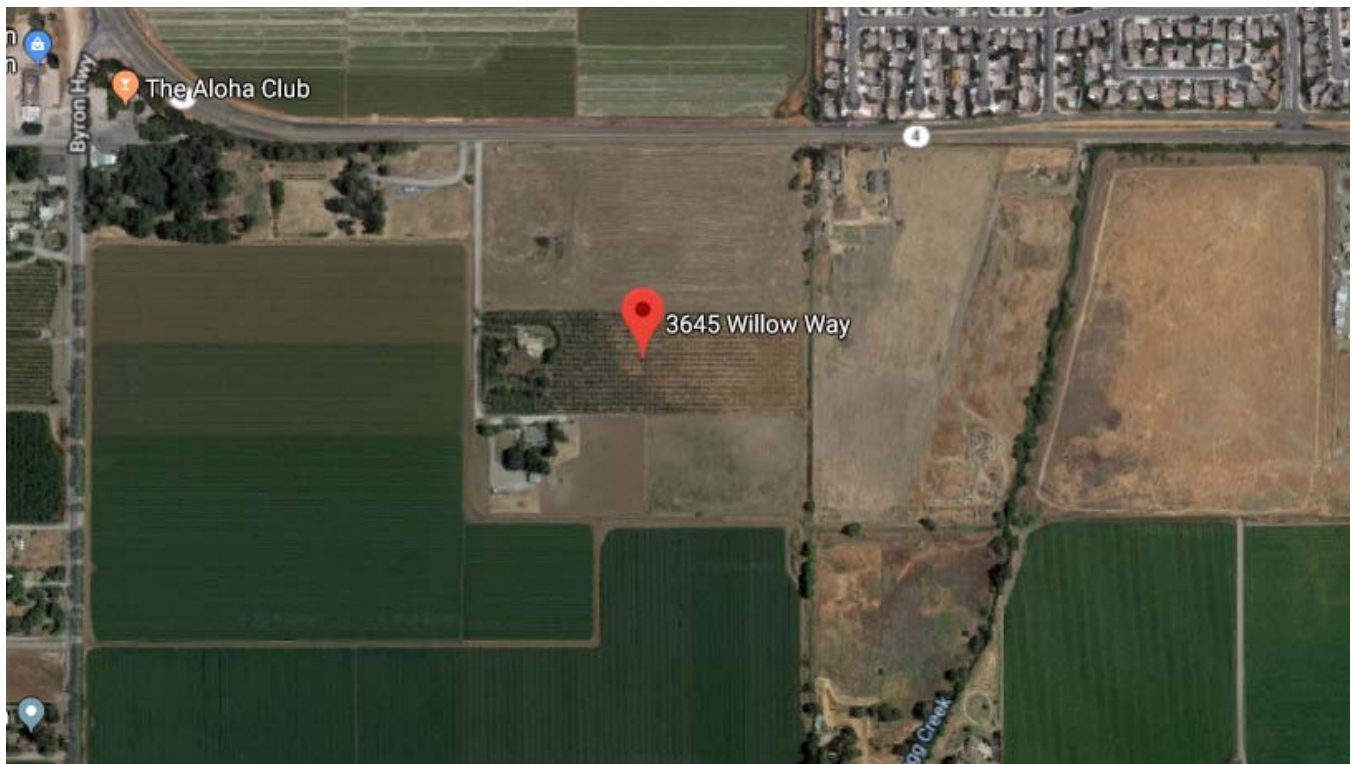
Pros

- Staff with background in cannabis
- \$30k in charitable contributions, 2% equity
- Heavy security

Cons

- Close to Urban Limit Line, residential uses

Aerial Photo



Element 7 – Willow Way

MJ19-0046

RANK:
#4

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	190	- Hired staff with experience in cultivation
2. Location (200 pts)	160	- Cultivation in hoop houses - Located near almonds, cherry orchards - Located near residential - Approximately 0.12 miles from Urban Limit Line
3. Business and Operating Plan (200 pts)	190	- Vertically integrated with manufacturing location in Antioch - Odor control includes scrubbers, chemical, and high plume
4. Security Plan (200 pts)	185	- Security guard during hours of operation - Use of drone for security - Alarm system
5. Sustainability (100 pts)	90	- Solar - Recycled water on automated system - Green building materials, LEED design
6. Community and Economic Benefit (200 pts)	175	- Up to \$30k in charitable contributions - 2% of indemnified equity
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,090	

