



HAH 7 LLC DBA
HAVE A HEART BENICIA

RYAN KUNKEL
CHARLES BOYDEN

CITY OF BENICIA
RETAIL COMMERCIAL
CANNABIS APPLICATION

9/10/2018
City of Benicia
250 East L Street
Benicia, CA 94510
Attn: Community Development Department

RE: Letter of Intent - Request for Proposals: Cannabis Retail and Microbusiness Operators

I, the undersigned, attest that I am a duly authorized representative of the cannabis business operator applicant, which is identified below:

Name of Business:	Have a Heart CC
Address of Proposed Business Location:	2044-2046 Columbus Pkwy, Benicia, CA 94510
Assessor's Parcel Number:	0079-020-600
Name of Applicant:	Ryan Kunkel
Business Address of Applicant:	3958 6th Ave NW, Seattle, WA 98107
Applicant Phone Number:	(206) 889-0583
Applicant Email Address:	Core@haveaheartcc.com

I understand that I will be expected to receive all notices at the Business Address of the Applicant and consent to receiving notices and communications at the phone number and email address listed above.

I am interested in starting a Retail cannabis business operation. Further, I attest that I have secured an agreement for the Proposed Business Location listed above, for a minimum of four (4) years, and that said location is eligible for cannabis business operations per City regulations.

Please find enclosed a complete application for this cannabis business proposal, including:

- Summary Project Plan
- Preliminary Cannabis Application
- Cannabis Public Safety License Application
- One (1) payment of \$20,000 payable to the City of Benicia

If I am selected to submit for a CUP I will apply for this permit within 60 days of the receipt of the letter of authorization from the City of Benicia Community Development Department. I understand that failure to apply for the CUP within that time period automatically forfeits my opportunity to apply.

I further understand that failing to meet any of the requirements of the RFP or applicable City regulations shall lead to automatic revocation of any award letter.

Sincerely,



Ryan Kunkel
CEO HAH 7, LLC

SUMMARY PROJECT PLAN

Applicant, HAH 7, LLC, DBA Have a Heart Benicia, is owned and operated by Ryan Kunkel and Charles Boyden. If licensed by the City of Benicia, HAH 7 LLC will open a retail cannabis dispensary at 2044 Columbus Parkway operating under the Have a Heart brand, joining six operational Have Heart adult-use/medical retail stores in Washington and Hawaii and nine newly-licensed retail facilities in Oakland, Maywood, Coalinga, Blythe, Oregon, Iowa, and Ohio that are currently under development. All Have a Heart operations are based in vetted policies and procedures that are designed to prioritize compliance, safety, and fiscal transparency.

Have a Heart's core mission is to provide the medical, psychological, and social benefits of one of the world's oldest and safest medicines to those in need and to those looking for a safer alternative to alcohol and prescription and illicit drugs while increasing cannabis' profile as a legitimate, low-risk recreational product for adults. Its goal is to do this in a manner that is innovative, safe, and compliant and that provides a quality experience for guests, employees, and community overall. Have a Heart has been in the retail cannabis business in Washington for over seven years, first through Washington's cooperative dispensary system and now through its recreational and medical endorsement system under the regulatory supervision of the Washington State Department of Health and the Washington State Liquor and Cannabis Board (WSLCB). Have a Heart's locations have collectively consummated over 2.5 million retail transactions, currently averaging over 3,300 transactions per day, subject to consistent oversight by WSLCB agents.

In addition to Messrs. Kunkel and Boyden's executive direction, the Have a Heart organization is also comprised of a central leadership team under the direction of Chief Operating Officer, Ed Mitchell, and with over 30 years of experience in a legal, heavily regulated market for cannabis sales. This team provides management services to each of Have a Heart's retail dispensaries including staffing, training, procurement, branding, and internal compliance controls. The leadership team's extensive institutional and practical experience is responsible for Have a Heart's reputation for courteous and knowledgeable staff, unrivaled product selection, and exceptional track record of regulatory compliance. Have a Heart is in the process of developing a California regional leadership team to mirror the actions of the Washington State group.

Have a Heart's mission is to prioritize 100% compliance with local and state regulations while providing a safe and positive experience for customers, employees, and the community. To achieve this mission, Have a Heart invests in the training and recruitment of employees. Upon licensure, Have a Heart Benicia will build a skilled team of individuals from the Benicia community including a Dispensary Manager, Assistant Managers, a dedicated Lead Trainer, Patient Care and Adult-Use Product Consultants, Inventory Coordinators, Transportation Specialists, and Security Personnel. Our day-to-day business operations will be based on our established operational protocols and procedures in the areas of regulatory compliance, security, product procurement, training, patient and guest engagement, and sales support, laying the groundwork for sustainable and long-term success in the community. With the support, experience, and knowledge of the entire Have a Heart family, the staff of Have a Heart Benicia will be equipped to provide its neighbors with safe and convenient access to reasonably priced adult-use and medical cannabis through an engaging, cutting edge retail dispensary experience.

SECTION A: PROPOSED LOCATION AND DESIGN

1. Location Details and Accounting for Buffer/Setback/Sensitive Uses

The Applicant, HAH 7, LLC DBA Have a Heart Benicia, proposes to locate its cannabis retail facility at 2044 Columbus Parkway in the City of Benicia. The proposed facility will use Suites 2044 and 2046 of the Parkway Plaza commercial shopping center and is located on a parcel (APN No. 0079-020-600) that is zoned General Commercial and is not located within 600 feet of a school, as defined by BMC § 17.84.020. A signed Letter of Intent to lease this retail business space to HAH 7 LLC is presented in Appendix 1 ‘Letter of Intent for Lease at 2044-2046 Columbus Parkway’ of the Preliminary Cannabis Application (“PCA”). The proposed location is in a region marked as “ELIGIBLE” on the “Potentially Eligible Locations” map provided by the City of Benicia (see PCA, Appendix 2 ‘Benicia Potentially Eligible Locations and Vicinity Map Prepared by CSA’, page 1). Additionally, the Applicant commissioned an independent sensitive use buffer survey covering a 600 foot radius around the proposed location and confirmed the eligibility of the location (see PCA, Appendix 2, Page 2). Have a Heart Benicia representatives also spoke with representatives from every business located within the Parkway Plaza complex to discuss the proposed cannabis retail facility and to-date have only received positive responses from the neighboring business owners and operators.

2. Pre-Permit Outreach/Engagement

The Applicant conducted a public meeting at the Benicia Public Library on August 30, 2018. Flyers were distributed to all businesses and individuals within a 300 feet radius of the proposed business location. A copy of the distributed flyer, a list of all businesses that received the flyer, and questions brought up and addressed during the public meeting are included in Appendix 3 ‘Pre-permit Outreach Event Flyer, List of Neighbors, Photos and Questions’ of the PCA. Additional public workshops will be conducted as required during the license process and on a quarterly basis as described in Section C: Neighborhood Compatibility and Plan.

3. Provision of Parking Above Minimum Standards

The proposed retail location currently has 8 ADA compliant parking spaces and an overall ratio of 4.5 parking spaces per 1,000 square feet. See Appendix 4 ‘2044–2046 Columbus Parkway Site Plan’ of the Preliminary Cannabis Application for more detail.

4. Exterior Design and Materials

The proposed location building is currently existing and the only modification to the exterior design is signage. All exterior premises will remain architecturally-compatible with the surrounding storefronts and structures in terms of materials, color, windows, lighting, sound, and overall design and be compliant with Benicia Municipal Code (“BMC”) § 9.60(30)(C)(1)(b) and Titles 15 and 18.

5. Interior and Exterior Signage Plan (Including Plan to Avoid Marketing to Youth)

All Have a Heart Benicia exterior signage will comply with the requirements and guidelines set forth in BMC Title 18. The proposed signage plan includes a simple exterior sign depicting the trademark combination of the Have a Heart ‘apple/heart’ graphical logo and the name “Have a Heart.” Have a Heart Benicia has specifically designed its signage to be aesthetically appealing but unobtrusive. It intentionally does not include any descriptive references to cannabis to avoid inadvertently marketing cannabis to youth, while still being unique and instantly recognizable to adults who are familiar with the Have a Heart brand. Have a Heart Benicia proposes installing the primary exterior sign on the existing building’s awning. A proposed rendering of the primary exterior sign, subject to City approval, is shown in Figure 1. Additionally a clear and legible placard will be posted at the entrance to the facility indicating that persons under the age of 21 are precluded from entering the premises unless they are a qualified medical cannabis patient and persons under the age of 18 are precluded from entering the premises unless they are in the presence of their parent or guardian, per BMC § 17.84(100)(A)(4). As an example, a formal signage plan for Have a Heart Coalinga (expected opening, September 20, 2018), consistent with Coalinga’s specific municipal requirements and approved by that city’s Planning Commission, is attached as Appendix 5 ‘Exemplary Signage Plan’ to the Preliminary Cannabis Application (“PCA”).



The proposed facility’s interior signage will consist of a location identifier (i.e. “Have a Heart Benicia”) in the waiting room and various other branded signage on the retail sales floor as indicated in the interior renderings. A sign indicating that smoking, ingesting, or otherwise consuming cannabis on the premises of any commercial cannabis businesses or elsewhere in the City of Benicia other than within private residences is prohibited, per BMC § 17.84(100)(A)(9). Educational signage based on materials published by the California Department of Health in conjunction with that Department’s “Let’s Talk Cannabis” campaign will also be placed near each POS system, the reception desk, the exit to and from the sales floor, and the exit from the facility. See PCA, Appendix 6 ‘Consumer Education Materials’.

6. Added Design Features

The storefront of Have a Heart Benicia will seamlessly blend with its neighbors. Windows extend across more than eighty percent (80%) of the storefront, exceeding requirements of Benicia Municipal Code §9.60(30)(C)(1)(b), discouraging potential criminals by providing an unobstructed view of the interior lobby area and sales floor from the exterior. Steel roll down doors will be installed on the interior for securing the retail facility after hours. Age and security screening will occur in the interior lobby.

All Have a Heart storefronts are specifically designed to meet the requirements of their regulatory jurisdiction while complementing the aesthetic characteristics of their unique location. Figure 2 shows a before and after view of the Have a Heart Maywood storefront, which is currently under construction (expected opening, October 1, 2018).



SECTION B: BUSINESS PLAN

1. Experience Operating a Licensed Cannabis Business and Retail Storefront

The Applicant team has extensive knowledge of operating retail cannabis businesses, with over 15 years of combined operational experience under the regulatory oversight of multiple state governmental licensing bodies. These governmental agencies include the Washington State Liquor and Cannabis Board, Arizona State Department of Health, Iowa Department of Public Health, California Bureau of Cannabis Control, Oregon Liquor and Cannabis Commission, and the Ohio Medical Marijuana Control Program. A biography for each of the principals, as well as a list of all cannabis business licenses currently held, are attached in Appendix 7 'Biographies' of the Preliminary Cannabis Application.

2. Description of Day-To-Day Operations

Have a Heart Benicia's day-to-day operations are designed based on the following goals:

- Be compliant;
- Create a welcoming and supportive environment for guests and employees;
- Provide the best cannabis goods at reasonable prices; and
- Contribute to the Benicia community.

Have a Heart Benicia's Business Plan with a detailed description of day-to-day operations is provided in Appendix 8 'Business Plan' of the PCA. This plan includes a company overview, a description of products and services to be offered, a target market analysis, the Marketing and Advertising Plan, proposed hours of operation, the store launch timeline and budget, and a five-year financial pro forma.

3. Timeline for Beginning Operation

Based upon the City of Benicia's proposed timeline for announcing selected applicants, the estimated construction permitting timeline, and Applicant's experience with bringing cannabis retail businesses online in California, Have a Heart Benicia projects that it will be able to begin sales by August 1, 2019. A

Figure 2: Before and after views

detailed timeline with key construction dates and milestones for the start of operations is included in Appendix 9 'Gantt Chart of Timeline to Operations' of the PCA.

4. Budget; Proof of Capital; Pro Forma

SECTION C: NEIGHBORHOOD COMPATIBILITY AND PLAN

1. Mitigation of Nuisance Problems or Negative Impacts on Neighbors and Surrounding Community

As part of a commitment to the City of Benicia and duty to local neighbors, Have a Heart Benicia will take any and all steps necessary to minimize and mitigate any objectionable conditions, nuisance, or other negative impact on the community surrounding the proposed business location, Have a Heart Benicia will ensure the exterior and public areas surrounding commercial cannabis business are continuously maintained in a safe, clean, and orderly condition. Security personnel will conduct at least twice daily courtesy patrols and litter pick-up in the area immediately surrounding the proposed facility (at a minimum, 500 feet).

Pursuant to Benicia Municipal Code § 9.60(30)(1)(c)-(2), activities that will not be tolerated on Have a Heart Benicia property include, but are not limited to, the public consumption of cannabis products, cannabis diversion or other forms of drug trafficking, littering, smoking tobacco within twenty feet of the main entrance of the building, generating excessive noise, consuming alcohol or cannabis, loitering, or other disturbance of the peace. Security staff members will perform a courtesy patrol of the area around the Have a Heart facility at least once per day. If the security staff observes an individual in the vicinity of Have a Heart Benicia's facility engaging in such activities, or otherwise behaving in a manner that could reasonably be considered disruptive to the neighborhood, they will ask that individual to leave, and, if necessary, contact the Benicia Police Department. Any items within Have a Heart Benicia's control that appear to facilitate loitering will be removed.

With appropriate authorization, the Have a Heart security staff may enforce the same policy on neighbors' properties as well. These patrols will also be tasked with picking up any litter or debris, logging any graffiti for removal within twenty-four hours, and reporting any unlawful or suspicious activities to the authorities.

2. Applicant Conducted Community Workshop

The applicant has conducted a community workshop in Benicia and addressed some preliminary concerns by neighbors. The Have a Heart team spoke with neighboring business and distributed brochures advertising the event in an effort to introduce the company and address any outstanding

concern. Neighbors were generally positive outside of a few understandable concerns which are highlighted in Section D: Community Benefits. A copy of the flyer, a list of businesses spoken with and photos of the event are included in Appendix 3 ‘Pre-permit Outreach Event Flyer, List of Neighbors, Photos and Questions’ of the PCA.

These community workshops will be conducted on a regular basis to provide a formal process for documenting any community concerns. Representatives of the City of Benicia Community Development Department and the entire Benicia community will be invited to participate and engage with the Have a Heart Benicia owners and managers. Guest speakers will present topics on current research in medical cannabis as well as discussing any concerns that Have a Heart Benicia operations have brought up in the community. These events will be held at an appropriate public space such as the Benicia Public Library or at the Veteran’s Memorial Hall.

3. Site Plan

An accurate, dimensioned and to-scale site plan is presented in Appendix 4 ‘2044–2046 Columbus Parkway Site Plan’ of the PCA.

4. Plan to Handle Complaints

The Dispensary Manager at Have a Heart Benicia will be on site to handle any questions or complaints from members of the community. Comments or concerns from members of the community can be communicated to the business in-person, by phone, or through the Have a Heart website and are responded to within 24 hours of receipt. To reach the business by phone, individuals can locate the contact number for the Have a Heart Benicia store and Have a Heart Headquarters at <https://haveaheartcc.com/contact-us>. To file a complaint or leave feedback regarding store staff, operations, or an experience at the store, individuals are transferred directly to the Dispensary Manager or their voicemail. On the website “Contact Us” page, there is a form to enter information regarding complaints or concerns. All in-person and phone call requests from community members are logged into an internal database system and viewed by both Have a Heart Benicia Management as well as by the central leadership team on a daily basis. All inquiries will be responded to within 24 hours. Additional follow-up that may be necessary for resolution of the issue over a longer period will be conveyed to the person initiating the complaint and, if necessary, the City of Benicia on a weekly basis until the situation is resolved.

SECTION D: COMMUNITY BENEFITS

1. Benefits to Local Community

The Applicant will bring a number of benefits to the City with the opening of Have a Heart Benicia; benefits include direct and indirect employment opportunities, resource contributions to local businesses and non-profits, City tax revenue, a neighborhood security patrol around the proposed store location, and direct community contributions. Have a Heart Benicia anticipates directly hiring a minimum of 25 employees to conduct daily operations upon opening; 23 of these positions will be filled by local residents. Have a Heart Benicia’s operational activities will also create additional jobs through ancillary contract services such as uniformed security guards and janitorial services.

Additional benefits to the City include, but are not limited to, the following:

- Have a Heart Benicia prioritizes purchasing cannabis products from Benicia producers. Have a Heart will commit a section of retail sales display area to local products and highlight these products through regular “Meet Your Local Vendor” days, where producers will be available in-store to meet with customers and guests.
- Have a Heart Benicia will rent local space for quarterly manager meetings and other dispensary events. This includes spaces such as the Veterans Memorial Hall and the City Library.
- [REDACTED]
- To demonstrate its commitment to the Benicia community, in conjunction with submitting its Preliminary Cannabis Application, Have a Heart Benicia has made donations to the Benicia Community Action Council and to Sustainable Solano.

2. Planned Partnerships with Neighboring Businesses

Have a Heart contracts local neighboring businesses for community outreach events and promotional activities. Partnering with coffee shops to donate proceeds to local non-profit causes and working with neighbors to clean up the neighborhood of trash and debris are both examples of ways Have a Heart connects with neighboring businesses. Where synergies exist, and compliance allows, mutually beneficial discounts are also offered.

3. Plan for Ongoing Community Outreach/Engagement with Neighborhood and Community

The Have a Heart Benicia team will include a designated community outreach team. These four employees (including the Dispensary Manager) meet for an hour weekly to discuss any recurring issues with neighbors or the community. This team is designed to be proactive and has a defined budget to organize events. On a quarterly basis, Have a Heart Benicia will host a community outreach and engagement event in order to provide its neighbors with educational presentations on cannabis, cannabis products, and the cannabis industry, as well as the opportunity to engage Have a Heart Benicia management about any concerns they may have.

Have a Heart Benicia will continue Have a Heart’s work with the Streets Team (<http://streetsteam.org>) and 22 Too Many (www.22toomany.com), two national charities with a proven track record of combatting two of the most critical social issues confronting California today—homelessness and veteran suicide. Have a Heart currently supports an Oakland Streets Team chapter that is involved in community clean ups around store locations on a bi-monthly basis. Store employees work side-by-side with Streets Team members to raise awareness about youth homelessness and provide participating at-risk individuals from Streets Team with employment opportunities. 22 Too Many events include sponsoring runners at local races where proceeds go to support the 22 Too Many charity’s efforts to assist veterans facing PTSD and Traumatic Brain Injuries. Have a Heart encourages employees to participate and matches donations raised in the community. Modeling established programs in other jurisdictions, Have a Heart will actively work to reduce homelessness and support veterans on a local level.

4. Addressing and Resolving Issues Raised in Public Meetings

Have a Heart representatives visited neighboring businesses and conducted a public workshop on August 30, 2018; through these actions, the Applicant was able to hear concerns from neighbors and the community regarding establishing a cannabis retail store in the proposed area. In this case, specific concerns were directly addressed, as described in Appendix 3 ‘Pre-permit Outreach Event Flyer, List of Neighbors, Photos and Questions’ of the PCA.

The community outreach team is tasked with resolving issues that are raised in future public meetings, as described above. The Dispensary Manager will provide regular updates to Have a Heart’s Management Team, the individuals or businesses that raise the concerns, as well as to the Benicia Community Development Department or any other City representatives. Issues will be tracked with specific actionable steps until they are successfully resolved to the satisfaction of all parties.

SECTION E: ENHANCED PRODUCT SAFETY

1. Enhancing Consumer Safety Beyond Requirements of State and/or Local Law

Have a Heart Benicia will achieve customer retention through quality product procurement. Under BCC Emergency Regulations, Chapter 2, state-licensed distributors are responsible for arranging for the independent testing and quality assurance review of cannabis goods prior to providing the cannabis goods to a licensed retailer. Have a Heart Benicia will only work with best-in-class distributors who source products from reputable cultivators, manufacturers, and testing laboratories.

Have a Heart’s procurement processes include reviewing independent testing results for every product carried. Specifically, Have a Heart evaluates the concentrations of cannabinoids (including delta-9 tetrahydrocannabinol (“THC”), cannabidiol (“CBD”), and cannabitol), heavy metals, microbial impurities, mycotoxins, moisture content and water activity, residual pesticides, residual solvents and processing chemicals, terpenoids, and homogeneity. With respect to cannabinoids and terpenoids, Have a Heart will confirm the independent test results match the concentrations stated on the product’s label. With respect to heavy metals, microbial impurities, mycotoxins, moisture content and water activity, residual pesticides, residual solvents and processing chemicals, and homogeneity, Have a Heart will confirm the independent test results meet or exceed state requirements.

SECTION F: ENVIRONMENTAL BENEFITS

1. “Green” Business Practices

Have a Heart Benicia treats compliance with all applicable laws and regulations as the minimum acceptable standard of care. Have a Heart Benicia will strive to be a leader in achieving environmental excellence and works with employees, the community, and other stakeholders to establish core principles to achieve resource conservation, waste reduction, and sustainability. See example policies in Appendix 15 ‘Environmental Benefits’ of the PCA). Labor and Employment

2. Responsible Cannabis Retail Employee Training and Certification

Have a Heart is an industry leader in employee training; the Company has a reputation for providing the most knowledgeable Guest Care Consultants (GCCs) in Washington State. Some Have a Heart Benicia

Guest Care Consultants will be specially qualified as Patient Care Consultants (PCCs). PCCs are specially trained to help patients with medical conditions select cannabis products to treat their symptoms. Please see Appendix 16 ‘Training Plan’ of the PCA for a full description of the internal training program.

Additionally, Have a Heart has an established relationship with the University of Nevada-Las Vegas (UNLV) to provide standardized training on responsible cannabis retailing. The online UNLV course was designed by Professor Trey Reckling, Have a Heart’s Director of Training, and prepares retail employees to responsibly work with cannabis as a sales associate employee, manager, or one of the many other positions within the retail space. The course features live question and answer sessions to ensure maximum retention of information for employees. The course description is available at the following website:

<https://register.edoutreach.unlv.edu/CourseStatus.awp?&course=183CH1100A>

3. Adherence to State Law Requirement for Labor Peace Agreement

Have a Heart has entered into a Collective Bargaining Agreement with the United Food and Commercial Workers International Union in Washington State. A copy of the current contract is provided in Appendix 17 ‘United Food and Commercial Workers International Union Contract and Benefits Programs’ of the PCA. This contract is being modified and adapted to fit California State law, and will be in place prior to commencing sales at Have a Heart Benicia.

SECTION G: LOCAL ENTERPRISE

1. Local Management and Ownership

Have a Heart Benicia will be managed and staffed with at least 90% of employees that are local residents.

2. Evidence of Historical Tax Compliance

HAH 7 LLC, dba Have a Heart Benicia, is a newly-formed entity and therefore has no tax history. The Applicant has provided copies of Local, State and State excise taxes for the owners’ other cannabis retail businesses in Appendix 18 ‘Tax Information for Existing Cannabis Businesses’ of the PCA. Taxes paid total \$23 million to-date in sales, federal, and state excise. Federal tax returns are available on request.

