

Cannabis Storefront Retail Criteria-based Scoresheet – Business Operations Proposal

This scoresheet is to only be used to review applications submitted in accordance with Santa Barbara County Code Section 50-7.d.3 that have been accepted consistent with Santa Barbara County Code Section 50-7.d.3.v.

The total score on this Business Operations Proposal shall comprise seventy-five percent of the overall score, and the remaining twenty-five percent will be based on the general application submittal required in Santa Barbara County Code Section 50-7.d.3.iii.A. To proceed to scoring of the Neighborhood Compatibly Proposal as a quailed applicant, the applicant must score 85% or higher. (Santa Barbara County Code Section 50-7.d.3.vi.A.2-3.)

Overall Scoring Definitions (unless otherwise indicated below):

- 0. **Unacceptable:** No answer submitted or not addressed.
- 1. **Minimal:** The answer fails to meet the required minimum criteria.
- 3. **Satisfactory:** The answer is generally satisfactory and meets the required minimum criteria.
- 5. **Excellent or Exceptional:** The answer is thorough, understandable and significantly exceeds the minimum criteria.

Criteria #	Criteria Definition	Max Score	Score Range
1	<p>A complete description of the proposed activities and products of the commercial cannabis operation – A plan describing how the cannabis storefront retail business will operate in accordance with county and state law and other applicable regulations. For purposes of scoring this criteria- 0 is unacceptable, 1 is minimal, 5 is satisfactory and 10 is excellent or exceptional.</p>	10	0 to 10
2	<p>Experience with respect to owning or operating a cannabis related business –</p> <ul style="list-style-type: none"> 0. The applicant has no experience owning or operating a cannabis related business. 1. The applicant has minimal experience in owning, managing, or operating a cannabis business in the US. 3. The applicant has experience in the cannabis industry- owning, managing or operating a cannabis business in the US, but limited experience in cannabis retail or in California. 5. The applicant has significant experience in owing, managing, and/or operating retail cannabis operations in California. 	5	0 to 5

	To receive points the applicant must provide evidence that prior experience was from legally operated (both state and locally) and permitted cannabis activities, without history of criminal, civil or administrative enforcement.		
3	<p>Record of cannabis operations in Santa Barbara County –</p> <ul style="list-style-type: none"> 0. No record of experience with cannabis operations in Santa Barbara County. 5. Able to demonstrate experience with cannabis operations within the County of Santa Barbara. 10. Significant experience with cannabis operations within the Santa Barbara County as an owner or primary operator. <p>To receive points the applicant must provide evidence that prior experience was from active and legally operating and permitted activities, without history of criminal, civil or administrative enforcement.</p>	10	0 to 10
4	<p>Corporate status from California Secretary of State –</p> <p>Provide proof of valid corporation status in good standing and “Doing Business As” which includes the identification of an agent for service.</p>	5	Yes/No 5/0
5	<p>Step-by Step Standard Operating Procedures – demonstrate compliance with state and local regulations for the proposed business including cash management plan –</p> <ul style="list-style-type: none"> 1. Submission of Operating Plan but does not demonstrate compliance with State and local regulations including cash management plan. 3. The application demonstrates that the overall quality and detail of the proposed operating procedures for most aspects of the proposed business reflects compliance with the required operating procedures, including the extent to which the applicant incorporated industry best practices into the operating procedures. 5. The application demonstrates that the overall quality and detail of the proposed operating procedures for all aspects of the proposed business reflects compliance with the required operating procedures. <p>The applicant is able to show specific examples of where the practices they included have worked before. Standard operating procedures must include electronic tracking and storage of required records of sales, delivery manifests, and inventory. Quality and detail of cash management plan, including cash counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any).</p> <p><i>To be scored by Auditor or qualified third party.</i></p>	5	0 to 5