Casa Rasta Farms

MJ19-0008

RANK:
#5

Business Name: Casa Rasta Farms

Owner(s): Jose "Alex" Ramirez (CEO)
Maria Michel-Ramirez (Compliance/HR)
Marco Parra (Cultivation Manager/Grower)

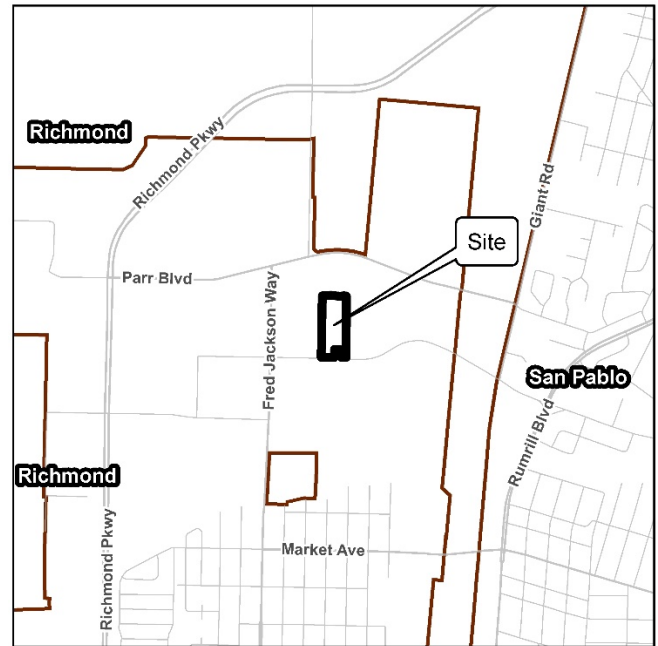
Total Score: 1,080/1,200 (Rank #5)

Address: [505 Brookside Drive, Richmond](#)

Business Type: Cultivation

Square Footage: 11,520-s.f. (7,200-s.f. cultivation)

Vicinity Map



Proposal Pros and Cons

Pros

- Majority local ownership
- Background in cannabis cultivation
- Donations to local non-profits

Cons

- Low start-up capital shown in proposal

Aerial Photo



Casa Rasta Farms

MJ19-0008

RANK:
#5

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	170	- Five years of cultivation experience
2. Location (200 pts)	185	- Use of existing greenhouse - Located near other existing greenhouses
3. Business and Operating Plan (200 pts)	155	- State compliant track and trace system - Possibly insufficient budget/capital - Odor control system
4. Security Plan (200 pts)	190	- Alarm system in place - Extensive camera coverage
5. Sustainability (100 pts)	90	- Drip irrigation, reclaim used water - Future solar
6. Community and Economic Benefit (200 pts)	190	- Majority owned by Contra Costa residents - Plan to donate to local non-profits - Donate soil to Urban Tilth
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,080	