SECTION H: QUALIFICATIONS OF OWNERS

1. Owner’s special business or professional qualifications/licenses related to medical cannabis

Have a Heart has deep roots in Washington’s medical cannabis community and takes pride in providing best-in-class service and medical product selections to patients. Have a Heart’s mission is to expand patient-centered care through education, outreach, philanthropy, and responsible cannabis use. Trained staff provides comprehensive consultative care for medical patients and adult-use guests in the communities the business serves. In the dual recreational/medical market of Washington, the five Have a Heart retail stores account for approximately 3% of the state’s cannabis sales, but the Company employs 19% of the certified medical cannabis consultants in the entire state. This ensures that Patient

Care Consultants are able to meet the full range of needs of both medical and adult-use customers, with proper information given on treating ailments such as insomnia, anxiety, and aches and pains.

Ryan Kunkel embraces the socially conscious concept of businesses “doing well by doing good,” and he has instilled this philosophy at the core of Have a Heart’s operations.

Charles Boyden has a degree in radiography and worked in a hospital emergency department in Tucson, Arizona prior to opening a cannabis dispensary. Mr. Boyden witnessed first-hand the effects of opiates and heavy sedatives on patients’ well-being. This experience has shaped the Have a Heart training program to place an emphasis on medical conditions that benefit from treatment with cannabis. Mr. Boyden’s dispensaries in Tucson provide quality consultative support to over 500 patients a day.

2. History of Compliance in a Regulated Industry, Including Record of Interactions with Prior City Governments

The applicant’s principals currently operate a total of 16 cannabis retail businesses across five (5) states. Appendix 19 ‘Letters of Support’ of the PCA contains letters of support from David Mendoza, formerly Senior Policy Advisor to the Mayor of Seattle; Teresa Mosqueda, Seattle City Council; Marissa Trejo, Coalinga City Manager; and several business neighbors of Have a Heart’s existing Washington stores.

3. Knowledge of State and Local Regulations

All Have a Heart Santa Benicia’s principals believe that wide acceptance of a legitimate, regulated cannabis industry relies on industry participants voluntarily holding themselves to standards that exceed the regulatory requirements listed in ordinances and guidelines or those imposed on other industries. Have a Heart Benicia’s principals will ensure the proposed retail operation meets or exceeds all state and local regulatory requirements and foster a “culture of compliance” at all organizational levels. All Have a Heart retail operations are in good standing with their state and local municipalities and management regularly participates in dialogue with law enforcement, regulators, and legislators to ensure that Have a Heart is adhering to the highest standards of the cannabis industry.

See Appendix 13 ‘Regulatory Compliance and Knowledge of Applicable Local & State Law’ of the PCA for a detailed description of Have a Heart Benicia’s Regulatory Compliance Program and commitment to meet or exceed all state and local regulatory requirements for operating a cannabis retail facility in the City of Benicia.

SECTION I: AIR QUALITY PLAN

1. Plan for Managing Effects of Indoor and Outdoor Air Quality

Have a Heart Benicia acknowledges that the odor generated by large volumes of cannabis and cannabis products can negatively impact surrounding areas if not properly addressed. However, with proper planning and investment in technology, mitigation of this odor is a straightforward manner, particularly for a retail business; Have a Heart welcomes the opportunity to demonstrate to the City of Benicia that nuisance odors will never be a concern for the neighbors of a properly managed commercial cannabis retail dispensary.

All items sold at Have a Heart CC recreational stores are pre-packaged and sealed to drastically reduce any potential impacts on the health and welfare of Have a Heart Benicia employees as well as any possibility of a cannabis odor being detectable outside the retail facility. Further, an engineer stamped odor abatement strategy is integrated in the proposed store design. This strategy employs a series of ultra-quiet filtration systems designed by Air Cleaning Specialists. These systems are installed on the sales floor and all product storage areas. The building HVAC system has redundant activated carbon and HEPA filters installed for added mitigation.

This odor abatement strategy leverages the facility construction and technology tools to mitigate any potential odor problems. As a result, any airborne particulate matter that could potentially cause an odor is removed from the surrounding air, improving the safety and security of the facility and its staff, as well as ensuring there is no odor detected by the surrounding community.

See Appendix 20 ‘Certified Hygienist-prepared Odor Mitigation Plan’ of the PCA for a detailed description of the equipment and a layout stamped by a certified industrial hygienist.

SECTION J: SAFETY AND SECURITY PLAN

1. Property Safety and Security (Including Operational Security Details)

Have A Heart Benicia acknowledges the considerable risks in operating a cannabis-related business. Those risks include but are not limited to the risks of burglary, robbery, internal and external theft, diversion of cannabis by employees and customers, the risk of minors accessing cannabis products, and associated risks to employees, vendors, and the general public. Have a Heart Benicia is committed to ensuring a safe environment that mitigates as much risk as is reasonably possible. Have a Heart Benicia’s retail operations will implement risk mitigation strategies including, at minimum, implementing security requirements mandated by state regulations and those conditions described in this Cannabis Public Safety License Application.

Have a Heart Benicia will develop a collaborative relationship with the Benicia Police and Fire Departments and will always cooperate with any request to audit, inspect, assess and test the security and safety strategies of the retail facility.

Have A Heart CC acknowledges that as incidents arise, crime trends affecting the cannabis industry evolve, or enhanced security practices develop throughout the emerging cannabis industry, the Police and Fire Departments reserve the right to impose additional conditions to further the public safety interests of the City of Benicia, as well as those of licensed operators, their employees, vendors and customers who may visit the licensed premises.

2. Security Measures Beyond Minimum Standards

MPS Security Services, a licensed California security company, has worked with Have a Heart CC to develop strategies that help mitigate these issues by developing strategy and policy that leverages his years of experience developing safety and security plans for a wide range of situations and top businesses in North America.

See Appendix 14 ‘Safety and Security Plan’ of the PCA for Have a Heart Benicia’s custom Safety and Security Plan, designed by the experts at MPS Security.



250 East L Street • Benicia, CA 94510 • (707) 746-4280 • Fax (707) 747-1637


Community Development Department Planning Division

PRELIMINARY CANNABIS APPLICATION

Administered by the Community Development Department, applicants seeking retail or microbusiness Cannabis Use Permits must submit a Preliminary Cannabis Application. Applicants must submit a vicinity map(s), and conceptual building site plans including but not limited to site plans, floor plans, roof plans, and building elevations. All applicants must complete the application that follows. The responses provided on this application will assist the review panel in evaluating Proposals for business viability and operational standards that the applicant intends to employ, and assess how they relate to building and zoning codes, City design standards, and other sections of the Benicia Municipal Code.

ACKNOWLEDGEMENTS

The applicant acknowledges that submitting this Application and associated documentation does not entitle them to a Cannabis Use Permit or a Cannabis Public Safety License, or grant them any rights or privileges to operate a cannabis business in Benicia. The applicant also acknowledges that all fees associated with this application are non-refundable, and that the Community Development Department will retain the authority to inspect and assess the business premises and property.

Entity/Applicant Name: HAH7, LLC
Proposed Facility Address: 2044-2046 Columbus Pkwy, Benicia, CA 94510
Authorized Agent (print): Ryan Kunkel Title: CEO
Signature:  Date: 9/9/18

APPLICANT: Complete all sections. Please print legibly.

Project Address 2044-2046 Columbus Pkwy, Benicia, CA 94510

APN (s) 0079-020-600 Cross Street Rose Dr Sq. ft./Acreage Approx. 4,425 ft²

Applicant Name Ryan Kunkel Company HAH 7, LLC

Street Address 3958 6th Ave NW

City Seattle State WA Zip Code 98107

Phone (206) 889-0583 Email Core@haveaheartcc.com

Owner's Name Ryan Kunkel Company HAH 7, LLC

Owner's Street Address 3958 6th Ave NW

City Seattle State WA Zip Code 98107

Phone (206) 889-0583 Email Core@haveaheartcc.com

Additional Contact Information

Architect _____

Engineer _____

Other _____

If additional owners, please add them below.

Owner's Name Charles Boyden Company HAH 7, LLC

Owner's Street Address 1813 Arbutus Ave

City Chico State CA Zip Code 95926

Phone 520-250-8988 Email chipboyden@haveaheartcc.com

Owner's Name _____ Company _____

Owner's Street Address _____

City _____ State _____ Zip Code _____

Phone _____ Email _____

Owner's Name _____ Company _____

Owner's Street Address _____

City _____ State _____ Zip Code _____

Phone _____ Email _____

Owner's Name _____ Company _____

Owner's Street Address _____

City _____ State _____ Zip Code _____

Phone _____ Email _____

1. **Provide eight (8) copies of the following on sheet size ARCH D, 24 x 36 inches, folded to be 8.5 x 11 inches.** Rolled plans will not be accepted. **Also provide one (1) electronic copy of all required documentation.** Submission must be a single searchable PDF.
 - a. Conceptual building and site plans
 - b. Vicinity Map

2. **Conceptual plans must be fully dimensioned, clear, legible and reproducible, and must include the following information:**
 - a. Plans must include:
 - i. Site plan
 - ii. Floor plan(s)
 - iii. Roof plan
 - iv. Building Elevations
 - b. Approximate size/area of the parcel (in square feet or acres)
 - c. Existing and proposed building footprints and/or structures (gross floor area)
 - d. All existing and proposed streets and parking areas
 - e. Approximate location of all creeks, trees, shoreline, known wetland and flood plain areas
 - f. All internal and external equipment, including HVAC systems, manufacturing machinery, etc.

3. **The Vicinity Map must be clear, legible and reproducible, and must include the following information:**
 - a. Location of the project area
 - b. A radius of 600 feet from the property boundary
 - c. Existing roads and properties
 - d. Existing building footprints
 - e. Existing land use for all adjacent/shown properties
 - f. Existing schools (including grades kindergarten to 12)
 - g. Aerial photography may be provided in addition to the above requirements. It must be legible and have buildings labeled

4. **Provide additional information** that will help the city understand the project such as existing site or building photos, topographic surveys, site surveys, landscaping plans, color or material selections, details of anticipated water or wastewater usage, or information about hazardous materials.

Proposed Project

Please complete this chart. If an item is included, or will be changed as part of the project, please elaborate.

	No	Yes	Explanation
Tenant Improvements		X	Complete interior remodel and security upgrades
Parking	X		
• New Spaces	X		
• Removing Spaces	X		
Improvements and/or Structures in Public Right-of-Way	X		
Exterior			
• Building Modifications	X		
• Mechanical Equipment		X	
• Lighting		X	Exterior lighting will be updated to reflect the security plan and pursuant to BMC Title 15.
Masonry	X		
Land			
• Grading	X		
• Landscaping		X	Landscaping will be adjusted to ensure that all ground cover on the premises is less than 24" in height and that trees are pruned to have canopies greater than 6'.
• New Trees	X		
• Removing Trees	X		
Hazardous Materials	X		

Operational Plans

Please complete this chart. If an item is included, or will be changed as part of the project, please elaborate.

	No	Yes	Explanation
Number of Estimated Employees		X	The applicant estimates initially hiring 25 employees as part of this project.
Proposed Hours of Operations		X	Proposed hours of operation are 10 AM to 8 PM, 7 days a week.
Production of Edible and/or Consumable Products	X		
Noise to be Generated On-Site	X		
Cannabis-Related Mechanical Equipment	X		
Outdoor Storage and/or Uses	X		
Use or Storage of Hazardous Materials	X		
Transportation Plans	X		The applicant will only be receiving products from distributors at a frequency of two per day M-F.
Expected Occupant/Tenant Traffic		X	Occupant traffic is expected to be 80 customers per day between the hours of 10 AM and 8 PM. Two delivery drivers will use the back area behind the retail store, with one driver visiting the store per hour.
Cannabis Delivery and/or Distribution		X	Cannabis delivery will take place with Have a Heart Benicia owned vehicles. See Business Plan in Appendix 8 of Preliminary Cannabis Application for more information.
Proposed Delivery and/or Distribution Hours		X	The applicant proposes delivery between the hours of 10 AM and 8 PM, 7 days a week.

THIS IS A PRELIMINARY CANNABIS APPLICATION FORM AND NOT A BUILDING PERMIT OR PLANNING OR ENGINEERING APPLICATION. ADDITIONAL SITE PLANS & DETAILED INFORMATION WILL BE REQUIRED WITH THE PLANNING APPLICATION AND/OR PERMIT APPLICATION.

INDEMNIFICATION:

Applicant agrees to defend, indemnify, and hold harmless the City and its officers, contractors, consultants, employees, and commission members (collectively, "City") from any and all liability, loss, suits, claims, damages, costs, judgments and expenses (including attorney's fees and costs of litigation), including any appeals thereto (collectively, "proceeding") brought against the City with regard to any approvals issued in connection with the application(s) by the City, including any action taken pursuant to the California Environmental Quality Act. If Applicant is required to defend the City in connection with such proceeding, the City shall have and retain the right to approve counsel to so defend the City; and all significant decisions concerning the manner in which the defense is conducted; and any and all settlements, which approval shall not be unreasonably withheld. The City shall also have and retain the right to not participate in the defense, except that the City agrees to reasonably cooperate with Applicant in the defense of the proceeding. If the City's Attorney's Office participates in the defense, all City Attorney fees and costs shall be paid by Applicant. Further, Applicant agrees to defend, indemnify and hold harmless the City from and for all costs and fees incurred in additional investigation or study of, or for supplementing, revising, or amending, any document if made necessary by said proceeding.

CERTIFICATION:

I hereby certify that I am the applicant or designated agent named herein and that I am familiar with the rules and regulations with respect to preparing and filing this petition for discretionary action, and that the statements and answers contained herein and the information attached are in all respects true and accurate to the best of my knowledge and belief.

SIGNATURE OF APPLICANT OR AGENT: *M. M. L.*

Date: 9/9/18

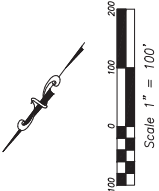
Applicant will receive an email confirming receipt of request form and packet and assign next available meeting date and time. This will be your meeting date unless you contact us to request a different available meeting date and time. If applicants miss a scheduled meeting, they will be required to reschedule for the next open date available. City of Benicia Community Development Department: (707) 746-4280 Cannabis@ci.benicia.ca.us

FOR INTAKE, STAFF USE ONLY

File # _____	Fee Paid _____	Receipt # _____
Date Received: _____	Received By _____	
Zoning _____		
Reviewers Needed:		
<input type="checkbox"/> Fire	<input type="checkbox"/> Building	<input type="checkbox"/> Planning
<input type="checkbox"/> Public Works	<input type="checkbox"/> Engineering	<input type="checkbox"/> Police
<input type="checkbox"/> Parks and Community Services	<input type="checkbox"/> Other _____	



#	ADDRESS	APN	ZONING
1	2580 COLUMBUS PARKWAY	0079-020-140	CC
2	2600 COLUMBUS PARKWAY	0079-020-140	CC
3	2020 COLUMBUS PARKWAY	0079-020-600	CC
4	2026 COLUMBUS PARKWAY	0079-020-610	CC
5	1880 COLUMBUS PARKWAY	0079-020-580	CC
6	NO ADDRESS	0079-020-140	OS
7	NO ADDRESS	0079-020-510	OS
8	NO ADDRESS	0079-020-450	OS
9	2100 COLUMBUS PARKWAY	0079-020-650	CC
10	1101 ROSE DRIVE	0086-410-200	CC
11	973 ROSE DRIVE	0086-410-XXX	RM
12	1100 ROSE DRIVE	0086-410-200	CC
13	NO ADDRESS	0086-410-130	CC
14	CAMBRIDGE DRIVE	0079-711-270	RM



PROJECT DATA (EXISTING BUILDING):

ADDRESS: 2044 / 2046 COLUMBUS PARKWAY
 BENICIA, CA 94510
 ASSESSOR'S PARCEL NUMBER: 0079-020-600
 EXISTING ZONING: CC - GENERAL COMMERCIAL
 BUILDING AREA: UNIT 2044 ~2,400 SF
 UNIT 2046 ~2,025 SF
 NUMBER OF STORES: 1
 COMMON AREAS FOR COMPLEX
 SITE PARKING: 164
 STANDARD ACCESSIBLE: 8
 TOTAL: 172
 PARKING COUNT (COMPLEX):
 STANDARD ACCESSIBLE: 8
 TOTAL: 172

LEGEND:

- APN ASSESSOR'S PARCEL NUMBER
- PM PARCEL MAP, SOLANO COUNTY RECORDS, AS NOTED
- RM SUBDIVISION MAP, SOLANO COUNTY RECORDS, AS NOTED
- SF SQUARE FEET
- SUBJECT BOUNDARY LINE
- - - ADJACENT BOUNDARY LINE
- ▨ 600' RADIUS
- ▨ STRUCTURE LINE

SURVEY NOTES:

1. RECORD BOUNDARY INFORMATION SHOWN HEREON, AS PROVIDED BY RECORD DOCUMENTS THIS IS NOT A RECORD OF SURVEY NOR SHOULD BE CONSTRUED AS ONE.

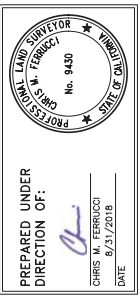
AERIAL SURVEY NOTES:

1. AS-BUILT DATA SHOWN HEREON IS REPRESENTATIVE OF EXISTING SITE CONDITIONS DURING AN AERIAL SURVEY PERFORMED ON 08/28/2018.
2. SHOT DATA ACQUIRED VIA DJI PHANTOM 4 PRO DRONE, REDUCED AND REGISTERED VIA PHOTOMASTER PRO.
3. GROUND CONTROL POINTS SET AND ACQUIRED VIA TOPCON GPS RTK NETWORK METHODOLOGY.

SURVEYOR'S STATEMENT:

THIS MAP REPRESENTS A TOPOGRAPHIC SURVEY. ALL INFORMATION SHOWN REGARDING THE BOUNDARY IS COMPILED FROM RECORD ONLY (SEE NOTE 1) AND DOES NOT REPRESENT A BOUNDARY SURVEY. NO WARRANTY, EXPRESSED OR IMPLIED, IS MADE AS TO THE ACCURACY OR COMPLETENESS OF THE BOUNDARY INFORMATION SHOWN HEREON.

SHEET INDEX:
 SHEET 1 VICINITY MAP
 SHEET 2 SITE PLAN



VICINITY MAP
 2044 / 2046 COLUMBUS PARKWAY
 BENICIA, CALIFORNIA
 PREPARED FOR: BAY AREA REALTY OF BUSINESS

THIS AERIAL SURVEY WAS PERFORMED ON 08/28/2018. THE SURVEYOR HAS NOT CONDUCTED A VISUAL INSPECTION OF THE SITE OR THE BOUNDARY INFORMATION SHOWN HEREON. THE SURVEYOR'S STATEMENT IS LIMITED TO THE ACCURACY OF THE SURVEY DATA ACQUIRED VIA THE DJI PHANTOM 4 PRO DRONE, REDUCED AND REGISTERED VIA PHOTOMASTER PRO. THE SURVEYOR DOES NOT WARRANT THE ACCURACY OR COMPLETENESS OF THE BOUNDARY INFORMATION SHOWN HEREON.

LEGEND:

- APN ASSESSOR'S PARCEL NUMBER
- PM PARCEL MAP, SOLANO COUNTY RECORDS, AS NOTED
- SF SQUARE FEET
- SUBJECT BOUNDARY LINE
- - - ADJACENT BOUNDARY LINE
- APPROXIMATE SUBJECT UNIT
- APPROXIMATE ADJACENT UNIT
- /// STRUCTURE LINE
- 20XXX ADDRESS NUMBER

SURVEY NOTES:

1. RECORD BOUNDARY INFORMATION SHOWN HEREON AS PROVIDED BY RECORD DOCUMENTS. THIS IS NOT A RECORD OF SURVEY NOR SHOULD BE CONSTRUED AS ONE.
2. ANY EASEMENTS OF RECORD ARE NOT SHOWN HEREON.

AERIAL SURVEY NOTES:

1. AS-BUILT DATA SHOWN HEREON IS REPRESENTATIVE OF EXISTING SITE CONDITIONS DURING AN AERIAL SURVEY PERFORMED ON 08/28/2018.
2. AERIAL SURVEY DATA ACQUIRED VIA DJI PHANTOM 4 PRO DRONE, REDUCED AND RECTIFIED VIA PIX4D MAPPER PRO.
3. GROUND CONTROL POINTS SET AND ACQUIRED VIA TOPCON GPS RTK NETWORK METHODOLOGY.

PROJECT DATA (EXISTING BUILDING):

ADDRESS: 2044 / 2046 COLUMBUS PARKWAY
 BENICIA, CA 94510

ASSESSOR'S PARCEL NUMBER: 0079-025-600

EXISTING ZONING: CG - GENERAL COMMERCIAL

BUILDING AREA: UNIT 2044 ~2,400 SF
 UNIT 2046 ~2,025 SF

NUMBER OF STORIES: 1

SITE PARKING: COMMON AREAS FOR COMPLEX

PARKING COUNT (COMPLEX):
 STANDARD: 164
 ACCESSIBLE: 9
 TOTAL: 172

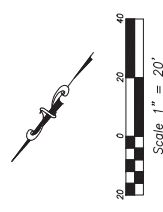
1080
 Main Street, Suite 110, Box 991, Berkeley, California 94709
 (707) 746-5818 Fax (707) 746-0496
 Dan Cullen PCE 2018
 Rod Sherry PCE 0157

CSP
 & Associates, Inc.
 Civil Engineering - Surveying

SITE PLAN
 2044 / 2046 COLUMBUS PARKWAY
 PREPARED FOR: BAY AREA REALTY PARTNERSHIP
 BENICIA, CALIFORNIA

SCALE: AS NOTED
 DATE: 08/27/2018
 DESIGN BY: C.F.
 DRAWN BY: C.F.
 CHECKED BY: R.S.
 FIELD BOOK:
 SHEET NUMBER:

2
 OF 2 SHEETS
 PROJECT # 18187



THIS IS AN AERIAL SURVEY AND NOT A RECORD OF SURVEY. THE INFORMATION SHOWN HEREON IS REPRESENTATIVE OF EXISTING SITE CONDITIONS DURING AN AERIAL SURVEY PERFORMED ON 08/28/2018. THE INFORMATION SHOWN HEREON IS NOT A RECORD OF SURVEY NOR SHOULD BE CONSTRUED AS ONE. ANY EASEMENTS OF RECORD ARE NOT SHOWN HEREON. THE INFORMATION SHOWN HEREON IS NOT A RECORD OF SURVEY NOR SHOULD BE CONSTRUED AS ONE. ANY EASEMENTS OF RECORD ARE NOT SHOWN HEREON.

REV	DATE	DESCRIPTION

1080
 Main Street, Suite 110, Box 991, Mendocino, California 94610
 (707) 746-8218 Fax (707) 746-8496 csh@csn-engineers.com
CSN
 Civil Engineering - Surveying
 Cullen-Sherry & Associates, Inc.