6	<p>Finance plan and proof of capitalization of \$1,000,000 - Demonstration or identification of access to operational capital in the business accounts of the applicant and/or on-going line of credit once business is operational. <i>To be scored by Auditor or qualified third party.</i></p>	5	<p>Yes/No 5/0</p>
7	<p>Finance Pro Forma including projected revenue and expenses - Financial plan and/or budget to start-up and operate the business including revenue and expense projections for initial 24-month operating period. <i>To be scored by Auditor or qualified third party using overall definitions above.</i></p>	5	0 to 5
8	<p>Product procurement and delivery plan – 1. The plan fails to meet the required minimum criteria. 3. The answer is generally satisfactory and meets the required minimum criteria. 5. The answer is thorough, understandable and significantly exceeds the minimum criteria. Detail of procurement plan, such as due diligence performed prior to executing purchase contracts and quality control of incoming products. Quality of plan for securing product deliveries to the business (i.e. from delivery vehicles to building).</p>	5	0 to 5
9	<p>Communications and marketing plan including compliance with State and local regulations – 1. The plan fails to meet the required minimum criteria. 3. The answer is generally satisfactory and meets the required minimum criteria. 5. The answer is thorough, understandable and significantly exceeds the minimum criteria. A plan describing who is designated as being responsible for outreach and communication with the surrounding community, including neighboring residents and businesses and how the designee can be contacted. Detail of the key aspects of the marketing strategy that would be generated and executed through the marketing plan.</p>	5	0 to 5

10	<p>Local employment goals –</p> <ol style="list-style-type: none"> 1. The plan does not reflect any significant effort to source employees who reside in Santa Barbara County. 3. The plan demonstrates a viable attempt to source employees from within Santa Barbara County and contains clearly articulated means of doing so. 5. The plan reflects a distinct methodology that contains a high likelihood of successfully sourcing a minimum of 60% of employees from within Santa Barbara County. 	5	0 to 5
11	<p>Labor protection plan for retailers with fifteen or more employees –</p> <ol style="list-style-type: none"> 1. The plan contains no meaningful plan for initiating a Labor Peace Agreement (i.e. Project Labor Agreement). 3. The plan articulates a realistic intent to achieve a Labor Peace Agreement prior to commencing operations. 5. The plan reflects specific actions by the applicant towards achieving a Labor Peace Agreement such that there is a high likelihood of the Agreement being signed prior to the commencement of operations, or the operation is under 15 employees. <p>In any event, such a Plan must be in place at the time the applicant applies for renewal of the license at the end of Year 1.</p>	5	0 to 5
12	<p>Local supply chain support – Plan that demonstrates the applicant’s ability to source a significant volume of products from the unincorporated and incorporated areas of Santa Barbara County.</p>	5	Yes/No 5/0
13	<p>Quality Control Plan – Plan that demonstrates cannabis products are maintained in appropriate storage to ensure consumer health and safety. <i>This section to be scored by the appropriate department using the overall definitions above.</i></p>	5	0 to 5
14	<p>Site Security Plan – Overall quality of the applicant’s plan to use cameras, including number of cameras, locations, resolution, and how long footage is saved. Business plan details a separate check-in area where customer identification is checked to ensure that only qualified customers gain access to where cannabis products are displayed and sold. For purposes of scoring this criteria- 0 is unacceptable, 1 is minimal, 5 is satisfactory and 10 is excellent or exceptional. <i>This section to be scored by the appropriate department (i.e. Sheriff) using the overall definitions above.</i></p>	10	0 to 10

15	<p>Inventory Control Plan – A list and description of the products the business will provide. Quality and extensiveness of employee theft reduction measures, including audits and check in/out. Business plan details a separate check-in area where identification is checked to ensure that only qualified employees gain access to where cannabis products are stored.</p> <p><i>This section to be scored by the appropriate department or third party consultant using the overall definitions above.</i></p>	5	0 to 5
16	<p>Employee training program – Quality of proposed employee training, for example, training on differences in products, potency of products, customer service, and/or laws governing personal use. Quality of employee safety education plan, including training regarding product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.</p> <p><i>This section to be scored by the appropriate department or third party consultant using the overall definitions above.</i></p>	5	0 to 5
17	<p>Premise diagram – A dimensioned site plan of the business site, including all buildings, structures, driveways, parking lots, landscape areas and boundaries. Also, provide a dimensional floor plans for each level of each building that makes up the business site, including entrances, exits and walls. The plans shall also include the following information about the site: current zoning, parking requirements, consistency with development standards for the zone.</p> <p><i>This section to be scored by the appropriate department (i.e. Planning) using the overall definitions above.</i></p>	5	0 to 5
Total		100	0 to 100