Diablo Valley Farms

MJ19-0051

RANK:
#5

Business Name: Diablo Valley Farms

Owner(s): Robert Nunn

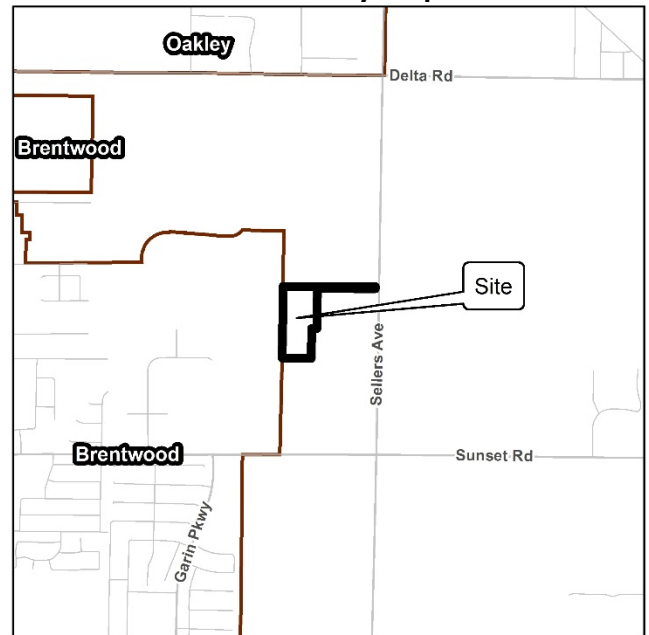
Total Score: 1,080/1,200 (Rank #5)

Address: [4425 Sellers Ave., Brentwood](#)