PREPARED FOR: BAYS & HART FAMILY OF BUSINESSES
 BENICIA, CALIFORNIA
2044 / 2046 COLUMBUS PARKWAY
ROOF PLAN / BUILDING ELEVATIONS

SCALE: AS SHOWN
 DATE: 06/21/2018
 DESIGN BY: C.F.
 DRAWN BY: C.F.
 CHECKED BY: R.S.
 FIELD BOOK:
 SHEET NUMBER:
3
 OF 3 SHEETS
 PROJECT # 18187



EXISTING BUILDING REAR VIEW



EXISTING BUILDING FRONT VIEW



EXISTING ROOF PLAN
 1" = 10'

PROJECT DATA (EXISTING BUILDING):

ADDRESS: 2044 / 2046 COLUMBUS PARKWAY
 BENICIA, CA 94510
 ASSESSOR'S PARCEL NUMBER: 0079-020-600
 EXISTING ZONING: CG - GENERAL COMMERCIAL
 BUILDING AREA: UNIT 2044 ~2,400 SF
 UNIT 2046 ~2,025 SF
 NUMBER OF STORES: 1
 SITE PARKING: COMMON AREAS FOR COMPLEX (SEE SHEET 2)

ELEVATION NOTES:

1. BUILDING HEIGHTS SHOWN HEREON ARE TYPICAL DIMENSIONS FOR BOTH FRONT & REAR OF THE EXISTING STRUCTURE.

LEGEND:

- SF SQUARE FEET
- APPROXIMATE SUBJECT UNIT
- - - APPROXIMATE ADJACENT UNIT
- ///// STRUCTURE LINE
- [20XX] ADDRESS NUMBER

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APPENDICES TO PRELIMINARY CANNABIS APPLICATION



TABLE OF CONTENTS

- Appendix 1: Letter of Intent for Lease at 2044-2046 Columbus Parkway***
- Appendix 2: Benicia Potentially Eligible Locations and Vicinity Map Prepared by CSA***
- Appendix 3: Pre-permit Outreach Event Flyer, List of Neighbors, Photos and Questions***
- Appendix 4: 2044–2046 Columbus Parkway Site Plan***
- Appendix 5: Exemplary Signage Plan***
- Appendix 6: Consumer Education Materials***
- Appendix 7: Biographies***
- Appendix 8: Business Plan***
- Appendix 9: Gantt Chart of Timeline to Operations***
- Appendix 10: List of Startup Expenses***
- Appendix 11: Five Year Pro Forma***
- Appendix 12: Evidence of Sufficient Capital to Cover Startup and Three Months of Operations***
- Appendix 13: Regulatory Compliance and Knowledge of Applicable Local & State Law***
- Appendix 14: Safety and Security Plan***
- Appendix 15: Environmental Benefits***
- Appendix 16: Training Plan***
- Appendix 17: United Food and Commercial Workers International Union Contract and Benefits Programs***
- Appendix 18: Tax Information for Existing Cannabis Businesses***
- Appendix 19: Letters of Support***
- Appendix 20: Certified Hygienist-prepared Odor Mitigation Plan***



APPENDIX 1:

LETTER OF INTENT FOR LEASE AT 2044-2046 COLUMBUS PARKWAY



3958 6TH AVE NW
SEATTLE, WA 98107

Letter of Intent to Lease
2044 - 2046 Columbus Parkway Plaza, Benicia, CA

Vijaya Properties, LLC Subleasing to the Benicia Cannabis Applicant HAH 7, LLC (Lessee) is submitting the following Letter of Intent (LOI) on Unit 2044 - 2046 Columbus Parkway Plaza to **Sekhon 2001 Family Trust (Lessor)** to Lease the above-referenced property. Lessee is willing to begin negotiations on a legally binding Lease Agreement based on the terms and conditions below.


Lessor: Sekhon 2001 Family Trust

Lessee: Vijaya Properties, LLC Subleasing to HAH 7, LLC (Benicia Cannabis Dispensary Applicant)


Property Address & Total SF: 2044 - 2046 Columbus Parkway Plaza - Retail Space - Approximately 5,000 SF +/-

Business Use Type: Commercial Cannabis Retail Dispensary Business

Condition of Space: Lessee agrees to take space "As Is"

Lease Price: 

Triple Net Charges: Tenant shall pay pro-rata share of triple net charges which is TBD

Security Deposit: 

Lease Terms : 5 year initial term with (3) 5 year renewal options after license and permit to operate use type have been granted. Each year a 3% rent escalator will be applied to base rent. First right of refusal on property.

Tenant Improvement : Lessee to negotiate with Lessor to receive 60 days free rent to complete any tenant improvements

Lease Rent/Commencement: The lease commencement date shall be upon fully executed lease agreement.

Contingency Period : This lease is contingent upon the tenant obtaining a license for a cannabis dispensary from the appropriate regulatory agencies. If at the end of the contingency period which is TBD, the tenant is unable to obtain the necessary licenses, the tenant will be unable to execute a lease agreement and the landlord will refund the deposit.

Lessee will submit application to the City of Benicia to receive a license to operate a Commercial Cannabis Dispensary Business. Lessee is required to submit information about the property to the City of Benicia. Lessee is also required to have Lessor sign Property Consent form for the Cannabis Business Application. This Lease Agreement will be contingent on Lessee being awarded license and permitting operate a Cannabis Business at this location. Both parties agree this process takes time for application review. Lessee will maintain communication throughout process to notify Lessor of progress.

Hold Harmless: Lessee shall fully defend, indemnify, and hold harmless Sekhon 2001 Family Trust, from any and all claims, lawsuits, demands, causes of action, liability, loss, damage, and/or injury, of any kind whatsoever (including without limitation all claims for monetary loss, property damage, equitable relief, personal injury and/or wrongful death, whether brought by an individual or entity, or imposed by a court of law or by administrative action of any federal, state, or local governmental body or agency, arising out of, in any way whatsoever, any acts, omissions, negligence, or willful misconduct on the part of HAH 7, LLC. This indemnification applies to an includes, without limitation, the payment of all penalties, fines, judgements, awards, decrees, attorneys' fees, and related costs or expenses, and any reimbursements to Sekhon 2001 Family Trust, for all legal fees, expenses, and costs incurred by it.


Legal Effect:

Lessee agrees to abide by all local and state regulatory obligations to operate a cannabis dispensary in the City of Benicia.

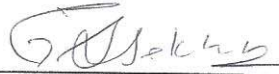
Lessee and Lessor each acknowledge that a transaction of this type involves terms and conditions which have not yet been agreed upon, and that this Letter of Intent is in no way intended to be a complete or definitive statement of all of the terms and conditions of the proposed transaction, but contemplates and is subject to the negotiation and execution of the Lease Agreement. HAH 7, LLC is aware that the Lessor may allow other cannabis applicants to apply on this location. Lessor agrees to execute a lease with the City of Benicia highest scoring dispensary applicant who has submitted on this property

The parties mutually intend that neither shall have any binding contractual obligations to the other with respect to the matters referenced herein unless or until a formal contract has been fully executed by the parties.

LESSEE


NAME: Vijaya Properties, LLC
TITLE: CEO
DATE: 7/26/18

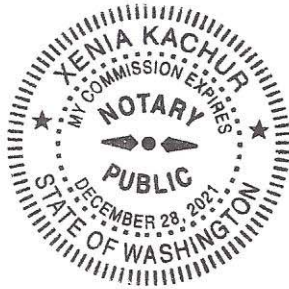
LESSOR


NAME: Sekhon 2001 Family Trust
TITLE: Property Owner
DATE:

State Of
County

This instrument was acknowledged before me 08/01/18 (date) by Ryan Kunkel

(Stamp or Seal)



XKL
(Signature of Notary)

My commission expires: 12/28/21

State Of
County

This instrument was acknowledged before me _____ (date) by _____

(Stamp or Seal)

(Signature of Notary)

My commission expires: _____

ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California
County of Alameda

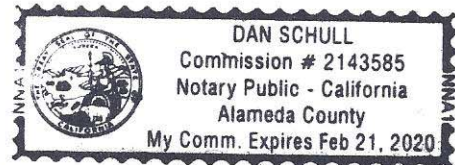
On 08/06/2018 before me, Dan Schull (Notary Public)
(insert name and title of the officer)

personally appeared Gurdip Singh Sekhon,
who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

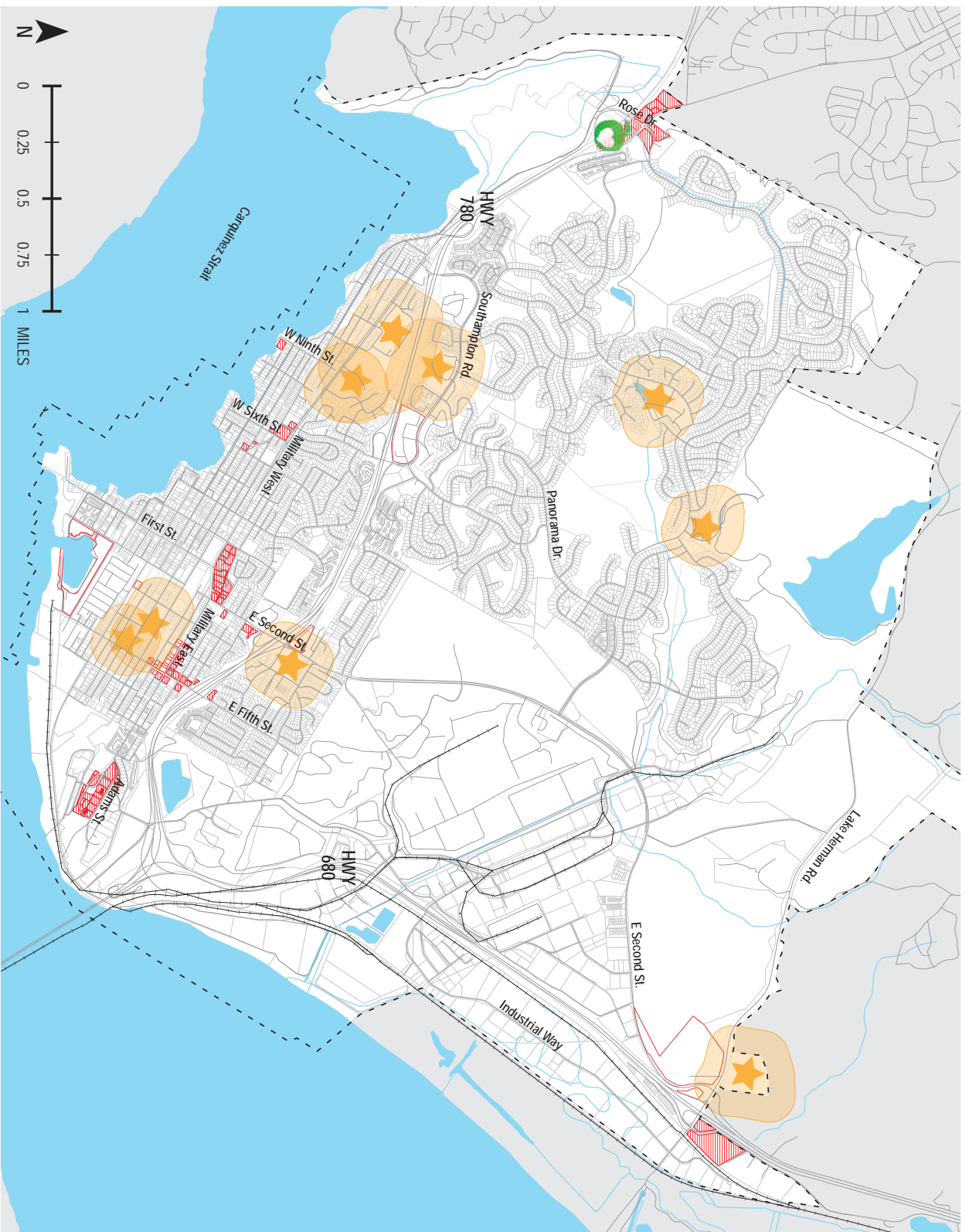
WITNESS my hand and official seal.

Signature  (Seal)





APPENDIX 2: BENICIA POTENTIALLY ELIGIBLE LOCATIONS AND VICINITY MAP PREPARED BY CSA



Cannabis Retail: Potentially Eligible Locations

 **ELIGIBLE** Parcels Zoned:
 General Commercial (CG)
 Community Commercial (CC)
 Waterfront Commercial (CW)

 **INELIGIBLE** Parcels Zoned:
 General Commercial (CG)
 Community Commercial (CC)
 Waterfront Commercial (CW)

 School

 600 Foot School Buffer

 City Limits

 Proposed Location

NOTES

1. If any part of a parcel is within 600 feet of a school, the entire parcel is ineligible for cannabis business operations.
2. A parcel's inclusion on this map does not necessarily mean that the property is available, unoccupied, or that the property owner is seeking cannabis business tenants.
3. A parcel's inclusion on this map is informational only and does not imply any endorsement of Cannabis Public Safety License or Cannabis Use Permit.
4. Parcels have been deemed ineligible for factors such as:
 - Within 600 feet of a school
 - City owned land
 - Current Alcoholic Beverage License
 - HOA bylaws

For further information please visit:
<https://www.ci.benicia.ca.us/cannabis>



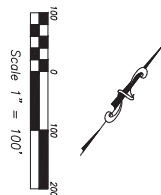
AUGUST 2018



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#	ADDRESS	APN	ZONING
1	2044 COLUMBUS PARKWAY	0079-020-400	C2
2	2046 COLUMBUS PARKWAY	0079-020-400	C2
3	2028 COLUMBUS PARKWAY	0079-020-400	C2
4	2028 COLUMBUS PARKWAY	0079-020-410	C2
5	1980 COLUMBUS PARKWAY	0079-020-460	C2
6	NO ADDRESS	0079-020-140	C2
7	NO ADDRESS	0079-020-510	C2
8	NO ADDRESS	0079-020-450	C2
9	2100 COLUMBUS PARKWAY	0079-020-450	C2
10	1101 ROSE DRIVE	0086-410-200	RM
11	923 ROSE DRIVE	0086-410-200	C2
12	1100 ROSE DRIVE	0086-410-150	C2
13	NO ADDRESS	0079-020-150	C2
14	CAMBRIDGE DRIVE	0079-020-210	RM



PROJECT DATA (EXISTING BUILDING):

ADDRESS: 2044 / 2046 COLUMBUS PARKWAY
 BENICIA, CA 94510
 ASSESSOR'S PARCEL NUMBER: 0079-020-400
 EXISTING ZONING: C2 - GENERAL COMMERCIAL
 BUILDING AREA: UNIT 2044 ~2,400 SF
 UNIT 2046 ~2,025 SF
 NUMBER OF STORIES: 1
 SITE PARKING: COMMON AREAS FOR COMPLEX
 PARKING COUNT (COMPLEX): STANDARDS 144 ACCESSIBLES 8 TOTAL 152

LEGEND:

- APN ASSESSOR'S PARCEL NUMBER
- PM PARCEL MAP, SOLANO COUNTY RECORDS, AS NOTED
- RM SUBDIVISION MAP, SOLANO COUNTY RECORDS, AS NOTED
- SF SQUARE FEET
- SUBJECT BOUNDARY LINE
- - - ADJACENT BOUNDARY LINE
- 60' RADIIUS
- STRUCTURE LINE

SURVEY NOTES:

1. RECORD BOUNDARY INFORMATION SHOWN HEREON AS PROVIDED BY RECORD DOCUMENTS. THIS IS NOT A RECORD OF SURVEY AND SHOULD BE CONSIDERED AS ONE.

SURVEYOR'S STATEMENT:

THIS MAP REPRESENTS A TOPOGRAPHIC SURVEY. ALL INFORMATION SHOWN REGARDING THE BOUNDARY IS COMPILED FROM RECORD DOCUMENTS. THIS IS NOT A GENERAL & BOUNDARY SURVEY. NO WARRANTY, EXPRESS OR IMPLIED, IS MADE BY THE SURVEYOR AS TO THE ACCURACY OF THE BOUNDARY INFORMATION SHOWN HEREON.

AERIAL SURVEY NOTES:

1. AS-BUILT DATA SHOWN HEREON IS REPRESENTATIVE OF EXISTING SITE CONDITIONS DURING AN AERIAL SURVEY PERFORMED ON 09/28/2016.
2. BENCH SURVEY DATA ACQUIRED VIA DJI PHANTOM 4 PRO DRONE. BENCH SURVEY RESTRICTIONS APPLY TO THIS DATA.
3. GROUND CONTROL POINTS SET AND ACQUIRED VIA TOPCON GPS RIK NETWORK METHODOLOGY.

SHEET INDEX:

SHEET 1: VIGNET, MAP
 SHEET 2: SITE PLAN

PREPARED UNDER
 DIRECTION OF:

 CHRIS A. TERRIORI
 DATE: 8/15/2016

SCALE: AS NOTED	DATE: 06/27/2016	<p>Cullen-Sherry & Associates, Inc. Civil Engineering - Surveying 1080 Adams Street, Suite A - P.O. Box 501, Benicia, California 94610 (707) 745-5810 or (707) 744-9439 cs@csa-engineers.com Dan Cullen RCE 26165 Rod Sherry RCE 61537</p>
DESIGN: C.S.	CHECKED: R.S.	
FIELD BOOK:	SHEET NUMBER:	
PROJECT # 18197	OF 2 SHEETS	



APPENDIX 3:

PRE-PERMIT OUTREACH EVENT FLYER, LIST OF NEIGHBORS, PHOTOS AND QUESTIONS



On August 30, 2018, Have a Heart Benicia conducted a community workshop with local businesses. Flyers were distributed to all businesses and individuals within a 300 ft radius of Have a Heart Benicia’s proposed retail cannabis facility at 2044 Columbus Parkway. An image of the flyer distributed is presented in Figure 1 and can also be found online at:

<https://haveaheartcc.com/beniciaworkshop>

A list of all neighboring businesses contacted by Have a Heart Benicia representatives is provided in Table 1. All businesses were receptive, with a few specific concerns raised. Several neighbors in the Parkway Plaza reported issues with break-in attempts into their businesses along the backside of the building. One expressed the concern that these activities may increase with the addition of a cannabis retail store. The community outreach team was able to address these fears after explaining the robust Have a Heart safety and security measures developed by licensed California security contractor, MPS Security Services, including twenty four hour monitored video surveillance, security patrols, and alarm systems that alert emergency responders and store management will actually discourage and prevent crime in the area.



Figure 1: Image of flyer distributed to businesses near Have a Heart’s proposed location.

An additional concern raised is the potential for odor to emanate from the proposed business. All items sold at Have a Heart businesses are pre-packaged and sealed (in accordance with California Bureau of Cannabis Control (“BCC”) regulations), which will dramatically reduce potential odor from products. Furthermore, a Certified Industrial Hygienist-stamped odor abatement strategy is integrated as part of the retail store design. Details of the system are described further in Appendix 20 ‘Certified Hygienist-prepared Odor Mitigation Plan’.

Concerns about children accessing cannabis products were also addressed. Have a Heart has developed an extensive anti-diversion strategy that is discussed in further detail in Appendix 14 ‘Security Plan Developed in Consultation with a Licensed Third Party Security Professional’.



Figure 2: Image of Have a Heart Director of Licensing—Josh Udovich—at the Community Workshop at the Benicia Public Library.

The Company’s strict compliance policy requires identity verification as a condition of entry into the retail store and strictly enforces “no loitering” on the premises. This policy works in conjunction with our on-site, California State licensed uniformed security service and random vehicular patrols who function to prevent diversion to anyone other than the age-verified customers. Customers are duly informed of the rules and regulations surrounding recreational cannabis and are explicitly instructed on storage methods to keep cannabis products away from children. All cannabis sold at the retail location will be placed in sealed exit packaging;



opening the sealed packaging while within the vicinity of the business will result in guests receiving warnings and, in the case of repeat offenses, being banned from the store.

The concerns raised were discussed in-person and the aforementioned improvements have been incorporated into the business and operations model contained within this proposal. Have a Heart Benicia looks forward to working with its neighbors to improve the Benicia community.

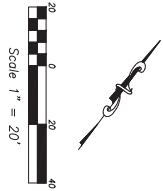
Business Name/Individual Name	Address	Phone Number
Chevron/Subway	2052 Columbus Pkwy, Benicia, CA 94510	(707) 746-1555
South villa Chinese Restaurant	2040 Columbus Pkwy, Benicia, CA 94510	(707) 747-1688
Benicia Coffee Company	2036 Columbus Pkwy, Benicia, CA 94510	(707) 746-1242
Mirchi Indian Grill	2032 Columbus Pkwy, Benicia, CA 94510	(707) 297-6328
Benicia Boxing and Martial Arts	2002 Columbus Pkwy, Benicia, CA 94510	(707) 747-1722
A Lily of Gold Spa	2006 Columbus Pkwy, Benicia, CA 94510	(707) 747-5000
Annie's Nails	2004 Columbus Pkwy, Benicia, CA 94510	(707) 747-6688
Kumon	2000 Columbus Pkwy, Benicia, CA 94510	(707) 747-6284
Burger King	1980 Columbus Pky, Benicia, CA 94510	(707) 746-1980
Napol Pizza and Pasta	2062 Columbus Pkwy, Benicia, CA 94510	(707) 746-8906
Michelle's Day Spa For Beauty	2068 Columbus Pkwy, Benicia, CA 94510	(707) 751-1423
Good Nails	2072 Columbus Pkwy, Benicia, CA 94510	(707) 745-0968
Daily Donuts	2074 Columbus Pkwy, Benicia, CA 94510	(707) 297-6101

Table 1: Columbus Parkway Outreach—businesses contacted by Have a Heart Benicia



APPENDIX 4: 2044-2046 COLUMBUS PARKWAY SITE PLAN

THIS DRAWING AND ANY RELATED TO THE PLAN SHALL BE VALID ONLY AS A REFERENCE TO THE RECORDING OF THE PLAN. THE ASSUMPTIONS MADE IN THIS DRAWING ARE BASED ON THE INFORMATION PROVIDED TO THE ENGINEER BY THE CLIENT. THE ENGINEER HAS CONDUCTED A VISUAL INSPECTION OF THE SITE AND HAS FOUND NO EVIDENCE OF ANY UNLAWFUL ACTS OR VIOLATIONS OF ANY APPLICABLE LAWS, ORDINANCES, OR REGULATIONS. THE ENGINEER HAS ALSO CONDUCTED A VISUAL INSPECTION OF THE SURROUNDING AREA AND HAS FOUND NO EVIDENCE OF ANY UNLAWFUL ACTS OR VIOLATIONS OF ANY APPLICABLE LAWS, ORDINANCES, OR REGULATIONS. THE ENGINEER HAS ALSO CONDUCTED A VISUAL INSPECTION OF THE SURROUNDING AREA AND HAS FOUND NO EVIDENCE OF ANY UNLAWFUL ACTS OR VIOLATIONS OF ANY APPLICABLE LAWS, ORDINANCES, OR REGULATIONS. THE ENGINEER HAS ALSO CONDUCTED A VISUAL INSPECTION OF THE SURROUNDING AREA AND HAS FOUND NO EVIDENCE OF ANY UNLAWFUL ACTS OR VIOLATIONS OF ANY APPLICABLE LAWS, ORDINANCES, OR REGULATIONS.



- LEGEND:**
- APN ASSESSOR'S PARCEL NUMBER
 - PM PARCEL MAP, SOLANO COUNTY RECORDS, AS NOTED
 - SF SQUARE FEET
 - SUBJECT BOUNDARY LINE
 - - - ADJACENT BOUNDARY LINE
 - APPROXIMATE SUBJECT UNIT
 - - - APPROXIMATE ADJACENT UNIT
 - STRUCTURE LINE
 - 2044 ADDRESS NUMBER

- SURVEY NOTES:**
- RECORD BOUNDARY INFORMATION SHOWN HEREIN AS PROVIDED BY RECORD DOCUMENTS. THIS IS NOT A RECORD OF SURVEY NOR SHOULD BE CONSIDERED AS ONE.
 - ANY EASEMENTS OF RECORD ARE NOT SHOWN HEREIN.
- AERIAL SURVEY NOTES:**
- AS-BUILT DATA SHOWN HEREIN IS REPRESENTATIVE OF EXISTING SITE CONDITIONS DURING AN AERIAL SURVEY PERFORMED ON 09/28/2018.
 - AERIAL SURVEY DATA ACQUIRED VIA DJI PHANTOM 4 PRO DRONE, REDUCED AND RECTIFIED VIA PIX4D MAPPER PRO.
 - GROUND CONTROL POINTS SET AND ACQUIRED VIA TOPCON GPS RTK NETWORK METHODOLOGY.

PROJECT DATA (EXISTING BUILDING):

ADDRESS	2044 / 2046 COLUMBUS PARKWAY BENICIA, CA 94810
ASSESSOR'S PARCEL NUMBER	0079-020-800
EXISTING ZONING	CG - GENERAL COMMERCIAL
BUILDING AREA	~2,400 SF
UNIT 2044	~2,025 SF
UNIT 2046	~2,025 SF
NUMBER OF STORES:	1
SITE PARKING:	COMMON AREAS FOR COMPLEX
PARKING COUNT (COMPLEX):	
STANDARD:	164
ACCESSIBLE:	8
TOTAL:	172

SITE PLAN
2044 / 2046 COLUMBUS PARKWAY
BENICIA, CALIFORNIA
PREPARED FOR: HAVE A HEART FAMILY OF BUSINESSES


Cullen-Sherry & Associates, Inc.
 Civil Engineering - Surveying
 1080 Adams Street, Suite A - P.O. Box 801, Benicia, California 94810
 (707) 745-5110 Fax (707) 745-5100 csa@csaengineers.com
 Dan Cullen RCE 20162 Rod Sherry RCE 01537

NO.	DATE	DESCRIPTION	BY



APPENDIX 5: EXEMPLARY SIGNAGE PLAN

Exterior Signage - Locations



SIGNAGE PROPOSED FOR TWO LOCATION



PROPOSED SIGNAGE TO BE
ATTACHED TO EXISTING
6'-0" L WOOD BEAMS

SIGNAGE ELEVATION

PROJECT
HAH Exterior Signs

REVISION #
Concept R0

PROJECT #
18-169

VENUE
Coalinga

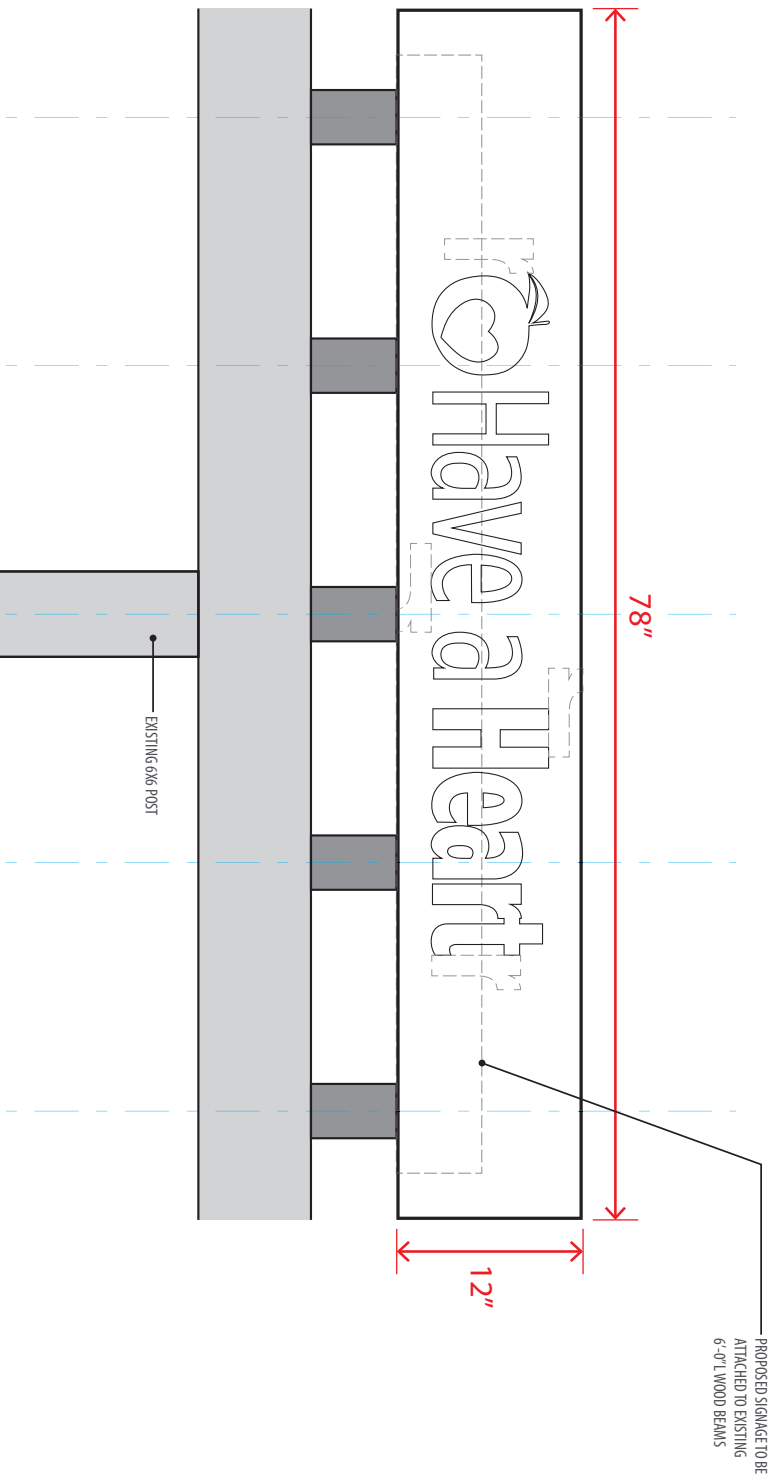
CLIENT
Have A Heart CC

DATE
30-AUG-2018

Note: The concepts, ideas, and drawings in this package do NOT represent an exact final product. These concepts or finishes serve as a means to guide the project's look and feel. Dimensions, forms, sizes and materials may change once the concepts are further developed. Any safety codes, budget, installation times, construction methods, and availability of materials affect the design and it will change as it takes all of these elements into consideration.



Exterior Signage - Concept



SIGNAGE - FRONT ELEVATION
SCALE: 1/2" = 1'-0"

PROJECT
HAH Exterior Signs

REVISION #
Concept R0

PROJECT #
18-169

VENUE
Coalinga

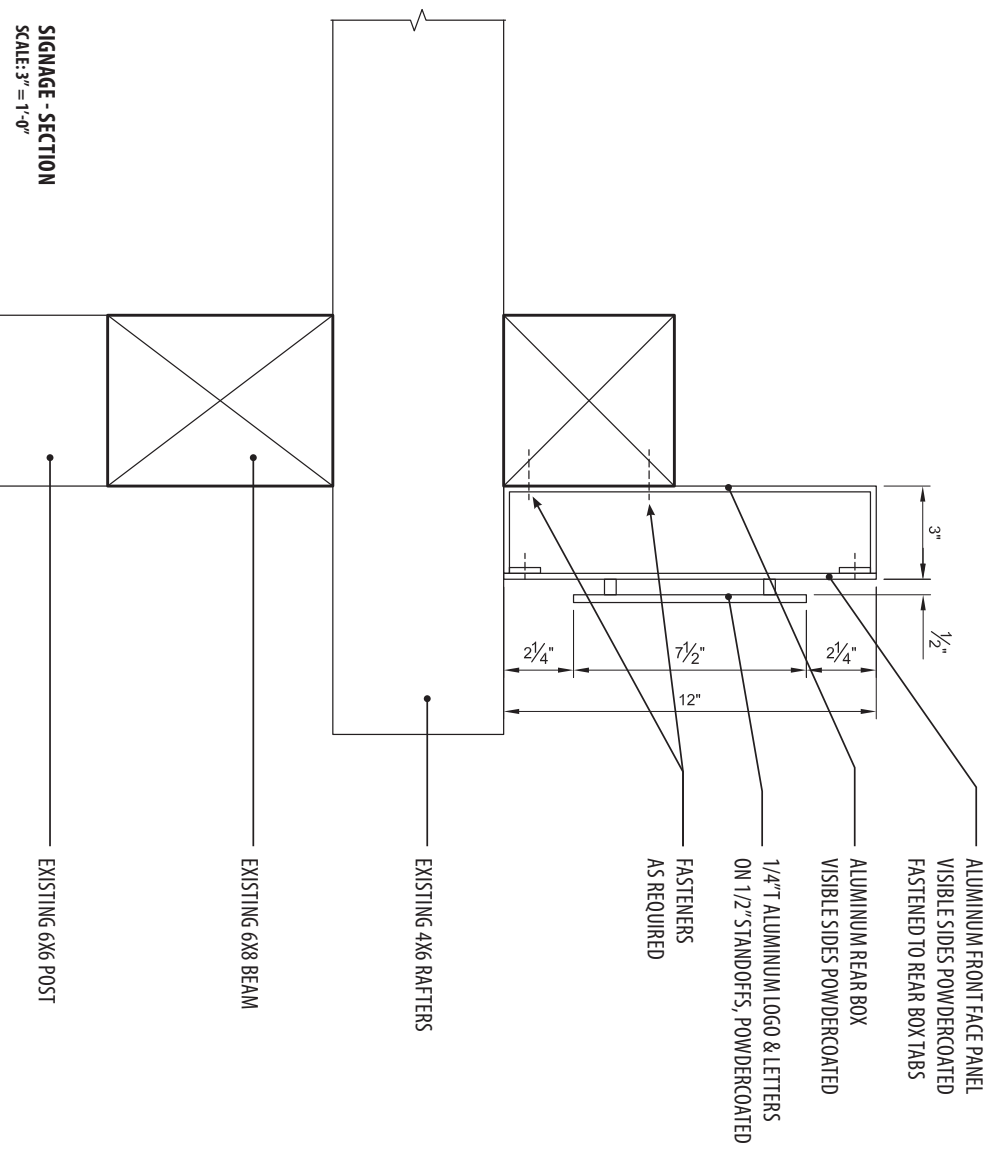
CLIENT
Have A Heart CC

DATE
30-AUG-2018

Note: The concepts, ideas, and drawings in this package do NOT represent an exact final product. These concepts or final ideas serve as a means to guide the project's look and feel. Dimensions, forms, sizes and materials may change once the concepts are further developed. My safety codes, budget, installation times, construction methods, and availability of materials affect the design and it will change as it takes all of these elements into consideration.



Exterior Signage - Section Detail



PROJECT
HAH Exterior Signs

REVISION #
Concept R0

PROJECT #
18-169

VENUE
Coalinga

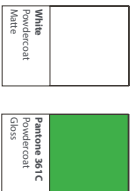
CLIENT
Have A Heart CC

DATE
30-AUG-2018

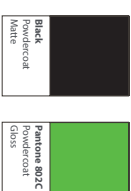
Note: The concepts, ideas, and drawings in this package do NOT represent an exact final product. These concepts or binders serve as a means to guide the project's look and feel. Dimensions, forms, size and materials may change once the concepts are further developed. Pay safety codes, budget, installation times, construction methods, and availability of materials affect the design and it will change as it takes all of these elements into consideration.



Exterior Signage - Colors



SIGNAGE - COLOR OPTION #1
SCALE: 1" = 1'-0"



SIGNAGE - COLOR OPTION #2
SCALE: 1" = 1'-0"

PROJECT
HAH Exterior Signs

REVISION #
Concept R0

PROJECT #
18-169

VENUE
Coalinga

CLIENT
Have A Heart CC

DATE
30-AUG-2018

Note: The concepts, ideas, and drawings in this package do NOT represent an exact final product. These concepts or highlights serve as a means to guide the project's look and feel. Dimensions, forms, sizes and materials may change once the concepts are further developed. Any safety codes, budget, installation times, construction methods, and availability of materials affect the design and it will change as it takes all of these elements into consideration.



Exterior Signage Adjacent to HAH Coalinga Store



PROJECT	REVISION #	PROJECT #	VENUE	CLIENT	DATE
HAH Exterior Signs	Concept R0	18-169	Coalinga	Have A Heart CC	30-AUG-2018

Note: The concepts, ideas, and drawings in this package do NOT represent an exact final product. These concepts or final designs serve as a means to guide the project's look and feel. Dimensions, forms, sizes and materials may change, or the concepts may be further developed. Any safety codes, budget, installation times, construction methods, and availability of materials affect the design and it will change as it takes all of these elements into consideration.



APPENDIX 6: CONSUMER EDUCATION MATERIALS



Responsible Use of Cannabis

Consuming cannabis (marijuana, weed, pot, etc.) can be risky, depending on how you use and what you do afterward. Here is important information to help you avoid harming yourself and others.



Be Safe

- Driving under the influence of cannabis is illegal and increases your risk of getting into a car crash.^{1,2}
- If you smoke or vape cannabis you may feel the effects right away, but it can take between 30 minutes and two hours to feel the effects of edibles. Edibles may have higher concentrations of tetrahydrocannabinol (THC, the active ingredient in cannabis). If you eat too much too fast, you are at higher risk for poisoning.³
- Smoke from cannabis contains many of the same toxins and chemicals found in tobacco smoke and inhaling it can increase your risk of developing lung problems.^{4,5}
- If you are pregnant or breastfeeding, or plan to become pregnant soon, leading doctors' organizations recommend that you do not use cannabis.^{6,7}
- Young people who use cannabis regularly can harm their memory and ability to learn. There is also a greater risk for depression, anxiety, and schizophrenia.^{8,9,10,11}

- Even though it is legal under California law, employers can prohibit the use of cannabis by employees. Know your workplace cannabis policies.¹²
- Protect your pets. Store cannabis safely out of reach of dogs, cats, and other animals. If you think your pet may have eaten cannabis, call your veterinarian.¹³

Keep Children Safe

Cannabis affects children more strongly than adults. Children are at higher risk for poisoning from cannabis, especially with edibles.¹⁴ Here are some safe practices you need to know.

- Store all cannabis products in a locked area. Make sure children cannot see or reach the locked area. Keep cannabis in the child-resistant packaging from the store.
- Never use cannabis around children.
 - When you are using cannabis, make sure an adult who can look after your children is nearby.
- Secondhand cannabis smoke contains THC and other chemicals that can affect the health of children.^{15,16}
- If you think a child may have ingested cannabis, call the local Poison Control Center at 800-222-1222. If you think a child needs immediate medical help, call 911.

High THC Levels

- The way cannabis plants are grown has changed over the past few decades. Many plants now contain higher amounts of THC. The higher the THC content, the stronger the effects on your brain and behavior.^{17,18,19}
- Higher levels of THC may result from newer methods of using cannabis like dabbing, vaping, and/or consuming edibles.¹⁹
- High concentrations of THC are not fully understood, but can impair your judgement and coordination, and lead to poisonings, car crashes and other injuries. It can also increase your risk for acute psychosis.^{1,20,21,22}

Everyone Reacts Differently

- You may react differently to cannabis than other people, depending on which method you use, how strong the cannabis is, your gender and previous experience with cannabis or other drugs.²³
- Start with less than a single dose (less than 10 mg of THC) then wait before you use more.^{24,25}
 - Even a single dose of THC may impair your ability to drive, bike or do other activities, especially if you are a new cannabis user or just use once in a while.^{26,27}

Vaping and Concentrates

Researchers do not fully understand how using cannabis with vaporizers or using concentrated forms like waxes and oils affects your health. However, we do know:²⁸

- Vaporized and concentrated cannabis can have a lot more THC, which increases the risk of poisoning.²⁹
- The tools and high temperatures used for vaporizing cannabis may expose you to toxic substances.²⁹



Synthetic Cannabinoids

- Synthetic cannabinoids (K2, spice, spike) are not actually cannabis, but are made from another type of plant and sprayed with chemicals produced in a laboratory.^{27,30}
- Synthetic cannabinoids affect your brain more powerfully than cannabis, and may result in nausea, anxiety, paranoia, brain swelling, seizures, hallucinations, aggression, heart palpitations or chest pains.^{31,32}
- If someone you know has used synthetic cannabinoids and needs help, take the following steps:
 - Call 911 immediately if the person stops breathing, collapses, or has a seizure. These symptoms can be life-threatening and require immediate medical attention.
 - Call your Poison Control Center at 800-222-1222.

 **LET'S TALK CANNABIS**

 <http://bit.do/letstalkcannabis>
 letstalkcannabis@cdph.ca.gov

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Adult Use Cannabis Penalties

Under California law, adults 21 or older can use, carry, and grow cannabis (marijuana, weed, pot). Buying cannabis (without a valid physician's recommendation or a county-issued medical marijuana identification card) will become legal for adults 21 or older on January 1, 2018. Use of medicinal cannabis is legal if you have a valid physician's recommendation or a valid county-issued medical marijuana identification card. To buy medicinal cannabis, you must be 18 or older and either have valid physician's recommendation, a valid county-issued medical marijuana identification card, or be a Primary Caregiver as defined in Health and Safety Code Section 11362.7(d) or 11362.5(e), with a valid physician's recommendation for the patient. In addition, consistent with the Compassionate Use Act, you may possess or cultivate any amount that is reasonably related to your current medical needs.

Violations for possession or cultivation above the permitted limits, furnishing in violation of the law, or for violation of the age restriction are punishable as an infraction, misdemeanor and/or a fine, depending on the circumstances, and include mandatory drug education or counseling and community service for persons under the age of 18, and may include imprisonment for persons 18 and older. (Health and Safety Code Section 11357, 11358, 11360, and 11362.4)

Possession

Possession of up to one ounce (28.5 grams) of cannabis or 8 grams of concentrate.

Age	Penalty	Statutory Reference
Under Age 18	Infraction punishable by up to 6 hours of drug education or counseling and up to 20 hours of community service.	Health and Safety Code Section 11357
Age 18 to Under 21	Infraction punishable by a fine of not more than \$100.	Health and Safety Code Section 11357

Possession of more than one ounce (28.5 grams) of cannabis or 8 grams of concentrate.

Age	Penalty	Statutory Reference
Under Age 18	Infraction punishable by up to 10 hours of drug education or counseling and up to 60 hours of community service.	Health and Safety Code Section 11357
Age 18 and Over	Punishable by imprisonment in a county jail not more than six months or a fine of not more than \$500 or by both fine and imprisonment.	Health and Safety Code Section 11357

Possession of up to one ounce (28.5 grams) of cannabis or 8 grams of concentrate upon the grounds of, or within, any school providing instruction in kindergarten or any of grades 1-12, inclusive, during the hours the school is open for classes or school-related programs.

Age	Penalty	Statutory Reference
Under Age 18	Infraction punishable by 10 hours of drug education or counseling and up to 60 hours of community service.	Health and Safety Code Section 11357
Age 18 and Over	Misdemeanor punishable by a fine of not more than \$500 or imprisonment in a county jail for not more than 10 days or both fine and imprisonment.	Health and Safety Code Section 11357

Possessing, smoking, or ingesting cannabis or cannabis products in or upon the grounds of a school, day care center, or youth center while children are present.

Age	Penalty	Statutory Reference
Under Age 18	Infraction punishable by 10 hours of drug education or counseling and up to 60 hours of community service.	Health and Safety Code Section 11362.4
Age 18 and Over	Misdemeanor punishable by a fine of not more than \$500 or imprisonment in a county jail for not more than 10 days or both fine and imprisonment.	Health and Safety Code Section 11362.4

Possession of cannabis for sale.

Age	Penalty	Statutory Reference
Under Age 18	Infraction punishable by 10 hours of drug education or counseling and up to 60 hours of community service.	Health and Safety Code Section 11362.4
Age 18 and Over	Punishable by imprisonment in a county jail for a period of not more than six months or by a fine of not more than \$500 or both. Violations may also be punished as a felony under specified circumstances.	Health and Safety Code Section 11362.4

Possession of an open container or package of cannabis or cannabis products while driving, operating, or riding as a passenger in a motor vehicle, boat, aircraft or other vehicle used for transportation.

Age	Penalty	Statutory Reference
Under Age 18	Infraction punishable 4 hours of drug education or counseling and up to 20 hours of community service.	Health and Safety Code Section 11362.4
Age 18 and Over	Infraction punishable by a fine of not more than \$250.	Health and Safety Code Section 11362.4

Cultivation

Planting, cultivating, harvesting, drying or processing any cannabis plants.

Age	Penalty	Statutory Reference
Under Age 18	Infraction punishable by 10 hours of drug education or counseling and up to 60 hours of community service.	Health and Safety Code Section 11362.4 and 11358

Planting, cultivating, harvesting, drying or processing not more than 6 cannabis plants.

Age	Penalty	Statutory Reference
Age 18 to Under 21	Infraction punishable by a fine of not more than \$100.	Health and Safety Code Section 11358

Planting, cultivating, harvesting, drying or processing more than 6 cannabis plants.

Age	Penalty	Statutory Reference
Age 18 and Over	Punishable by imprisonment in a county jail for not more than six months or a fine of not more than \$500 or both, or as an infraction with a fine of not more than \$250. Violations may also be punished as a felony under specified circumstances.	Health and Safety Code Section 11358 and Health and Safety Code Section 11362.4

Transporting, Importing, Selling, Furnishing, Administering, or Giving Away

Transporting, importing into the state, selling, furnishing, administering, or giving away, or offering to transport, import into the state, sell, furnish, administer or give away, or attempting to import into the state or transport any cannabis.

Age	Penalty	Statutory Reference
Under Age 18	Infraction punishable by 10 hours of drug education or counseling and up to 60 hours of community service.	Health and Safety Code Section 11360
Age 18 and Over	Punishable by imprisonment in a county jail for a period of not more than six months or by a fine of not more than \$500 or both. Violations may also be punished as a felony under specified circumstances.	Health and Safety Code Section 11360

Giving away or offering to give away, or transporting, attempting, or offering to transport not more than 28.5 grams of cannabis, other than concentrated cannabis.

Age	Penalty	Statutory Reference
Under Age 21	Infraction punishable by a fine of not more than \$100.	Health and Safety Code Section 11360

Smoking or Using Cannabis

Smoking or ingesting cannabis or cannabis products in a public place.

Age	Penalty	Statutory Reference
Under Age 18	Infraction punishable 4 hours of drug education or counseling and up to 10 hours of community service.	Health and Safety Code Section 11362.4
Age 18 and Over	Infraction punishable by a fine of not more than \$100.	Health and Safety Code Section 11362.4

Smoking cannabis or cannabis products in a location where smoking tobacco is prohibited.

Age	Penalty	Statutory Reference
Under Age 18	Infraction punishable 4 hours of drug education or counseling and up to 20 hours of community service.	Health and Safety Code Section 11362.4
Age 18 and Over	Infraction punishable by a fine of not more than \$250.	Health and Safety Code Section 11362.4

Smoking cannabis or cannabis products within 1,000 feet of a school, day care center, or youth center while children are present, except in or upon the grounds of a private residence and such smoke is not detectable by others on the school or center grounds.

Age	Penalty	Statutory Reference
Under Age 18	Infraction punishable 4 hours of drug education or counseling and up to 20 hours of community service.	Health and Safety Code Section 11362.4
Age 18 and Over	Infraction punishable by a fine of not more than \$250.	Health and Safety Code Section 11362.4

For more information, consult Health and Safety Code section 11357 et seq.

https://leginfo.legislature.ca.gov/faces/codes_displaySection.xhtml?sectionNum=11357.&lawCode=HSC



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What is Legal for Adult Use?