Business Type: Cultivation

Square Footage: 8,000 square feet

Vicinity Map



Proposal Pros and Cons

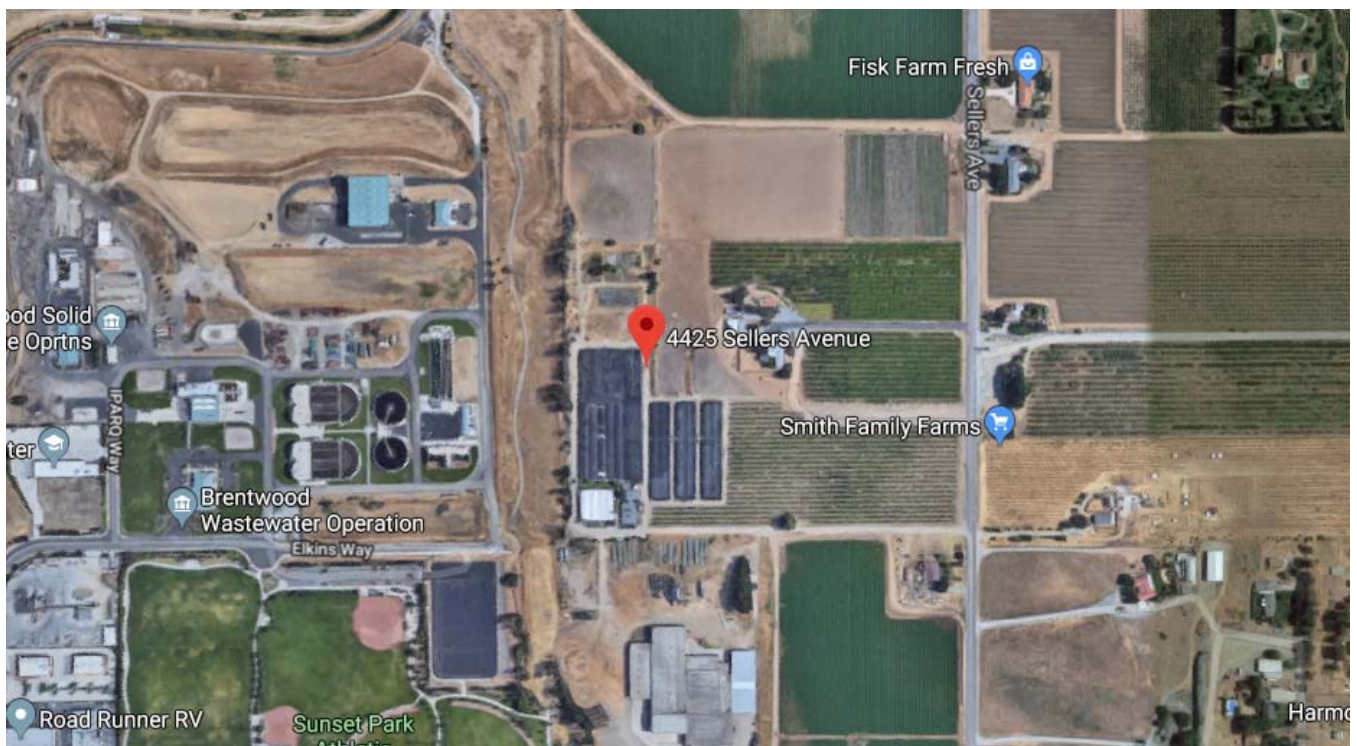
Pros

- Existing facility
- Local ownership with background in farming

Cons

- Adjacent to Urban Limit Line

Aerial Photo



Diablo Valley Farms

MJ19-0051

RANK:
#5

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	185	<ul style="list-style-type: none"> - Local ownership - Decades of local farming experience
2. Location (200 pts)	200	<ul style="list-style-type: none"> - Cultivation will occur within existing greenhouse - Adjacent to Urban Limit Line - Owner also owns much of the surrounding properties
3. Business and Operating Plan (200 pts)	170	<ul style="list-style-type: none"> - Pre-existing nursery operation, existing greenhouses for cultivation - Sufficient capital, already owns property and existing structures
4. Security Plan (200 pts)	175	<ul style="list-style-type: none"> - Alarm system - Operator lives next to facility - Camera system, but no plans included
5. Sustainability (100 pts)	90	<ul style="list-style-type: none"> - Drip irrigation - Utilization of existing natural gas well, self-sufficient and off-the-grid facility
6. Community and Economic Benefit (200 pts)	160	<ul style="list-style-type: none"> - Plan to hire local - Owned by County residents
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,080	

Magic Flower Gardens, LLC

MJ19-0027

RANK:
#7

Vicinity Map

Business Name: Magic Flower Gardens, LLC

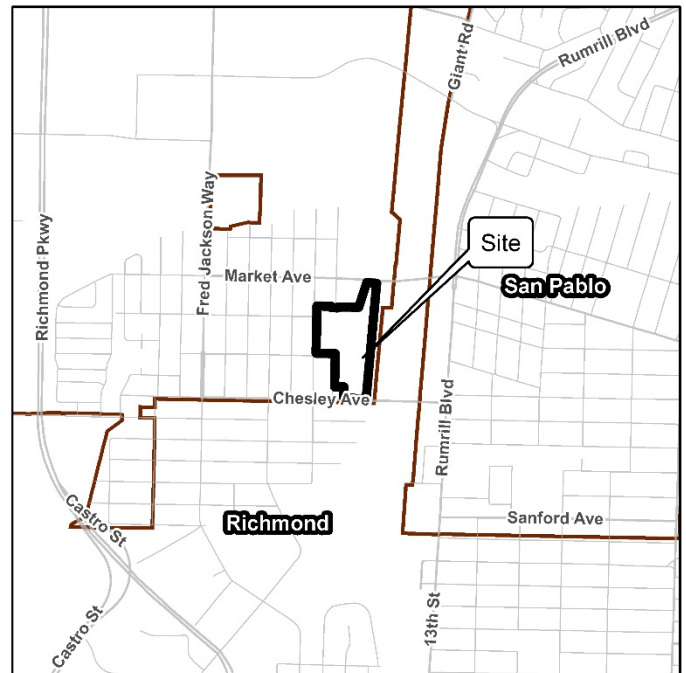
Owner(s): Justin Derham
Lisa Frolova

Total Score: 1,055/1,200 (Rank #7)

Address: [801 Chesley Ave, Richmond](#)

Business Type: Cultivation

Square Footage: 4,000-s.f.



Proposal Pros and Cons

Pros

- Ownership with background in commercial cultivation
- Located in existing warehouse

Cons

- No charitable contributions
- Low anticipated tax revenue compared to others
- Limited information available in proposal

Aerial Photo



Magic Flower Gardens, LLC

MJ19-0027

RANK:
#7

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	195	- Ownership with background in cultivation
2. Location (200 pts)	200	- Located in existing warehouse
3. Business and Operating Plan (200 pts)	140	- Family business with some background in cultivation
4. Security Plan (200 pts)	190	- Security guard during hours of operation - Alarm system - Camera Coverage
5. Sustainability (100 pts)	90	- Existing solar - MCE Deep Green - Drip irrigation
6. Community and Economic Benefit (200 pts)	140	- "Mom and pop" business
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	1,055	