Under California law, adults 21 or older can use, carry, and grow cannabis (marijuana, weed, pot, etc). Buying cannabis (without a valid physician's recommendation or a county-issued medical marijuana identification card) will become legal under California law for adults 21 or older on January 1, 2018. Use of medicinal cannabis is legal under California law if you have a valid physician's recommendation or a valid county-issued medical marijuana identification card. To buy medicinal cannabis, you must be 18 or older and have either have a valid physician's recommendation, a valid county-issued medical marijuana identification card, or be a Primary Caregiver as defined in Health and Safety Code Section 11362.7(d) or 11362.5(e), with a valid physician's recommendation for the patient. In addition, consistent with the Compassionate Use Act, you may possess or cultivate any amount that is reasonably related to your current medical needs.

The new California law, known as the Medicinal and Adult-Use Cannabis Regulation and Safety Act¹, includes information about where you can use cannabis, how much you can possess, and the penalties for illegal use. Here are a few things you should know.



Buying, Selling, and Giving

- If you are 21 or older, you can buy and possess up to one ounce (28.5 grams) of cannabis and up to eight grams of concentrated cannabis (separated resin, whether crude or purified, obtained from cannabis).²
 - You can only buy cannabis at retail outlets licensed by the California Bureau of Cannabis Control.³
 - Although you can legally possess cannabis, it is illegal for you to sell it without a license.⁴

- You can give up to one ounce (28.5 grams) of cannabis and up to eight grams of concentrated cannabis to a person 21 or older, but you cannot receive money or any form of compensation.⁵

Where You Can Use

- You can use cannabis on private property. But you cannot use, smoke, eat, or vape cannabis in public places and you cannot smoke cannabis or cannabis products in places where it is illegal to smoke tobacco. Property owners may ban the use and possession of cannabis on their privately owned properties.^{6,7}
- You cannot use cannabis within 1,000 feet of a school, day care center, or youth center while children are present.⁸
- Even though cannabis is legal under California law, you cannot consume or possess cannabis on federal lands like national parks, even if the park is in California.⁹ The cultivation, possession, sale, and use of cannabis in California may remain unlawful under federal law.

References

1. Senate Bill No.94, Sess. of 2017 (Cal. 2017)https://leginfo.ca.gov/faces/billTextClient.xhtml?bill_id=20170180SB94
2. California Health and Safety Code Section 11362.1
3. California Business and Professions Code Section 26140
4. Health and Safety Code Section 11359
5. California Health and Safety Code Section 11362.1

6. California Health and Safety Code Section 11362.45 (h)
7. California Health and Safety Code Section 11362.3 (a)(2)
8. California Health and Safety Code Section 11362.3
9. Controlled Substances Act (CSA) (21 U.S.C. § 811)
10. California Health and Safety Code Section 11362.3(a)(7), 11362.45(a), and 11362.3(a)(8)
11. California Health and Safety Code Section 11362.3(a)(4)



Drivers and Passengers

- If you are under the influence of cannabis while operating a car, boat, or other vehicle, a law enforcement officer can pull you over and conduct a sobriety test.¹⁰
- Having an open container of cannabis in a vehicle while driving or riding in the passenger seat is against the law. If you have cannabis in a vehicle, it must be in an approved sealed package or container. Otherwise, it must be kept in the trunk of the vehicle.¹¹
- Keep it in California. It is illegal to take your cannabis across state lines, even if you are traveling to another state where cannabis is legal.¹²



Growing and Processing

- If you are 21 or older, you can plant, cultivate, harvest, dry, and process up to six cannabis plants in your private residence or on the grounds of

your residence.¹³

- If you are growing cannabis, the plants must be in a locked space that is not visible to the public. Cities and counties may prohibit the outdoor cultivation of cannabis.
- It is against the law for you to use a volatile solvent for the manufacture of concentrated cannabis for your own personal use.¹⁴

Other Laws

- Even though it is legal under California law, employers have the right to prohibit the use of cannabis by their employees.¹⁵ Know your workplace cannabis policies.
- Cities and counties may have stricter laws about cannabis that are in addition to the state law.⁴ Know your local cannabis laws.¹⁶
- There are several penalties for violating cannabis law including fines, jail time, community service, and drug education.
- For more information about California's Medicinal and Adult-Use Cannabis Regulation and Safety Act, visit https://leginfo.legislature.ca.gov/faces/billTextClient.Xhtml?bill_id=201720180SB94

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12. Section 812 of Title 21 of the U.S. Code; California Business and Professions Code 26080

13. California Health and Safety Code Section 11362.2

14. California Health and Safety Code Section 11362.3(a)(6), California Business and Professions Code 26000 et seq.

15. California Health and Safety Code Section 11362.45

16. California Health Safety Code Section 11362.2



Medicinal Use Cannabis

California's medical cannabis laws are now included in the Medicinal and Adult-Use Cannabis Regulation and Safety Act.¹ If you use cannabis for medicinal purposes and have a current qualifying physician's recommendation or a valid county-issued medical marijuana identification card, or if you are thinking of using cannabis for medicinal purposes, here are important facts you should know.

Possessing and Buying Medicinal Cannabis

- Under California's law, if you have a valid physician's recommendation or a valid county-issued medical marijuana identification card you can use, possess and transport up to 8 ounces of dried cannabis and up to six mature plants (or 12 immature plants).² If you require a larger amount of cannabis, under the Compassionate Use Act, you may possess and cultivate any amount that is reasonably related to your current medical needs.³
- To buy medicinal cannabis, you must be 18 or older and have either a valid physician's recommendation, a valid county-issued medical marijuana identification card, or be a Primary Caregiver as defined in Health and Safety Code Section 11362.7(d) or 11362.5(e), with a valid physician's recommendation for the patient.
- If you have a valid county-issued medical marijuana identification card, you do not have to pay sales tax on medicinal cannabis products, but other taxes may apply.⁴

Where You Can Use Medicinal Cannabis

- Even with a current qualifying physician's recommendation or a valid county-issued medical marijuana identification card, there are limits on where you can use medicinal cannabis:

- You cannot smoke cannabis in places where tobacco is prohibited.
- You cannot use cannabis near a school, recreation center, youth center or on a school bus while children are present.
- You cannot use cannabis while riding in or driving a vehicle or boat.⁵
- Even though it is legal in California, employers have the right to prohibit the use of cannabis by their employees. Know your workplace cannabis policies.
- Property owners may ban the use and possession of cannabis on their privately owned properties.⁶

Obtaining a County-Issued Identification Card

You can obtain a valid county-issued medical marijuana identification card if you have one or more of the following medical conditions:⁷

- Acquired immune deficiency syndrome (AIDS)
- Anorexia
- Arthritis
- Cachexia
- Cancer
- Chronic pain

References

1. Senate Bill No.94, Sess. of 2017 (Cal. 2017) https://leginfo.ca.gov/faces/billTextClient.xhtml?bill_id=201720180SB94
2. California Business and Professions Code Section 26140 (c-1, c-2), California Business and Professions Code Sec. 5. Section 26001, California Health and Safety Code Section 11362.715 (a), Section 136
3. California Health and Safety Code Section 11362.77 (a-e)
4. Section 26001, California Health and Safety Code Section 11362.715 (a), Section

5. 136 5 California Revenue and Taxation Code Section 34011 (f)
6. California Health and Safety Code Section 11362.79 (a-e), California Health and Safety Code Section 11362.5, California Health and Safety Code 11362.712;
7. California Health and Safety Code Section 11362.785 (a)
7. California Health and Safety Code Section 11362.7



- Glaucoma
- Migraine
- Severe nausea
- Persistent muscle spasms, including, but not limited to, spasms associated with multiple sclerosis. Seizures, including, but not limited to, seizures associated with epilepsy
- Any other chronic or persistent medical symptom that either:
 - Substantially limits your ability to conduct one or more major life activities as defined in the federal Americans with Disabilities Act of 1990 (Public Law 101-336).
 - If not alleviated may cause serious harm to your safety or physical or mental health.

For more information visit the [California Department of Public Health, Medical Marijuana Identification Card Program](#).

(<https://www.cdph.ca.gov/Programs/CHSI/Pages/Medical-Marijuana-Identification-Card.aspx>)



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Medicinal Use Cannabis Penalties

Under California's medicinal cannabis laws, you can possess up to eight ounces of dried cannabis and maintain no more than 6 mature cannabis plants or 12 immature plants. If you require a larger amount of cannabis, under the Compassionate Use Act, you may possess and cultivate any amount that is reasonably related to your current medical needs. Under California law, to legally possess medicinal cannabis in California, you must meet at least one of the following requirements:

- You have a valid physician's recommendation
- You have a valid county-issued medical marijuana identification card
- You are a designated Primary Caregiver (Health and Safety Code Section 11362.7(d) and Section 11362.71 (e) or 11362.5(e), with a valid physician's recommendation for the patient).¹

To buy medicinal cannabis under California law, you must meet the requirements described above and be 18 or older. Your physician's recommendation must also be valid and in compliance with Health and Safety Code Section 11362.712. You can only buy medicinal cannabis from a retailer licensed by the Bureau of Cannabis Control.

Below is a summary of some of the penalties for illegally obtaining a physician's recommendation and illegally using medical marijuana identification cards. For information about other penalties related to the illegal use, possession and sale of medicinal cannabis please, see our Adult-Use Cannabis Penalties fact sheet.

Violation	Penalty	Statutory Reference
Fraudulently claiming or pretending to have a medical problem or providing false information to a physician, county health department or state or local law enforcement agency or officer in order to get a medical marijuana identification card.	First offense: Imprisonment in county jail for up to six months, a fine of up to \$1,000 or both. Second or subsequent offense: Imprisonment in county jail for up to one year, a fine of up to \$1,000 or both. ²	Health and Safety Code Section 1362.81 (a), (b) and (c)
Stealing or illegally using another person's medical marijuana identification card in order to obtain, grow, transport, use, produce, or distribute cannabis.	First offense: Imprisonment in county jail for up to six months, a fine of up to \$1,000 or both. Second or subsequent offense: Imprisonment in county jail for up to one year, a fine of up to \$1,000 or both. ²	Health and Safety Code Section 1362.81 (a), (b) and (c)

References

1. A primary caregiver may possess an amount of medicinal cannabis recommended by a patient's physician and consistent with the patient's needs.
2. In addition, a person who breaks this law may not be able to obtain or use a medical marijuana identification card for up to six months.

Violation	Penalty	Statutory Reference
<p>Altering a medical marijuana identification card or making a counterfeit or fake card.</p>	<p>First offense: Imprisonment in county jail for up to six months, a fine of up to \$1,000 or both.</p> <p>Second or subsequent offense: Imprisonment in county jail for up to one year, a fine of up to \$1,000 or both.²</p>	<p>Health and Safety Code Section 1362.81 (a), (b) and (c)</p>
<p>Illegally sharing, accessing, or breaching the personal information that cannabis patients provide to county health departments.</p> <p>Note: A patient’s name, address, medical condition and other personal information is private and protected by the Confidentiality of Medical Information Act (Part 2.6, Division 1 of the Civil Code).</p>	<p>First offense: Imprisonment in county jail for up to six months, a fine of up to \$1,000 or both.</p> <p>Second or subsequent offense: Imprisonment in county jail for up to one year, a fine of up to \$1,000 or both.²</p>	<p>Health and Safety Code Section 1362.81 (a), (b) and (c)</p>



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What Parents and Mentors Need to Know about Cannabis

Parents and mentors can have an impact on whether or not youth use cannabis (marijuana, weed, pot, etc.). Pre-teens, teens and youth in their early 20s often seek out new experiences and engage in risky behaviors, such as using cannabis. You can help prevent underage use by starting the conversation about cannabis with youth in your life, and make sure they are aware of potential consequences. Here are some important facts you should know about cannabis and some tips for talking to youth.



Cannabis Can Affect a Young Person's Brain

- The brains of young people do not fully develop until they reach their mid-20s. Regular cannabis use during the early years of life can lead to harmful physical changes in the brain.¹
- Research shows that when youth use cannabis their memory, learning, and attention are harmed. Some studies suggest a permanent impact as well.²

Other Negative Effects of Cannabis on Youth

- Driving under the influence of cannabis increases the risk of getting into a car crash. Cannabis can negatively affect the skills that are needed to drive safely, including reaction time, coordination, and concentration.^{3,4}
- The harmful effects of cannabis on a young person's brain may impact their educational and professional goals and how successful they are

in life.⁵ Research shows that youth who start using before 18 or who use cannabis regularly may be at higher risk for:

- Skipping classes⁶
- Getting lower grades⁷
- Dropping out of school⁸
- Unemployment or having less fulfilling jobs later in life^{8,9}
- Mental health problems may include:
 - Anxiety, depression, suicide, and schizophrenia^{10,11,12,13}
 - Cannabis dependence and a higher risk for using or abusing other substances and illegal drugs¹⁴
- Like tobacco, smoking cannabis is harmful to the lungs. The smoke from cannabis has many of the same toxins and chemicals found in tobacco smoke, and when inhaled can increase the risk of developing lung problems.^{15,16}

Young People and Cannabis Use

- In 2016, most high school students in California reported they were not using cannabis. Only about 15 percent (less than 1 in 5) reported using cannabis in the past 30 days.¹⁷

- However, most youth do not believe cannabis is harmful. Eight out of 10 youth in California, aged 12-17, reported believing using cannabis once a month was not risky.¹⁸



Tips for Encouraging Youth Not to Use Cannabis¹⁹

- Talk openly and provide guidance about the risks of using cannabis.
 - Youth who have supportive parents, teachers, and other adults are less likely to use cannabis and illegal drugs.
 - Stay positive.
 - Focus on how using cannabis can get in the way of achieving goals such as graduating high school, getting into college or getting a good job. Do not focus on negative outcomes.
- Listen carefully to the questions and thoughts youth have.
- Set shared guidelines and expectations for healthy behaviors.
 - Youth are less likely to use cannabis when parents set clear limits and house rules.
- Be aware of your own attitudes and behaviors.
 - You are a role model. If you use cannabis in front of young people, they are more likely to use it too.

Recognizing if a Youth is Using Cannabis²⁰

- Look for behavioral changes related to cannabis use such as: mood swings, spending less time with friends, skipping school, loss of interest in sports or other favorite activities and changes in grades and sleeping habits.
- Young people under the influence of cannabis may lack coordination, giggle for no reason, act silly, have red eyes and short-term memory loss.

What to Do if a Youth is Using Cannabis¹⁹

- Stay calm. Overreacting may lead youth to rebel, feel resentment or take greater risks.
- Talk about your concerns and give positive reasons for wanting youth to stop using cannabis.
- Keep the conversation open for problem solving.
- Remind youth of the ground rules you set earlier, or set new ground rules and consequences.
- If needed, seek help from trusted adults and resources in your community.
- Call 911 and get help if there is a medical or mental health emergency.

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Pregnant and Breastfeeding Women and Cannabis

Consuming cannabis (marijuana, weed, pot, etc.) can affect the health of your baby and is not recommended for women who are pregnant or breastfeeding, or who plan to become pregnant soon. Here are some important facts you should know.

Cannabis Can Harm Your Baby

- Research shows that if you use cannabis while you are pregnant or breastfeeding:
 - Your baby may be born with a lower birth weight.^{1,2}
 - A low birth weight baby is more likely to have health problems, especially in the first year of life.³
 - The growth and development of your baby's brain can be harmed.^{4,5}

How Cannabis Affects Your Baby

- No matter how you use cannabis (smoking, vaping, eating, or drinking), the active ingredient in cannabis, THC (tetrahydrocannabinol), will reach your baby in three ways:
 - Through your bloodstream and into the placenta (the organ that feeds your baby during pregnancy).^{6,7}
 - Through your breast milk.^{8,9}

“Pumping and Dumping” doesn't work. THC is stored in fat cells and is slowly released over several weeks, so it stays in your breast milk.¹⁰
 - Through secondhand smoke that enters your baby's lungs.^{11,12}



No Amount of Cannabis is Safe

- Leading doctors' organizations such as the American College of Obstetricians¹³ and Gynecologists and the American Academy of Pediatrics¹⁴ recommend that:

- If you are pregnant or thinking about becoming pregnant soon, discontinue use of cannabis.
- If you already use cannabis for medicinal purposes, discontinue use in favor of an alternative treatment which research shows is safer during pregnancy.
- Don't breathe cannabis smoke if you are pregnant. It is bad both for you and your baby because, like tobacco smoke, it lowers your oxygen levels, introduces toxins into your system and harms your lungs.^{15,16}
- Talk to your doctor about any questions you have about cannabis.¹⁷



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Cannabis Information for Health Care Providers

Research shows that cannabis (marijuana, weed, pot, etc.) use during pregnancy or breastfeeding can have negative health impacts on developing fetuses and infants. There are also harmful impacts on the health and well-being of youth when cannabis is consumed during adolescence. Here are recommendations from professional organizations serving pregnant women, their infants, and children, as well as key data and information from scientific research on the health risks associated with cannabis use.



Using Cannabis During Pregnancy is Not Recommended

- The American College of Obstetricians and Gynecologists recommend women who are pregnant or contemplating pregnancy should be encouraged to discontinue use of cannabis.¹
- If a pregnant patient is already using cannabis for medicinal purposes, use should be discontinued in favor of an alternative treatment shown to be safe during pregnancy.¹
- Possible negative effects of using cannabis during pregnancy include fetal growth restriction and low birth weight.²
- Research has demonstrated that cannabis use may increase the chance of having a stillbirth.^{3,4}
- Evidence indicates cannabis use during pregnancy,

or while breastfeeding, can affect infant neurodevelopment.^{5,6}

Using Cannabis While Breastfeeding is Not Recommended

- The American Academy of Pediatrics and other professional organizations recommend that women do not use cannabis while breastfeeding.^{7,8}
- Regardless of the method of consumption (smoking, vaping, eating, or drinking), the active ingredient in cannabis, tetrahydrocannabinol (THC), is present in the breast milk of women who use cannabis and is transmitted to infants who nurse.^{9,10}
- Infants exposed to breast milk that contains THC may have trouble nursing because of sedation, reduced muscular tone, and poor sucking ability.¹¹

How Cannabis Affects Children and Youth

- The American Academy of Pediatrics recommends infants not be exposed to cannabis, given research demonstrating it may have negative effects on health and brain development.¹²
- Secondhand smoke from cannabis products entering the lungs of infants and children contains THC as well as many of the same chemicals as tobacco smoke.^{13,14}

- The way cannabis plants are grown has changed over the past few decades. Many plants now contain higher amounts of THC. The higher the THC content, the stronger the effects on your brain and behavior.^{15,16,17}
- Since the brain is still developing into the mid-20s, using cannabis during adolescence can negatively affect the developing brain, leading to short-term and long-term consequences. Such consequences may jeopardize educational, professional, and social achievements.¹⁸
- Research shows that youth who use cannabis before age 18, or use cannabis regularly, may be at higher risk of:
 - Skipping classes¹⁹
 - Lower grades and an increased risk of dropping out of school^{20,21}
 - Unemployment or having less fulfilling jobs later in life^{21,22}
- Cannabis use in adolescence can lead to addiction and increase the risk of use or abuse of other substances and illegal drugs.^{20,23}

Cannabis Use May Affect Youth Mental Health

- Regular cannabis use has been linked to anxiety, depression, suicidal thoughts and attempts, and death by suicide, especially for teens with a family history of mental illness.^{24,25,26}
- Although rare, cannabis use also increases the risk of schizophrenia and other psychoses, with the highest risk among those who use cannabis more frequently.^{27,28}

Communicate with Your Patients

- It is important to ask your patients about their cannabis use and provide information, without judgment, about safety concerns and referral for treatment if needed.

- More than 1 in 10 pregnant and non-pregnant women reported using cannabis in the past 12 months.²⁹
- In 2016, less than 1 in 5 high school students in California reported using cannabis in the past 30 days.³⁰
- Both groups reported beliefs that there is slight or no risk of harm from using cannabis once or twice a week.^{31,32}
- As acceptance of cannabis use increases, it is important to counsel pregnant women on the potential medical consequences of use during pregnancy.^{33,34}





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Responsible Use of Cannabis

Consuming cannabis (marijuana, weed, pot, etc.) can be risky, depending on how you use and what you do afterward. Here is important information to help you avoid harming yourself and others.



Be Safe

- Driving under the influence of cannabis is illegal and increases your risk of getting into a car crash.^{1,2}
- If you smoke or vape cannabis you may feel the effects right away, but it can take between 30 minutes and two hours to feel the effects of edibles. Edibles may have higher concentrations of tetrahydrocannabinol (THC, the active ingredient in cannabis). If you eat too much too fast, you are at higher risk for poisoning.³
- Smoke from cannabis contains many of the same toxins and chemicals found in tobacco smoke and inhaling it can increase your risk of developing lung problems.^{4,5}
- If you are pregnant or breastfeeding, or plan to become pregnant soon, leading doctors' organizations recommend that you do not use cannabis.^{6,7}
- Young people who use cannabis regularly can harm their memory and ability to learn. There is also a greater risk for depression, anxiety, and schizophrenia.^{8,9,10,11}

- Even though it is legal under California law, employers can prohibit the use of cannabis by employees. Know your workplace cannabis policies.¹²
- Protect your pets. Store cannabis safely out of reach of dogs, cats, and other animals. If you think your pet may have eaten cannabis, call your veterinarian.¹³

Keep Children Safe

Cannabis affects children more strongly than adults. Children are at higher risk for poisoning from cannabis, especially with edibles.¹⁴ Here are some safe practices you need to know.

- Store all cannabis products in a locked area. Make sure children cannot see or reach the locked area. Keep cannabis in the child-resistant packaging from the store.
- Never use cannabis around children.
 - When you are using cannabis, make sure an adult who can look after your children is nearby.
- Secondhand cannabis smoke contains THC and other chemicals that can affect the health of children.^{15,16}
- If you think a child may have ingested cannabis, call the local Poison Control Center at 800-222-1222. If you think a child needs immediate medical help, call 911.

High THC Levels

- The way cannabis plants are grown has changed over the past few decades. Many plants now contain higher amounts of THC. The higher the THC content, the stronger the effects on your brain and behavior.^{17,18,19}
- Higher levels of THC may result from newer methods of using cannabis like dabbing, vaping, and/or consuming edibles.¹⁹
- High concentrations of THC are not fully understood, but can impair your judgement and coordination, and lead to poisonings, car crashes and other injuries. It can also increase your risk for acute psychosis.^{1,20,21,22}

Everyone Reacts Differently

- You may react differently to cannabis than other people, depending on which method you use, how strong the cannabis is, your gender and previous experience with cannabis or other drugs.²³
- Start with less than a single dose (less than 10 mg of THC) then wait before you use more.^{24,25}
 - Even a single dose of THC may impair your ability to drive, bike or do other activities, especially if you are a new cannabis user or just use once in a while.^{26,27}

Vaping and Concentrates

Researchers do not fully understand how using cannabis with vaporizers or using concentrated forms like waxes and oils affects your health. However, we do know:²⁸

- Vaporized and concentrated cannabis can have a lot more THC, which increases the risk of poisoning.²⁹
- The tools and high temperatures used for vaporizing cannabis may expose you to toxic substances.²⁹



Synthetic Cannabinoids

- Synthetic cannabinoids (K2, spice, spike) are not actually cannabis, but are made from another type of plant and sprayed with chemicals produced in a laboratory.^{27,30}
- Synthetic cannabinoids affect your brain more powerfully than cannabis, and may result in nausea, anxiety, paranoia, brain swelling, seizures, hallucinations, aggression, heart palpitations or chest pains.^{31,32}
- If someone you know has used synthetic cannabinoids and needs help, take the following steps:
 - Call 911 immediately if the person stops breathing, collapses, or has a seizure. These symptoms can be life-threatening and require immediate medical attention.
 - Call your Poison Control Center at 800-222-1222.

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Youth and Cannabis

Cannabis (marijuana, weed, pot, etc.) may affect your educational and professional goals and how successful you are in life. Because your health and future are important to you, here are some things you should learn about how cannabis use influences your body and brain.



Cannabis Affects Your Health

- Like cigarettes, smoking cannabis is harmful to your lungs. The smoke from cannabis has many of the same toxins and chemicals found in cigarette smoke, and when inhaled it can increase your risk of developing lung problems.^{1,2}
- The way cannabis is grown has changed and some plants now have higher levels of THC. High levels of THC can lead to poisoning, especially with edibles like cookies.^{3,4,5}
- Regular cannabis use has been linked to anxiety, depression, and suicide, especially for teens with a family history of mental illness.^{6,7,8}
- Cannabis use increases the risk of schizophrenia, although it is not common. The more cannabis you use, the higher the risk.⁹
- Using cannabis as a teen can lead to cannabis dependence and increase your risk for using or abusing other substances and illegal drugs.^{10,11}

Cannabis Affects Your Brain

- Your brain is still developing. Using cannabis regularly in your teens and early 20s may lead to physical changes in your brain.¹²
- Research shows that when you use cannabis your memory, learning, and attention are harmed. Some studies suggest a permanent impact as well.¹³

Most Teens Are Not Using Cannabis

- In 2016, most high school students in California reported they were not using cannabis. Only about 15 percent (less than 1 in 5) reported using cannabis in the past 30 days.¹⁴

Cannabis Impacts Your Goals

- The harmful effects of cannabis on your brain may impact your educational and professional goals and how successful you are in life.¹⁵ Research shows that if you start using cannabis before you are 18 or use cannabis regularly you may be at higher risk for:
 - Skipping classes¹⁶
 - Getting lower grades¹¹
 - Dropping out of school¹⁷
 - Unemployment or not getting the job that you'd like to have^{17,18}

Cannabis Affects Your Driving

- Cannabis can negatively affect the skills you need to drive safely, including reaction time,

Under California law, adults 21 or older can use, carry, and grow cannabis (marijuana, weed, pot, etc.). Buying cannabis (without a valid physician's recommendation or a county-issued medical marijuana identification card) will become legal under California law for adults 21 or older on January 1, 2018. Use of medicinal cannabis is legal under California law if you have a valid physician's recommendation or a valid county-issued medical marijuana identification card. To buy medicinal cannabis, you must be 18 or older and have either a valid physician's recommendation, a valid county-issued medical marijuana identification card, or be a Primary Caregiver as defined in Health and Safety Code Section 11362.7(d) or 11362.5(e), with a valid physician's recommendation for the patient. In addition, consistent with the Compassionate Use Act, you may possess or cultivate any amount that is reasonably related to your current medical needs. The new California law, known as the Medicinal and Adult-Use Cannabis Regulation and Safety Act²¹, includes information about where you can use cannabis, how much you can possess, and the penalties for illegal use. For more information, visit: https://leginfo.ca.gov/faces/billTextClient.xhtml?bill_id=20170180SB94.

coordination, and concentration.¹⁹

- Driving under the influence of cannabis increases your risk of getting into a car crash.²⁰

If You Break the Law

- If you are under 21 and caught in possession of cannabis you will be required to complete

drug education or counseling and community service (unless you have a valid physician's recommendation or a valid county-issued medical marijuana identification card).²¹



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APPENDIX 7: BIOGRAPHIES

Qualification of Principals

a. Ryan Kunkel - Chief Operating Officer

Ryan founded the first Have a Heart Compassion Care medical dispensary in 2011. Prior to Washington's 2015 adoption of Initiative 502, which allowed for the operation of recreational dispensaries, Ryan operated five successful Have a Heart medical cannabis dispensaries. During the regulatory changeover, all operating dispensaries were closed and new licenses were issued. Ryan received a single license in the initial lottery. In the three subsequent years, he has leveraged his inherent gift at building successful partnerships and his unmatched industry experience to establish and grow six new Have a Heart recreational and medical cannabis retail stores. Ryan's successful management of Have a Heart's operations has directly led to our position as the top retail cannabis dispensary brand in Washington, with annual gross revenue in excess of \$45M.



Figure I.2. Ryan with President Obama, 2016

Ryan also embraces the socially conscious concept of businesses "doing well by doing good," and he has instilled this philosophy at the core of Have a Heart's operations. In the dual recreational/medical market of Washington, approximately one half of all Have a Heart's cannabis transactions are medical in nature. Ryan deliberately operates the medical division at a net loss in part by providing approximately \$100,000 per year in free or low-cost "give backs" to hospitals, doctors, and families to help alleviate the suffering of children and adults afflicted with a range of qualifying life-threatening and debilitating diseases.

Ryan currently holds the following recreational and medical retail cannabis licenses:

- Hawaii: Green Aloha, LTD. file number: 249398 D1 (cultivation and medical retail);
- Washington State: Green Outfitters LLC DBA Have a Heart, license number 413798; Tierra Real Estate Group LLC, DBA Have a Heart, license number 415333; Have a Heart Compassion Care Inc, DBA Have a Heart, license number 421409;
- Iowa: HAH IA LLC, license numbers 2018-D03 and 2018-04; and
- California: HAH 1 LLC, DBA Have a Heart, has been awarded a Cannabis Retail Permit from the City of Blythe, HAH Coalinga LLC, DBA Have a Heart: License number C10-18-0000098-TEMP, and HAH 5 LLC, DBA Have a Heart, has been provisionally awarded a Cannabis Retail Permit from the City of Oakland, pending site approval.

b. Charles Boyden - Chief Strategy Officer

Charles "Chip" Boyden was born and raised in Pennsylvania and first moved to Washington after high school when he joined the army and was stationed at Fort Lewis. After serving in Operation Desert Storm and receiving an honorable discharge, he later worked in sales while completing a degree in Radiation Technology.



Chip is a founding owner of The Downtown Dispensary in Tucson, Arizona. The Downtown opened its doors in 2013 and has been voted “The Best Dispensary” in Tucson by the Tucson Weekly magazine for the past three years. In 2017, the Downtown Dispensary added a second retail location and cultivation facility. When Chip moved to Seattle, WA in 2014, his company Boyden Investment Group opened a recreational cannabis store in downtown Seattle in 2016 under the Have a Heart brand, which is currently Seattle’s top store for recreational marijuana sales.

Charles is imbued with a unique, broad perspective that has informed his thinking and guided his career. He was a successful trader in the equity derivatives market and this background coupled with his healthcare experience served him well as he evolved into a successful entrepreneur in the cannabis industry.

Charles has been in the vanguard of the cannabis legalization and regulation movement since 2008. His vigorous support for cannabis use to alleviate suffering from life-threatening diseases is partially rooted in seeing a close family member suffer from such a disease.

Charles holds the following recreational and medical cannabis retail licenses:

- Washington State: Boyden Investment Group LLC, DBA Have a Heart, license number 423379; More Steps LLC, DBA Satori, license number 421698;
- Iowa: HAH IA LLC, license numbers 2018-D03 and 2018-04; and
- Arizona: Verde Wellness Center Inc (cultivation and retail), DBA The Downtown Dispensary, license 20999202; 46 Wellness LLC, DBA D2 Dispensary, license 21189529.





RYAN KUNKEL

CHIEF EXECUTIVE OFFICER

CONTACT

(206) 889 0583
core@haveaheartcc.com
Seattle, WA

Ryan is a leading figure and pioneer in the cannabis industry and has been influencing its legal, regulatory, and operational developments since Washington legalized medical marijuana in 2011. Since then, he has grown his organization to be the Pacific Northwest's #1 revenue-generating recreational cannabis business, spanning three states and grossing over \$45M annually.

CAREER PROGRESSION & ACCOMPLISHMENTS

SKILLS

Cannabis Compliance
Acquisitions
Strategic Planning &
Development
Market Analysis
Trade Marketing
Financial Forecasting
Product Management
Efficiency Consulting
Competitive Pricing
Capital Expenditures
Revenue Management

HAVE A HEART COMPASSION CARE - RECREATIONAL | SEATTLE, WA

Founder & Chief Executive Officer, 2013-present

As the Founder and CEO of Have a Heart, Ryan established the company infrastructure, culture, and brand, and been the primary driving force for materializing the vision for optimal customer experience and rapid revenue growth. His responsibilities and accomplishments include:

- Working with local and state legislators, legal experts, and law enforcement to develop compliance procedures, processes, and controls for commercial cannabis handling, storage, and audit.
- Managing investor relations and acquiring strategic partners, the result of which grew the Have a Heart brand from one recreational storefront to six.
- Developing the corporate structure and identifying the necessary management personnel to actualize the company vision through creation and implementation of operational processes.

Political Advocate, 2011-present

As an active political presence and advocate for the legal use of commercial cannabis, with a focus on medicinal applications, Ryan has influenced the successful passage of 13 legislative bills and ordinances at the state, county, and municipal levels across Washington State.

- Founded two Political Action Committees (PACs) in Washington State and California.
- Member of the National Cannabis Industry Association (NCIA)..

HAVE A HEART COMPASSION CARE - MEDICAL | SEATTLE, WA

Founder & Chief Executive Officer, 2011-2013

Ryan founded the Have a Heart brand when medical marijuana legalization legislation passed in 2011 with the mission of supplying patients with high quality cannabis products for their respective conditions, the most prominent of which included chronic pain, effects of chemotherapy, and PTSD. His businesses became the most prominent brands in the Seattle area with the following business types providing services:

- Five Medical Marijuana Dispensaries
- Two Medical Marijuana Lounges for on-site consumption
- Medical Marijuana Delivery Services
- Medical Product Paraphernalia Store

AWARDS

BEST ATMOSPHERE

Have a Heart Fremont, 2013

BEST STAFF

Have a Heart, 2014

CANNABIS STORE OF THE YEAR NOMINEE

Have a Heart, 2016

LEAFLY LIST (BEST CANNABIS STORES): WASHINGTON, SPRING 2017

(2) Have a Heart Stores, 2017

MEDIA REFERENCES

BANKS SAY NO TO MARIJUANA MONEY, LEGAL OR NOT

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POT ENTREPRENEURS GIVE GIFT OF HOPE TO FAMILY OF ILL BOY

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THE BEST CANNABIS DISPENSARIES IN AMERICA

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LEAFLY LIST: WASHINGTON, SPRING 2017

<https://www.leafly.com/news/leafly-list/leafly-list-washington-cannabis-spring-2017>



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SKILLS

Cannabis Compliance
Acquisitions
Strategic Planning &
Development
Market Analysis
Trade Marketing
Financial Forecasting
Product Management
Efficiency Consulting
Competitive Pricing
Capital Expenditures
Revenue Management

MILITARY

US ARMY 1989-1991
Honorable Discharge

CHIEF MARKETING & COMPLIANCE OFFICER

Chip is a veteran and experienced business leader in the medical and recreational cannabis industry. He has an extensive background in implementing strategic and compliant cannabis businesses in Washington and Arizona; He oversaw the implementation of secure inventory track-and-trace systems, quality control processes and procedures, and robust POS systems in 5 cannabis retail dispensaries. Additionally, In Arizona, Chip worked with cultivation and processing, including an in-house production of medical-quality vaping pens and CBD creams.

CAREER PROGRESSION & ACCOMPLISHMENTS

HAVE A HEART COMPASSION CARE | SEATTLE, WA

Owner, Chief Marketing & Compliance Officer, 2016-present

Worked with the State of Washington and Department of Liquor and Cannabis Board to obtain licenses and properly-zoned central Seattle location. Spearheaded strategic initiatives and partnerships with investors, key suppliers, and fellow retailers in order to launch the most successful of the Have a Heart branded stores in the downtown Seattle area. This store consistently achieved top sales during its first year of operation and currently ranks #1 in Seattle.

- Ensuring security procedures, inventory tracking, and advertising strategies remain current and compliant with evolving legislature.
- Financial management, cash flow forecasting, and profit maximization analyses.
- Development of 3-year business development & growth plan.

CANNABIS ORGANIZATION OF RETAIL ESTABLISHMENTS (CORE)

Founder, 2015-present

Founded the political organization CORE in order to provide the cannabis retail businesses of Washington with a voice on legislative fronts. This coalition of retailers creates a unified voice that advocates for a safe, effective, and healthy retail environment for the sale of cannabis and related products in an economically sustainable and well-regulated marijuana industry. CORE believes that by providing a strong vision and a united message, we can establish Washington State as a leader in a safe and successful cannabis market nationwide.

SATORI | SPOKANE, WA

Co-Owner, 2015-present

Contributed to Satori's reign as the brand leader and top revenue-generator in Eastern Washington with an increase in sales month-over-month for the first 18 months of operation. Primary responsibilities were reflected in the design and development of the business infrastructure and customer experience planning.

Specific contributions have included:

- Identification of desirable store location, taking into account foot and vehicular traffic as well as neighborhood population diversity factors.
- Initial store design and build-out, establishment of security protocols, track-and-trace systems implementation, and compliance procedures.
- Financial forecasting and management; developed cash flow analyses, and expenditure and profit reports
- Managed training programs for key employees, including managers and lead buyer.

THE DOWNTOWN DISPENSARY & D2 | TUCSON, AZ

Founding Partner, 2010-present

Worked with State of Arizona to obtain license and appropriate real estate. Designed and oversaw the build-out of both locations, plus an in-house grow. Developed an in-house medical product line that includes topical creams and vaping. Worked as an owner/operator for several years before expanding into the larger Cannabis market.

Developed an in-house medical product line that includes topical creams and vapor-based products.

Consistently achieved top sales during first year of operation. Voted "Best Dispensary in Tucson" for last three years.

Oversees and assisted in developing store design, inventory procedures, cannabis compliance guidelines and overall location efficiency.

Managed performance, sales and training of 50 employees.

Helped create sustainable accountability and motivation with employees.

Financial management; developed forecast of revenue, expenditure and profit.

ST MARY'S HOSPITAL | TUCSON, AZ

Team Lead CT Radiographer, 2008-2014

Started in 2008 as an X-Ray Technician and was quickly promoted to the CT Radiographer team. Routinely worked with patients suffering from cancer, strokes and other severe medical conditions. His experience in that field has a profound influence on him and deeply cares about compassionate care for patients.

ACTIONLINK | TUCSON, AZ

Regional Manager, Merchandising Representative

Worked for several retail stores to create a compelling visual shopping experience. Trained, coached and mentored a team of 20 merchandisers on plan-o-gram compliance, proper signage, appropriate stock, gathering business insights and building relationships with both the consumers and the retailers.

- Developed an in-house medical product line that includes topical creams and vapor-based products.
- Consistently achieved top sales during first year of operation. Voted “Best Dispensary in Tucson” for last three years.
- Oversees and assisted in developing store design, inventory procedures, cannabis compliance guidelines and overall location efficiency.
- Managed performance, sales and training of 50 employees.
- Helped create sustainable accountability and motivation with employees.
- Financial management; developed forecast of revenue, expenditure and profit.

EDUCATION

PIMA MEDICAL INSTITUTE | TUSCON, AZ

Radiography Technician, AA, 2008

PIERCE COMMUNITY COLLEGE | TACOMA, WA

Business Management, AA, 1995



APPENDIX 8: BUSINESS PLAN



HAVE A HEART BENICIA BUSINESS PLAN

SECTION A: OVERVIEW

Since April of 2011, Have a Heart has provided marijuana products to medical patients, first through Washington’s initial cooperative dispensary system and now through Washington’s recreational and medical endorsement system under the regulatory supervision of the Washington State Department of Health and the Washington State Liquor and Marijuana Board (WSLCB). Have a Heart’s locations have collectively consummated over 2.5 million retail transactions, currently averaging over 3,300 transactions per day. All transactions have been monitored by the Biotrack and MJ Freeway Traceability Systems and are subject to consistent oversight by WSLCB agents. All locations enable medical patients to access medicinal marijuana products in a clean, safe, friendly, and knowledgeable environment. Have a Heart brings additional value to the communities it serves by supporting local non-profit organizations, participating in local service projects and advocacy for social change and community improvements, and providing educational opportunities to patients, caregivers, and employees. Have a Heart makes it a mission to serve and make a positive impact on the surrounding environment.

The Have a Heart Mission Statement is:

- **Have a Heart defines a new image of the marijuana industry and provides remarkable experiences for our guests, our teammates, and our business partners.**
- **By cultivating love and compassion, providing education, promoting community involvement, and striving for continuous improvement, we empower those we serve to inspire others to “do good” and lead healthy lives.**
- **We focus on sustainable profitability and professional business practices to ensure the longevity of these values.**

Have a Heart Benicia’s Business Plan is based on Have a Heart’s established core values (listed in Figure 1), operational protocols, systems, procedures, and processes, in the areas of compliance, safety and security, product procurement, training, patient and guest engagement, and patient support and education that have proven to be effective in Washington’s regulated cannabis market. This Business Plan will lay the groundwork for Have a Heart Benicia’s sustainable and long-term success in the community. With the support, experience, and knowledge of the entire Have a Heart family, Have a Heart Benicia will provide safe and convenient access to reasonably-priced cannabis through a cutting-edge retail cannabis experience to the citizens of the City of Benicia.



Family	• We foster family values through love for our guests and for one another.
Health	• We focus on team member and guest health by developing and maintaining a peaceful, positive, fun, and healing atmosphere.
Growth	• We ensure individual, team, and business growth by continuously outcompeting ourselves.
Experience	• We provide the most comfortable, committed, and friendly environment for our guests through creativity and innovation balanced with execution.
Honor	• We honor our roots and the sacrifices of those who paved the way.
Quality	• We provide the highest quality product available at fair and reasonable prices.
Community	• We foster strong community through service and support of the areas in which we live and work.

Figure 1. Have a Heart Core Values

1. Day-to-Day Operations

Operations are based on policies and procedures that are designed to ensure compliance, transparency, and safety; adding value to our local communities by supporting local non-profit organizations, providing educational opportunities to our employees and customers, providing volunteers to the community, and advocating for social change.

Have a Heart Benicia will implement its mission statement and core values the following objectives in its daily operations by:

a. Providing Responsibly Sourced, Reasonably-Priced, and High-Quality Products

In order to support licensed stores coming online in Oakland, Coalinga, Maywood, and Blythe, the Have a Heart procurement team has drawn on its extensive experience with developing robust supply chains in highly regulated markets and has already established relationships with dozens of licensed producers, processors, distributors, and micro-businesses in the State of California. Leveraging centralized buying power and strong partnerships, Have a Heart Benicia will fulfill its' objective to offer reasonably priced and high-quality products.

b. Establishing an Accessible and Welcoming Environment

Have a Heart stores are designed to welcome new and returning customers with well-designed, experience-driven and inviting spaces created in collaboration with established interior design and



construction firm, Dillon Works. As former Disney “Imagineers”, the Dillon Works team helps craft spaces that are as beautiful as they are functional and efficient.

c. Making Positive Contributions to the Surrounding Community

Have a Heart strives to make a positive impact and “Do Good” in the communities that the businesses serve. The Company promotes community outreach by offering financial and volunteer support to local non-profits and provides a platform to educate and inform community residents about medical and recreational cannabis. Have a Heart regularly participates with homeless outreach programs via the Streets Team (<http://streetsteam.org>) and veteran outreach activities with the 22 Too Many organization (www.22toomany.com). Through public forums and introductions with neighboring businesses Have a Heart will seek to better understand and add more programs that specifically meet the needs of Benicia.

SECTION B: STAFFING PLAN

Have a Heart places high value on recruiting, hiring, and retaining quality staff. The Company focuses on hiring locally and all locations have community residents comprising over 90% of in-store employees. The application process for new hires has been continuously refined since the Have a Heart ownership team began operating cannabis businesses in 2011.

Candidates are solicited for open roles through accredited hiring platforms, such as Indeed, SparkHire, and local publications. Individuals that inquire in person are directed to send a cover letter, resume, and any other relevant information to the centralized email address at careers@haveaheartcc.com. Applications received through the portals listed above are reviewed weekly and qualified applicants are directed to SparkHire’s video interview portal. At the website, the applicant records short videos of themselves answering a series of select questions about their interest in the cannabis industry, the Company, and the specific position they have applied for. This video interview is conducted either on a computer or via smart phone. For staff-level positions, the Dispensary Lead Manager reviews the video responses and the top applicants are invited for an in-person interview with the dispensary lead manager, at least one assistant manager, and either a receptionist or patient care consultant (depending on the position being applied for). When we determine a candidate has a high likelihood of success as a Have a Heart team member, we perform a background check via Goodhire.com. Fingerprinting and background checks are then completed through the Benicia Police Department. If we receive satisfactory results on the background check, the candidate is officially offered a position at Have a Heart and is scheduled for orientation.

The central leadership team performs hiring for new locations. Two lead managers from existing retail operations will relocate to Benicia for a minimum of six (6) months to ensure that operations are initiated in alignment with Company policies and procedures. Have a Heart will begin advertising for job openings ten weeks prior to the target Grand Opening date and begin interviews eight (8) weeks out. Training will begin four (4) weeks prior to opening. Have a Heart Benicia will

initially hire 25 individuals, with five (5) of the hires positioned to develop into Managers; these hires will go through patient and product consultant training. The Manager-path individuals will be promoted at their three (3) month reviews and additional staff will be brought in to replace their GCC roles.

1. Training

Have a Heart leads the cannabis industry in employee training. Prioritizing education builds successful employees, who will in turn build a successful business. Have a Heart has a reputation for providing the most knowledgeable Guest Care Consultants (“GCCs”) in Washington State. In addition to Have a Heart’s partnership with the University of Nevada, Las Vegas, where employees may obtain a “Cannabis Professional/Budtender Certification,” Have A Heart has an established internal training program that has been used to train over eight hundred (800) employees to-date. For Have a Heart Benicia, the core Have a Heart California operating manual and training materials will be adapted and refined to conform to the additional specific requirements of the Benicia Municipal Code.

Have a Heart’s robust internal training program combines on-the-job training, regular one-on-one and group learning sessions, two-way feedback and a strong support staff. This training is intended to be conducted in parallel with our online education courses. External educators will be brought in monthly to present or employees recent updates in regulatory compliance. Have a Heart Benicia vendors will also present and inform our staff about recent product developments. These education materials are designed to simultaneously inform and impassion our team.

See Appendix 16 ‘Have a Heart Benicia Training Program’ of the PCA for a detailed description of Have a Heart’s internal training program.