Royal Craft, LLC

MJ19-0055

RANK:
#8

Business Name: Royal Craft, LLC

Owner(s): Jacqueline Mezzetta
Jasun Molinelli
Kendall Tuffli
Mark Spilker

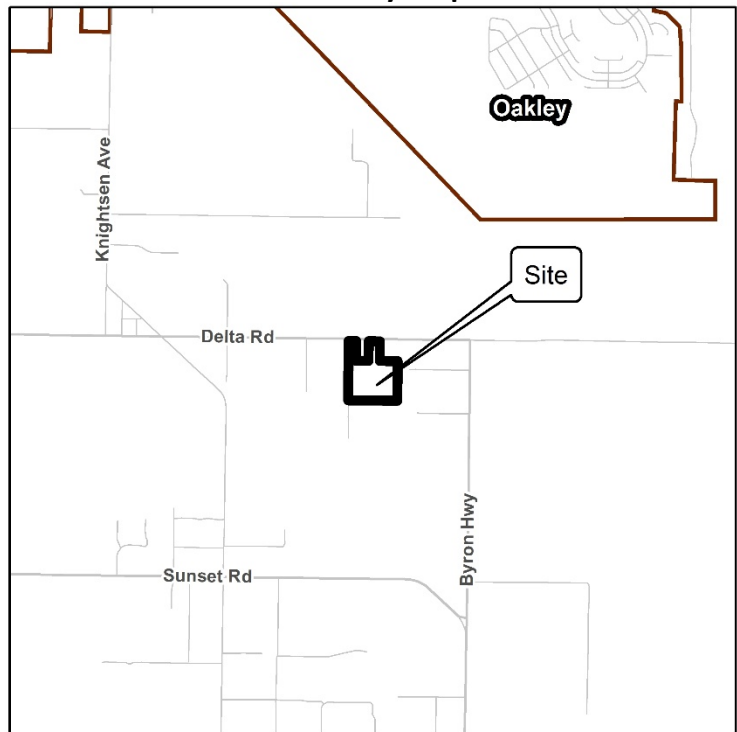
Total Score: 860/1,200 (Rank #8)

Address: [11 Pastor Lane, Knightsen](#)

Business Type: Cultivation
Manufacturing

Square Footage: 80,000-s.f.