2. Organizational Roles

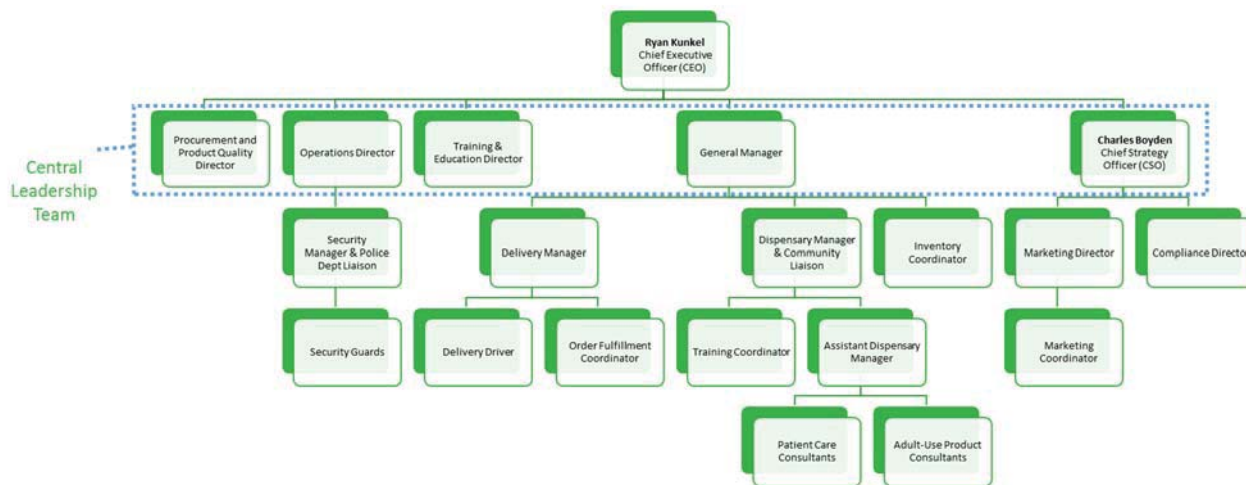


Figure 2. Organizational chart for Have a Heart Benicia.

Have a Heart Benicia will require the following positions, filled by individuals directly employed by the Company: Front Door Security Officers, Adult-Use Product and Patient Care Consultants, Inventory Coordinators, a Dispensary Manager, Dispensary Assistant Managers, and a Lead Trainer. The Applicant anticipates that the need for a minimum of 25 employees to conduct daily operations upon opening, with a minimum of 5 employees on-site during operational hours. Contracted security guards possessing a valid Department of Consumer Affairs "Security Guard Card" will also be present on-site 24-hours per day.

Dispensary Managers: Dispensary Managers are responsible for providing oversight of all day-to-day dispensary operations and compliance protocols. Have a Heart retail dispensary management teams are split into groups: Lead Managers and Assistant Managers. Have a Heart Benicia's operation will have a minimum of one Lead Manager and two Assistant Managers, and at least one of these Managers is always on site during operating hours.

Responsibilities of the Lead Manager include all the administrative tasks involved with running the dispensary. The Lead Manager acts as a community liaison and is responsible for interfacing with city officials, law enforcement, state regulators, and any media or community inquiries. Lead Managers are responsible for hiring, employee reviews, and their dispensary's compliance with all state and local regulations.

The Assistant Managers oversee inventory; employees in this role are responsible for receipt of medicine as well as inventory audits. Inventory responsibilities include a physical count of items



being received, updates to the active inventory and state traceability system, and payment for the received medical products. The Assistant Manager is also an additional resource to the Patient Care Consultants. This gives them a breadth of experience on which our employees and guests can rely.

Lead Trainer: This individual will receive at least two weeks of specialized training at an established Have a Heart store and will be responsible for managing the training needs of the entire team by ensuring that all staff members are progressing appropriately through their assigned training program and coordinating content development and overall training development with our central training team in Seattle. For hires at our Benicia retail location, the Lead Trainer will assign each new employee a training curriculum through our web-based training program, described “Training Program” section of this document.

Security Personnel: Have a Heart is committed to providing a secure dispensing site for the safety of our employees, guests and the community. Uniformed licensed security personnel that are approved by the City of Benicia and possessing a valid Department of Consumer Affairs "Security Guard Card" will be on site to ensure lawful activity on dispensary premises. They will prevent cannabis consumption on-site, monitor the premises to reduce loitering, and discourage any unlawful behavior. Have a Heart's initial staffing plan calls for having Security Personnel on site from thirty minutes before opening until thirty minutes after closing; however, at the request of the Benicia Police Department or City Administrator, Security Personal will be available to be on site 24 hours a day.

Security Officers are the first point of contact for customers at our retail locations. This position involves a breadth of responsibilities including answering questions for curious passerby inquiring about the new establishment, checking identification, and ensuring that there is a smooth flow of guests into and out of the sales area. This position requires a thorough understanding of California State laws and the Benicia Municipal Code to best fulfill these responsibilities. Front Door Security Officers are specifically trained in evaluating acceptable forms of identification and ensuring that only qualified customers are granted access to the retail area.

The Security Officer is primarily responsible for maintaining and providing a safe environment as guests move through the dispensary. A key aspect of the Security Officer's role is that they must be continuously aware of what is happening in retail sales area. If a guest or member of the community is causing a disturbance, the Security Officer will remotely alert the Shift Manager, so the Shift Manager can take over monitoring the entrance, freeing the Security Officer to address the problem. This ensures that the dispensary entrance is always staffed and secure. The reception area will have silent panic buttons that alerts local law enforcement and the alarm company if any escalation of incidents occurs or if there are any safety concerns. The Security Officer will also file a critical incident report form for each incident, which will be saved in our secure file system.

In addition, Have a Heart utilizes have an offsite surveillance team that monitors camera feeds from all of our stores. Their primary responsibility is to check cameras throughout the day to monitor compliance to ensure a safe environment. They also closely watch all stores during



opening and closing procedures to be a first line of observation in the event of a criminal incident and identify local law enforcement.

Guest Care Consultants and Patient Care Consultants: At Have a Heart, the employees that spend the most time interacting with guests are located behind the sales counter. Guest Care Consultants (GCCs) provide consultative cannabis sales to guests of Have a Heart Benicia. A specially trained subset of Have a Heart Benicia's GCCs, Patient Care Consultants (PCCs), are specially trained to help patients with medical conditions select cannabis products to treat their symptoms. Have A Heart's mission is for customers leaving our retail space to feel empowered and confident regarding their use of cannabis. The key to achieving this is to have well-educated and personable GCCs.

To perform this task to the high standards set by Have a Heart, both GCCs and PCCs must be well versed in strain types, basic cannabinoid chemistry, physiological effects, safe cannabis use, and different methods for ingesting cannabis, as well as be able to communicate this information effectively to our guests. An overview of our employee training plan is provided earlier in 'Section B: Staffing Plan – Training' of this Business Plan. PCCs have additional training in qualifying medical conditions and treatment of symptoms with medical cannabis. Their role is to facilitate purchases by providing patients and caregivers with a compassionate approach to medical dispensing. For both new and returning guests, the GCC will educate and assist the guest with the broad selection of cannabis products available for purchase at Have a Heart Benicia.

PCC will also verify that a patient's medical recommendation paperwork is correct and current by cross referencing the recommendations with a list of local medical facilities. Any unfamiliar recommendation centers will be called to verify their status. PCCs will have patients and caregivers sign a Patient Agreement Form, which shares Have A Heart's patient privacy policy, and explains to patients and caregivers the information that is conveyed between the dispensary and regulatory officials. Additionally, these forms explain the consequences for falsifying medical and personal information and communicate the requirements to abide by state and local law while on the Have A Heart premises. Phone and email information will be requested, but not required. This will allow patients to receive any updates on product recalls or other emergencies as well as an opt-in option to receive text and/or email notifications from Have A Heart regarding specials and potential product recalls. Receptionists will verify that the patient has entered and initialed all the required information prior to entering them into the queue to go into the dispensing area.

PCCs will keep patient data safe by using industry best practices to maintain patient confidentiality. Returning patients will check in with the receptionist and be asked to update any new information or review policy changes since their last visit. Patient data will be stored in a secure business management cloud-based platform, and receptionists will be trained in the process of entering and accessing patient data. Any forms completed by patients or caregivers will be entered into the business management online platform and the hard copies stored in a fireproof and locked filing cabinet. Documents will always be temporarily stored "face down" during the day to maintain patient confidentiality prior to filing. To further protect patient confidentiality, all computers will be positioned to obstruct viewing from the waiting area and fitted with a privacy shield so that



only people in front of the screen can see the information. All computers will be logged out any time the receptionist leaves the reception area.

Additional patient information, such as reward program details, will be created by the PCC and stored on the Greenbits secure POS sales system and backed up to the California State traceability system as required. Greenbits allows all logged in users to access patient information and view previous patient orders. To maintain patient confidentiality, access will be restricted to key personnel to prevent patient data from being accessed by third parties. Only Dispensary Managers will be allowed to modify data, and only owners will be able to export patient data. As a policy, this export will only be done at the request of authorized State of California organizations. Have A Heart stores have been using Greenbits for the past four (4) years; Greenbits has provided a guarantee of coverage for the state of California and will interface with the Metrc system.

In addition to assisting patients, Patient Care Consultants have additional responsibilities and duties. Opening duties include preparation of their dispensing workspace, such as turning on POS electronics and stocking their respective cash drawers, checking inventory supply levels, setting up display areas, and attending a morning meetings to discuss specials and tasks for the day. Between daily shifts, inventory levels are again checked, workspace and dispensing areas are cleaned, and cash registers are reconciled for the next shift. At the end of the business day, after the last patient has left the dispensary, PCCs will count registers and inventory, reconcile the inventory numbers in the traceability software, and return remaining product inventory to a secure product storage area. They will then clean the dispensing and secure access areas and shut down systems and computers. In addition to these daily tasks, PCCs perform weekly and monthly processes, such as safety inspections of the workplace, to ensure the highest level of compliance with state law, cleanliness, and safety to our employees and patients.

Inventory Coordinator: Inventory Coordinators handle the physical delivery of cannabis and cannabis products from our retail dispensary. They are responsible for retrieving delivery packages from the delivery staging area, verifying the contents of the order, and that correct manifest information has been provided. When Inventory Coordinators are not facilitating a delivery, they check stock levels on the dispensing floor and bring up replacement items. They are also responsible for checking back stock in Greenbits and reconciling with physical inventory through weekly audits. They identify items that require reorder and work with licensed distributors to coordinate future deliveries.

Transportation Associate: Transportation Associates handle the physical delivery of cannabis and cannabis products from our retail dispensary. They are responsible for retrieving delivery packages from the delivery staging area and verifying the contents of the order and delivery address.



SECTION C: DISPENSING PLAN

The following is a description of the dispensing process to patients and guests.

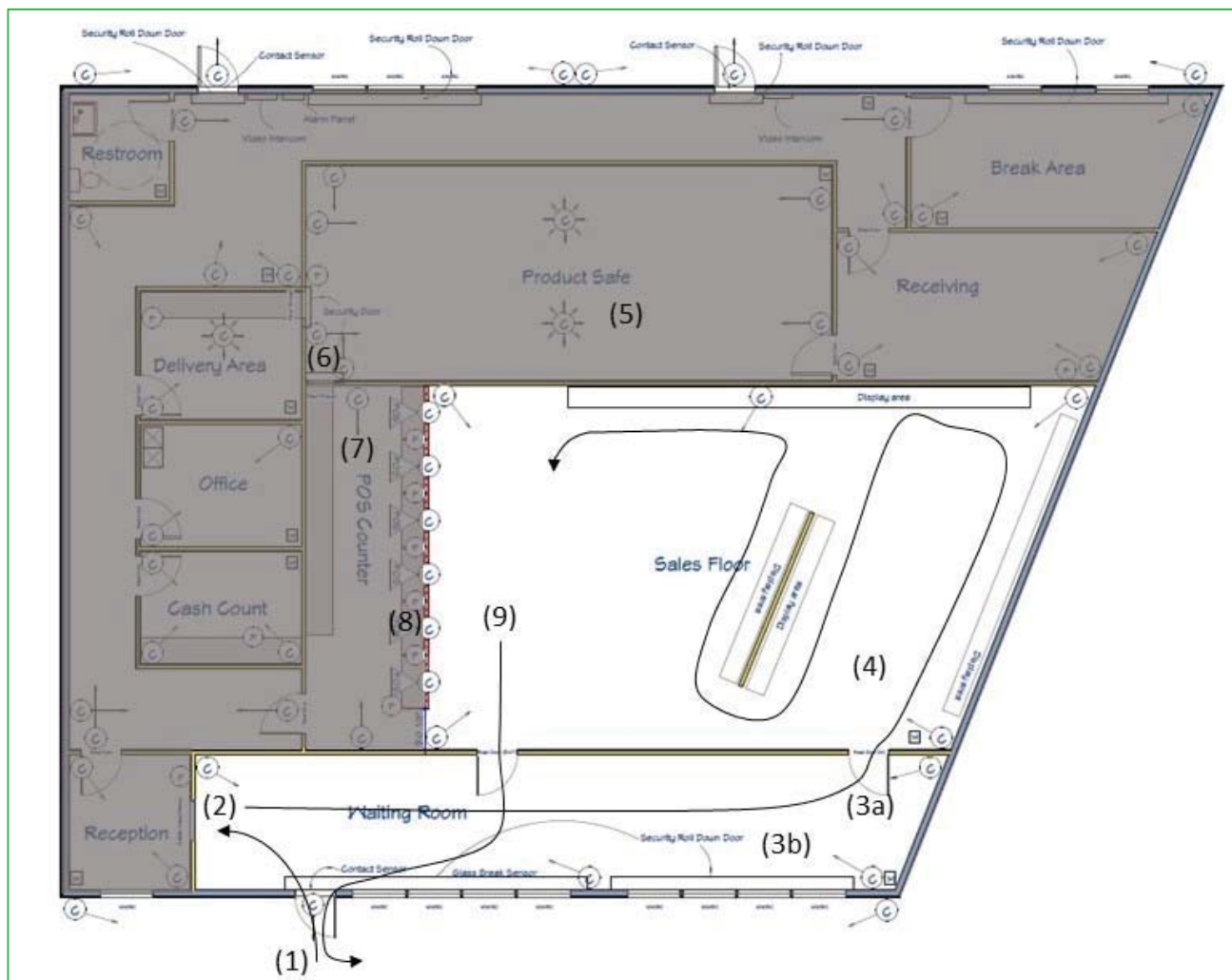


Figure 3. Schematic of patient flow at Have a Heart Benicia's proposed dispensary. The shaded area shown represents the areas off limits to public access.

The following is a description of a guest experience at the dispensary.

- a) Guests arrive at the front entrance (1) of the dispensing facility and are asked to show required age-verification identification.
- b) Guests may proceed to check in with the receptionist (2). Medical patients may complete any required paperwork associated with their physician recommendation. The receptionist will be tracking the number of guests on the sales floor, which will never exceed a ratio of two guests for every one staff member. If there is room on the sales floor, the guest will



- be directed to the sales floor entrance (3a); otherwise the guests' name will be added to the waiting list and the guest will be asked to wait in the waiting room (3b);
- c) After being admitted to the sales floor (4), guests will be able to view examples of the wide variety of cannabis goods available for sale. Guest Care Consultants and Patient Care Consultants will be available to answer any questions and to enter orders into the Have a Heart Benicia order fulfillment system. Interactive kiosks will give guests the additional option of placing an order in the system themselves (guests will also be able to place orders through the Have a Heart Benicia website to be picked up at the guest's convenience).
 - d) Once an order is entered into the Have a Heart Benicia ordering system, it will be sent to the fulfillment station in the product safe room (5) where the contents of the order will be pulled from inventory and transferred through the order pass-through window (6) to a GCC behind the sales counter (7).
 - e) The GCC will then call the name and/or order number associated with the fulfilled order and direct the responding guest to a POS station (8). At the POS station, the GCC will reverify the guests age and physician authorization, if applicable, and then complete the transaction through the Greenbits POS system.
 - f) Guests will exit the dispensing area through the sales floor exit (9) and then exit the facility.



SECTION D: DELIVERY PLAN

Have a Heart Benicia will be in a uniquely advantageous position to provide safe and reliable cannabis delivery services to the Benicia community due to its ability to leverage Have a Heart's statewide delivery experience and infrastructure. By the time Have a Heart Benicia opens its doors in August/September 2019, Have a Heart will have been conducting licensed delivery operations from its Oakland, Maywood, and Coalinga locations for nearly a year.

In the event of receiving a delivery order via the Have a Heart online portal, delivery orders will be forwarded to a GCC for fulfillment. When the products in the order are assembled, the GCC will bundle the products together into an opaque, tamper-resistant delivery package and identify it as ready for delivery. The sales associate will put delivery orders in a specific delivery staging area. There, a transportation associate may retrieve delivery packages, and verify the contents of the order and delivery address. The transportation associate will prepare an electronic Delivery Request Receipt that includes: the contents of the delivery with all required Track and Trace data and the purchaser's contact information, legal name, home address, and medical cannabis identification credentials (if applicable). Copies of Delivery Request Receipts will be kept for a minimum of 7 years.

As a best practice, payments for delivery orders will be processed via the Have a Heart online portal and non-cash payment methods will be both offered (BMC § 17.84(100)(F)(5)) and encouraged, e.g. by offering a lower delivery fee and/or increased customer reward points for electronic payments. Further, the value of any single delivery order will be capped at \$300.

When a transportation associate arrives at a delivery destination, the customer should provide the transportation associate with identification that matches the information on the electronic shipping manifest. The transportation associate will scan the identification card using a mobile device, then prompt the customer to sign a copy of the electronic shipping manifest. The transportation associate will give one copy of the manifest to the customer as a receipt and retain the signed copy for Have a Heart's records. Electronic shipping manifests will include checkboxes for "received" and "rejected". If the customer or transportation associate discovers an inventory discrepancy while transferring custody of cannabis products, or if a delivery is rejected by a customer for any reason, the transportation associate will indicate the rejection on the electronic shipping manifest and return the products to the dispensary. Transportation associates will reject any delivery that contains products that are improperly packaged or that do not meet California packaging and labeling standards.

All Have a Heart Benicia delivery drivers will be employees of HAH 7 LLC (BCC Em. Reg. Ch. 3, § 5415(a)) and will be at least 21 years of age (BCC § 5415(b)). Have a Heart Benicia will maintain an accurate list of all delivery driver employees (BCC § 5415(f)) and of all vehicles used for the delivery of cannabis goods and provide up-to-date records vehicle records to the Benicia Police Department (BMC § 17.84(100)(F)(4)) and to the BCC upon request (BCC § 5417(e)), including the vehicle's make, model, color, Vehicle Identification Number, license plate number, and Department of Motor Vehicles registration information.



All delivery vehicles used for the delivery of cannabis good will be unmarked (BMC §17.84(100)(F)(6) and outfitted with a dedicated Global Positioning System (GPS) device for identifying the geographic location of the delivery vehicle (BCC § 5417(d)) and Have a Heart Benicia will ensure it will be able to identify the geographic location of all delivery vehicles that are making deliveries and will provide that information to the Benicia Police Department and/or the BCC upon request (§ 5417(c)).

Have a Heart Benicia delivery drivers will only carry cannabis goods for delivery (BCC § 5418(b)) and will never carry cash and/or cannabis products with a combined value of more than three thousand dollars (\$3,000) (BMC § 17.84(100)(F)(5)) and all deliveries will occur between the hours of 8:00 AM and 8:00 PM (BMC § 17.84(100)(F)(8)).

All Have a Heart Benicia delivery drivers will carry a Driver's Log, for recording all stops from the time the driver leaves the retail premises on a delivery to the time driver returns to the retail premises, as well as the reason for each stop (BCC § 5418(e)). All drivers will also carry a Delivery Inventory Ledger (BCC § 5418(d)). For each cannabis good carried in the delivery vehicle, the driver's Delivery Inventory Ledger which will include a record of the type of good, the brand, the retail value, the track and trace identifier assigned to the good, and the weight, volume or other accurate measure of the cannabis good. All delivery drivers will also be required to carry copies of Have a Heart Benicia's city and state licenses, the driver's government issued identification, and the driver's Have a Heart issued identification badge (BCC § 5415(e); BMC § 17.84(100)(F)(3)).

A delivery begins when a Have a Heart Benicia leaves the retail facility with cannabis goods corresponding to at least one delivery order (BCC § 5415(c)-(d)). Delivery orders shall only be accepted for, and made to, the residence or business address of the designated recipient of the cannabis goods (BMC § 17.84(100)(F)(7)).

Deliveries must be made in person and to a physical address (BCC §§ 5415(c), 5416(a)). Deliveries will never be made to addresses on publicly owned or leased land or in a building leased by a public agency (BCC § 5416(c)).

Prior to leaving the Have a Heart Benicia retail facility to begin a delivery, delivery drivers will first be required to (1) confirm the value of cannabis goods in his/her vehicle, as indicated by the driver's Delivery Inventory Ledger, is not more than \$3,000 (BMC § 17.84(100)(F)(5)); (2) that a GPS device assigned by Have a Heart Benicia is affixed to the delivery vehicle (BCC § 5417(d)); and (3) ensure all cannabis goods are stored in a box, container, or cage that is secured on the inside of the vehicle (including the trunk) and not visible to the public (BCC § 5417(b)).

While on a delivery, delivery drivers will travel directly from assigned delivery address to assigned delivery address, with no deviations except for necessary rest, fuel, or vehicle repair stops, or because road conditions make continued use of the route unsafe, impossible, or impracticable (BCC § 5421). Drivers must return to the retail facility if more than thirty (30) minutes elapse without receiving a delivery request since completing the driver's most recent delivery (BCC § 5418(h)).



During a delivery, the driver will never allow anyone other than Have a Heart Benicia employees to enter or operate the vehicle (BCC § 5417(a)). The driver will never the delivery vehicle unattended unless the vehicle is locked and equipped with an active vehicle alarm system (BCC § 5417(c)). The GPS device assigned by Have a Heart Benicia must always remain active and inside of the delivery vehicle (BCC § 5417(d)).

For every delivery assigned to a driver, the driver will be provided a Delivery Request Receipt, including:

- Have a Heart Benicia’s name and address (BCC § 5420(a)(1));
- The assigned delivery driver’s first name and Have a Heart Benicia employee number (BCC § 5420(a)(2));
- The first name and Have a Heart Benicia employee number of the person who prepared the order for delivery (BCC § 5420(a)(3));
- The first name and a Have a Heart Benicia-assigned customer number of the customer who placed the order for delivery (BCC § 5420(a)(4));
- The date and time the delivery request was made (BCC § 5420(a)(5));
- The delivery address (BCC § 5420(a)(6));
- A detailed description of all cannabis goods requested for delivery, including the weight, volume, or any other accurate measure of the amount of all cannabis goods requested (BCC § 5420(a)(7)); and
- The total amount to be paid for the delivery, including any taxes, fees, the cost of the cannabis goods, and any delivery charges (BCC § 5420(a)(8)).

To complete a delivery order, the delivery driver must confirm the age and identity of the delivery customer prior to providing cannabis goods to the customer (BCC § 5415(g)) and obtain the customer’s customer signature on a copy of the Delivery Request Receipt (BCC § 5420(a)(9)). The delivery driver will add the date and time the delivery was completed to the Delivery Request Receipt (BCC § 5420(a)(9)) and provide a copy of the completed Delivery Request Receipt to the customer along with their order (BCC § 5420(b)). After returning to his/her vehicle, the driver will then update the Delivery Inventory Ledger to reflect the driver’s current inventory of cannabis goods (BCC § 5418(d)).

Upon request of a BCC representative or law enforcement officer, a Have a Heart Benicia delivery driver must immediately allow inspection of the delivery vehicle (BCC § 5417(f)) and/or provide the driver’s Delivery Inventory Ledger, all Delivery Request Receipts, Driver’s Log (BCC § 5418(g)(1)-(3)).