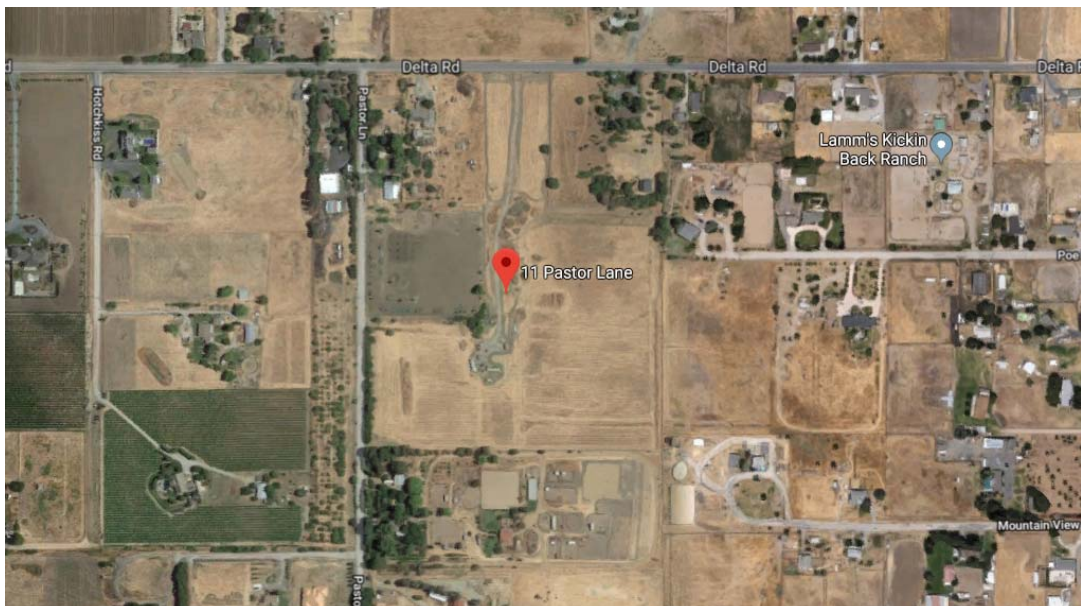
Vicinity Map



Proposal Pros and Cons

Pros	Cons
<ul style="list-style-type: none">- One owner is master grower with experience in State licensed cannabis cultivation	<ul style="list-style-type: none">- Does not use retail water supply, though is located in East Contra Costa Irrigation District- Outdoor cultivation only, less than 1 mile from Urban Limit Line- No proof of capital

Aerial Photo



Royal Craft, LLC

MJ19-0055

RANK:
#8

	Score	Comments
1. Cover Letter/ Owner Qualifications (200 pts)	140	<ul style="list-style-type: none"> - One owner is master grower with experience working at State licensed cannabis cultivation farm
2. Location (200 pts)	130	<ul style="list-style-type: none"> - Outdoor cultivation, located within 1 mile of Urban Limit Line - Near grape, almond, and cherry orchards - Screened from public with fencing and trees
3. Business and Operating Plan (200 pts)	110	<ul style="list-style-type: none"> - Manufacturing CBD infused coffee and other foods - Plan to construct commercial kitchen within manufacturing area - No proof of capital provided
4. Security Plan (200 pts)	190	<ul style="list-style-type: none"> - Alarm systems - Security guards, but no mention of number or hours - Extensive camera coverage for manufacturing facility, no plan provided for cultivation area
5. Sustainability (100 pts)	50	<ul style="list-style-type: none"> - Plan for solar, but not included in budget - Use of well water only, despite being located in East Contra Costa County Irrigation District
6. Community and Economic Benefit (200 pts)	140	<ul style="list-style-type: none"> - Plan to hire local - Majority owned by County residents
7. Equitable Geographic Distribution (100 pts.)	100	
Total (1,200 pts)	860	

Rankings and Links to Full Proposals

Retail Storefront Proposals

Link to Proposal	File Size	Rank	Business Name	Location (link opens map)	Area
CDMJ19-00012 [PDF]	94.4 MB	1	Authentic 925	5753-5759 Pacheco Boulevard	South Pacheco
CDMJ19-00032 [PDF]	128.4 MB	2	The Artist Tree	4100 San Pablo Dam Road	El Sobrante
CDMJ19-00031 [PDF]	245.6 MB	3	Embarc Contra Costa	3503 Pacheco Boulevard	North Pacheco
CDMJ19-00001 [PDF]	292.5 MB	4	Garden of Eden	100 Union Street	South Pacheco
CDMJ19-00034 [PDF]	138.0 MB	5	Bento	5236 Pacheco Boulevard	South Pacheco
CDMJ19-00028 [PDF]	67.5 MB	5	Perfect Union	5807 Pacheco Boulevard	South Pacheco
CDMJ19-00058 [PDF]	155.4 MB	7	The Flower Shop	4160 Appian Way	El Sobrante
CDMJ19-00019 [PDF]	352.7 MB	8	Elemental Wellness Center	3503 Pacheco Boulevard	North Pacheco
CDMJ19-00042 [PDF]	232.3 MB	9	Element 7 - Bay Point	3515 Willow Pass Road	Bay Point
CDMJ19-00017 [PDF]	55.8 MB	9	The Gas Station	2368 Pacheco Boulevard	North Pacheco
CDMJ19-00023 [PDF]	115.6 MB	11	Element 7 - Appian Way	4160 Appian Way	El Sobrante
CDMJ19-00033 [PDF]	89.4 MB	12	Horizon Collective	2368 Pacheco Boulevard	North Pacheco
CDMJ19-00057 [PDF]	145.0 MB	12	Stone Age Farmacy	150 Medburn Street	Clyde
CDMJ19-00039 [PDF]	156.3 MB	14	The Green Door - Bay Point	3515 Willow Pass Road	Bay Point
CDMJ19-00043 [PDF]	115.4 MB	15	Element 7 - San Pablo Dam Road	4024 San Pablo Dam Road	El Sobrante
CDMJ19-00007 [PDF]	131.9 MB	16	Shoot the Moon	2508 Pacheco Boulevard	North Pacheco
CDMJ19-00037 [PDF]	292.4 MB	17	The Green Door - Appian Way	4160 Appian Way	El Sobrante
CDMJ19-00016 [PDF]	175.2 MB	18	White Fire Dispensary	801 Chesley Avenue	Richmond
CDMJ19-00045 [PDF]	107.5 MB	19	Emerald Heights	4160 Appian Way	El Sobrante
CDMJ19-00038 [PDF]	93.7 MB	19	One Plant	3823 San Pablo Dam Road	El Sobrante
CDMJ19-00059 [PDF]	194.3 MB	21	Waterfront Wellness	3796 & 3798 Pacheco Boulevard	North Pacheco

Cultivation Proposals

Link to Proposal	File Size	Rank	Business Name	Location (link opens map)	Area
CDMJ19-00009 [PDF]	285.3 MB	1	Lifted Spirit Collective	5930 Balfour Road	Brentwood
CDMJ19-00026 [PDF]	26.9 MB	2	703 Chesley, LLC	703 Chesley Avenue	Richmond
CDMJ19-00047 [PDF]	88.5 MB	3	Element 7 - Chestnut Street	0 Chestnut Street	Brentwood
CDMJ19-00046 [PDF]	86.8 MB	4	Element 7 - Willow Way	3645 Willow Way	Byron
CDMJ19-00008 [PDF]	23.1 MB	5	Casa Rasta Farms	505 Brookside Drive	Richmond
CDMJ19-00051 [PDF]	2.4 MB	5	Diablo Valley Farms	4425 Sellers Avenue	Brentwood
CDMJ19-00027 [PDF]	16.7 MB	7	Magic Flower Gardens, LLC	801 Chesley Avenue	Richmond
CDMJ19-00055 [PDF]	2.5 MB	8	Royal Craft LLC	11 Pastor Lane	Knightsen
CDMJ19-00002 [PDF]	111.5 MB	N/A	Royal Winzone Management Inc	0 Orwood Tract Levee Road	Knightsen
CDMJ19-00003 [PDF]	85 MB	N/A	U.S. Gods Dragon Management Inc	0 Orwood Tract Levee Road	Knightsen
CDMJ19-00004 [PDF]	123 MB	N/A	U.S. Phoenix Management Inc	0 Orwood Tract Levee Road	Knightsen
CDMJ19-00005 [PDF]	78.4 MB	N/A	Golden Flower Enterprise Inc	0 Orwood Tract Levee Road	Knightsen
CDMJ19-00006 [PDF]	78.7 MB	N/A	Granville Dragon Management, Inc	0 Orwood Tract Levee Road	Knightsen
CDMJ19-00010 [PDF]	76.9 MB	N/A	Thrive Biotech Farm, Inc	0 Orwood Tract Levee Road	Knightsen
CDMJ19-00013 [PDF]	78.8 MB	N/A	Jings Garden, Inc.	0 Orwood Tract Levee Road	Knightsen
CDMJ19-00014 [PDF]	78.8 MB	N/A	Living Well Biotech Farm, Inc	0 Orwood Tract Levee Road	Knightsen
CDMJ19-00030 [PDF]	2.1 MB	N/A	WWBDM LLC	6600 Armstrong Road	Byron
CDMJ19-00048 [PDF]	87.7 MB	N/A	Element 7 (0 Canal)	0 Canal Road	Bethel Island
CDMJ19-00049 [PDF]	87.1 MB	N/A	Element 7 (430 Camino Diablo)	430 Camino Diablo	Brentwood