The delivery process ends when the delivery driver returns to the Have a Heart Benicia retail facility (BCC § 5415(d)), at which time the driver will submit his/her Driver’s Log to the on-duty manager (BCC § 5418(e)) and return any undelivered cannabis goods to inventory and the driver’s Delivery Inventory Ledger to the on-duty inventory coordinator (BCC § 5418(i)).



SECTION E: DESCRIPTION OF PRODUCTS & SERVICES

Have a Heart Benicia will use the Applicant team’s years of industry experience to procure the highest quality selection of cannabis goods from licensed distributors, per BCC Emergency Regulation § 5406(a). All products will be sourced from licensed distributors with a preference for Solano County based sources. The following categories of products and services (see Table 1) will be offered at Have a Heart Benicia.

Product Type	Description
Dried Cannabis: Sativa, Indica, & Hybrids	Cannabis Flower will be sold in a mix of Indica and Sativa strains depending on customer demand. Finished, dried, manicured, cured medical and adult-use cannabis will be sold prepackaged. We plan to begin with 25-50 varieties of cannabis.
Edibles & Tinctures	Cannabis edibles are THC and/or CBD infused products that can be consumed by the customer. Infusing cannabis into foods is a long-practiced and very effective method to use cannabis as medicine. Have a Heart CC plans to offer several different edible product lines to cater to the various needs of guests. Individual servings will be no greater than 10 mg of THC, and total quantities of THC will not exceed 100 mg per package. These items may include beverages, coffees, pastries, chocolates, and chewables, though we will not carry products that require refrigeration to maintain product safety and/or prevent spoilage. We will ensure any product we carry is not packaged or labeled in a way that appeals to children. A cannabis tincture is a cannabis based extract in a liquid form. These products provide easy dosing for patients with rapid absorption.
Concentrates	Offering concentrates ensures that guests have a variety of consumption methods that suit each person’s needs and lifestyle. Product lines that we carry can provide discreet ways to consume cannabis.
Topicals	Topicals are ideal for assisting guests who are arthritic or have aching injuries. Topicals have an analgesic and anti-inflammatory effect to reduce or eliminate pain. Items carried will be in the form of sprays, lotions, or gels.
Immature Cannabis Plants	Depending on interest within the community and following City of Benicia ordinances, we may carry small seedlings and clones prior to their development of cannabis flowers.
Ancillary Items	To further our brand image, we intend to sell apparel and other Have a Heart Compassion Care branded items.
Seminars and Education Services	We host seminars by physicians, researchers, legislators for community members interested in learning more about cannabis’ place in the world. Proposition 64 also allowed for expunging previous cannabis offenses, and we will provide community members with access to assistance on properly completing the necessary paperwork.

Table 1. The following product will be supplied at Have a Heart Benicia.



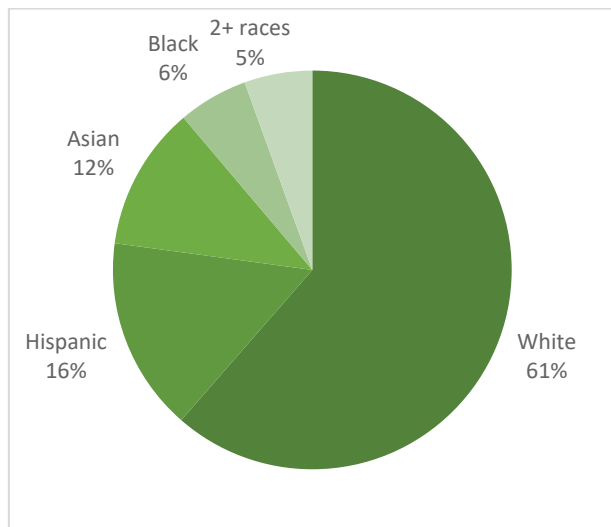
SECTION F: TARGET MARKET

Only individuals over the age of twenty-one (21) years or medical patients over the age of eighteen (18) years with a qualifying medical condition and valid physician recommendation will be allowed into the retail space per Benicia Municipal Code § 17.84(100)(A)(4).

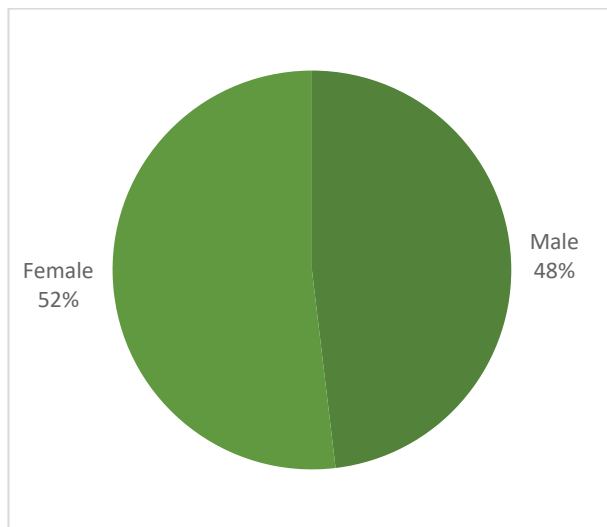
The most common conditions for Have a Heart guests include, but are not limited to, Asthma, Crohn's Disease, Depression, Chronic Pain, AIDS, Epilepsy, Alzheimer's Disease, Autoimmune Disorders, Multiple Sclerosis, PTSD, Cardio-vascular Disease, and Cancer.

Based on data from existing Have a Heart retail locations, the majority of guests (adult-use customers and medical patients) will be between the ages of 21 and 40, and represent diverse backgrounds and economic groups. As such, Have a Heart Benicia will cater product selections to meet the unique needs of the community (see Figure 4).

**City of Benicia
Population Diversity by Age Range**

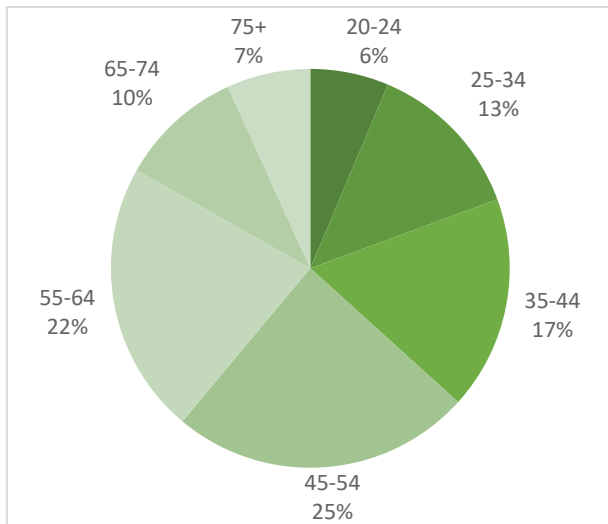


**City of Benicia
Population Diversity by Gender**





**City of Benicia
Population Diversity by Age Range**



**Projected Sales Distribution
by Product Type**

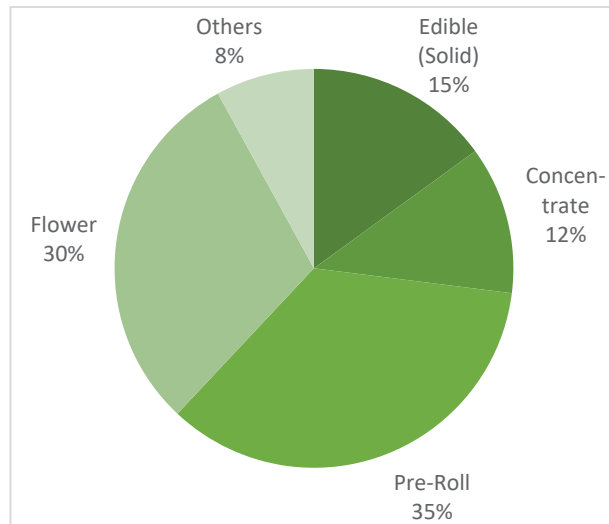


Figure 4. Demographic information and projected product distributions in Benicia

Have a Heart Benicia will have all information—including posted notices, good neighbor rules, medical information and educational displays—available in both English and Spanish.



SECTION G: MARKETING PLAN

The Have a Heart marketing team has created a Marketing Plan that will effectively reach the target demographics in the City of Benicia while meeting all regulatory requirements of both the City of Benicia and the State of California. The Marketing Plan aims to connect with guests in an educational manner, with a strict emphasis on advertising only to those consumers over the age of 21.

The following is a synopsis of marketing and advertising activities that are currently being implemented in jurisdictions where Have a Heart currently operates (including California).

3. Website

Have a Heart creates new website landing pages for retail dispensing locations based on state and local advertising regulations. After a site visitor completes an age-verification form, the landing page will display store-specific location information, including the address, images, 3D Tours, and media.

4. Target Listings

Have a Heart works with informational sites to increase the visibility of our listings, homepage features, and mobile push notifications to inform guests about openings, specials, and events. Listings include Leafly and Weedmaps; users must be 21+ to proceed with the app download, and all material is consistent with local and state advertising regulations.

5. National and International Magazines

Have a Heart uses its premium position on the back cover of Dope, Cannabis Now, and High Times Magazines to increase brand awareness and inform local cannabis consumers. These magazines have audiences of over 400,000 readers per month and will attract out-of-area customers to Have a Heart Benicia's retail dispensing location. All marketing includes mandatory regulatory disclaimers and are targeted at 21+ audiences.

6. Yelp Listings and Social Media

Have a Heart works with Yelp to ensure accurate listings and information regarding Have a Heart Benicia's retail dispensing location. All material is consistent with advertising regulations. Information presented is strictly educational due to the lack of an age filter within Yelp.



SECTION H: CONCLUSION

Have a Heart Benicia will leverage the proven track record of success and years of experience of the Have a Heart organization and its owners in the regulated cannabis industry to bring a welcoming, safe, and modern cannabis retail experience to the City of Benicia. Have a Heart Benicia will be staffed by a team of motivated, well trained individuals from the Benicia community. These individuals will apply proven processes and procedures to provide safe access to a best-in-class variety of reasonably priced cannabis goods both in-store and via delivery. With the support, experience, and knowledge of the entire Have a Heart family, the Have a Heart Benicia team will be equipped to be an innovative, environmentally conscious, and responsible member of the Benicia business community and to provide the people of Benicia with safe and convenient access to reasonably priced medical and adult-use cannabis through an engaging retail dispensary experience.



APPENDIX 9: GANTT CHART OF TIMELINE TO OPERATIONS

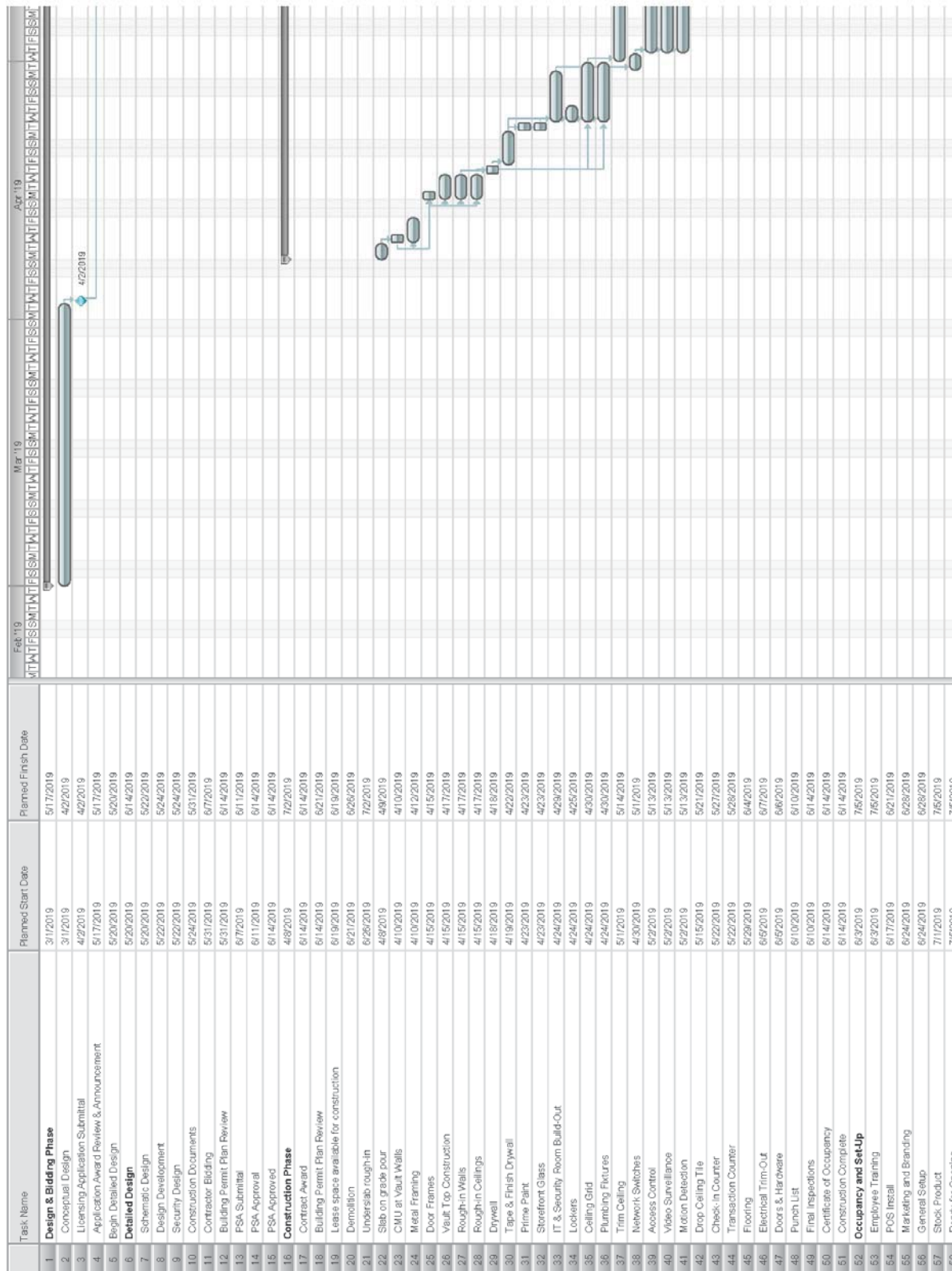


HAVE A HEART BENICIA START-UP TIMELINE

The following Gantt Chart shows the time from initial cannabis permitting to full operation of the Have a Heart Benicia Location. Construction is expected to begin following any permit processing, public hearings, and planning commission vote, with a start date of March 1, 2019. Remodeling and renovations will take place over four months, and the sales will commence in early July 2019. This timeline is based off previous experience the applicant has in building cannabis retail dispensaries, and has reasonable unexpected delays factored into the total construction time.

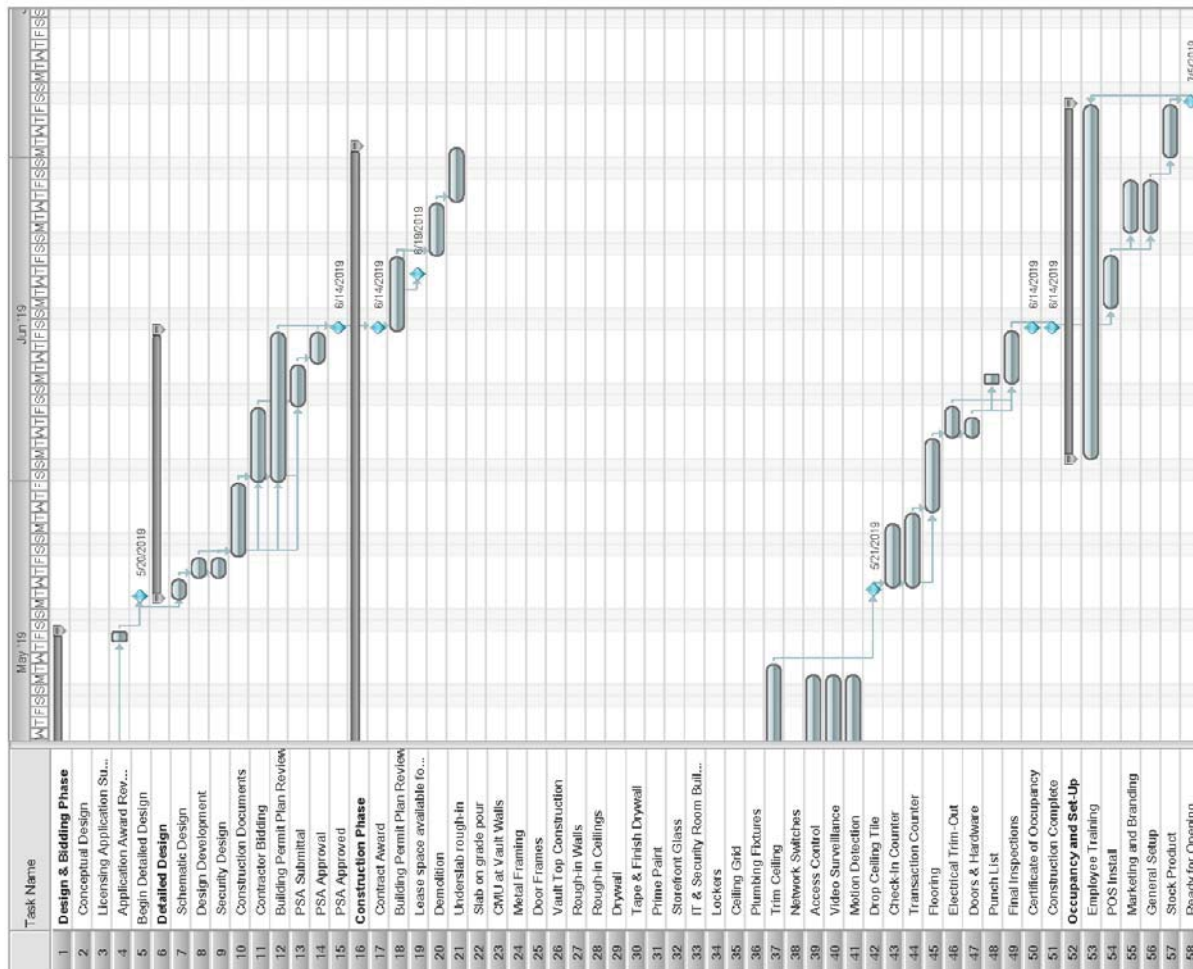


Timeline to Operations (page 1)





Timeline to Operations (page 2)





APPENDIX 10: LIST OF STARTUP EXPENSES



APPENDIX 11: FIVE YEAR PRO FORMA



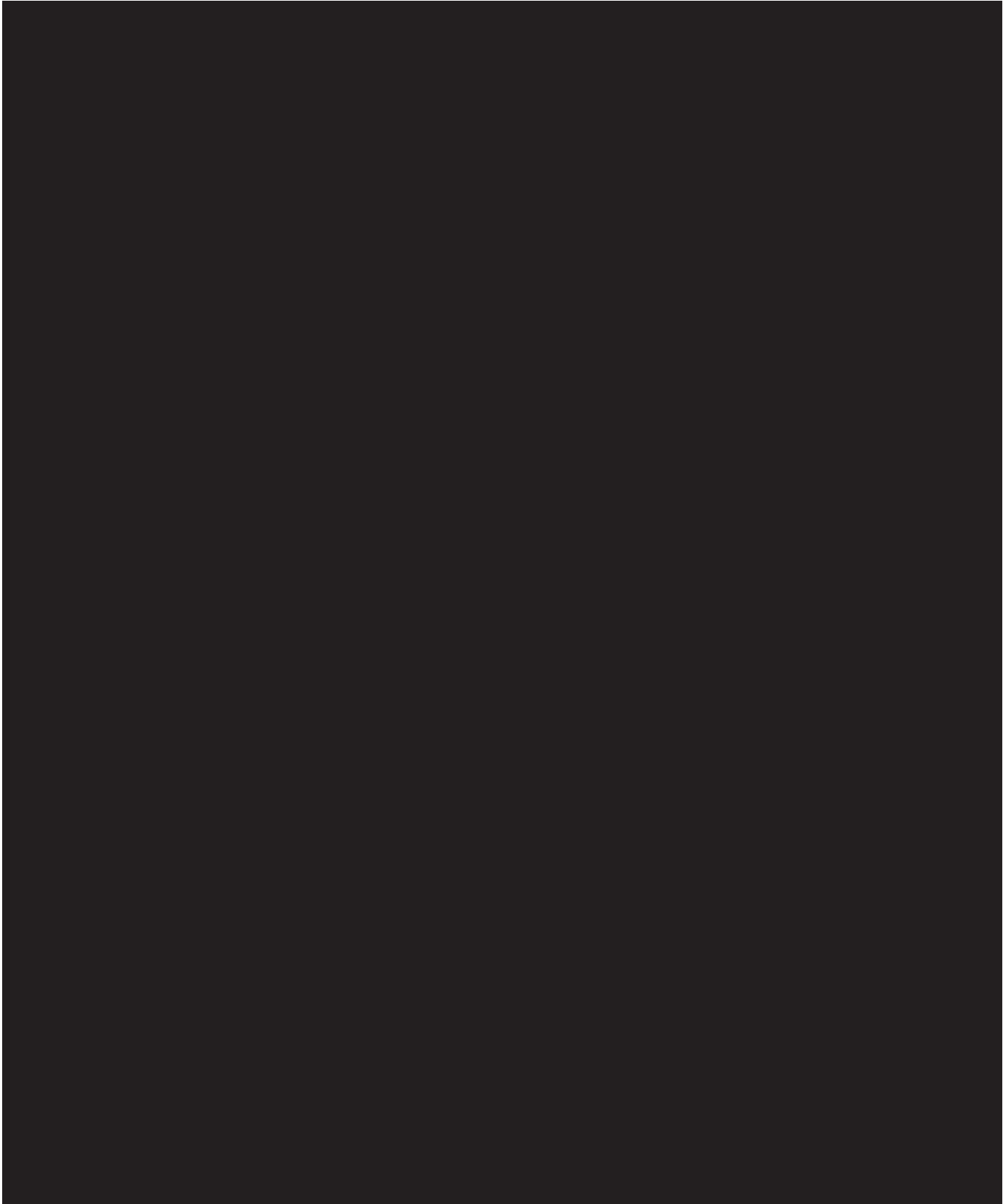




APPENDIX 12:

EVIDENCE OF SUFFICIENT CAPITAL TO
COVER STARTUP AND THREE MONTHS OF OPERATIONS







APPENDIX 13:

REGULATORY COMPLIANCE AND KNOWLEDGE OF APPLICABLE LOCAL & STATE LAW



REGULATORY COMPLIANCE AND KNOWLEDGE OF APPLICABLE LOCAL & STATE LAW

The Have a Heart Benicia executive team believes that the key to widespread acceptance of a legitimate, regulated cannabis industry lies in the ability of industry participants to voluntarily hold themselves to standards that exceed the regulatory requirements listed in ordinances and guidelines or those imposed on other industries. All Have a Heart retail operations are in good standing with their state and local municipalities, and the Company regularly participates in dialogue with law enforcement, regulators, and legislators to ensure that we are adhering to the highest standards of the industry.

Have a Heart Benicia's Compliance Program will: (i) ensure the Benicia retail operation meets or exceeds all state and local regulatory requirements; (ii) foster a "culture of compliance" at all organizational levels; (iii) receive substantive oversight from Have a Heart's regional management and executive leadership; and (iv) be regularly examined and refined to adapt to changing business and regulatory conditions.

In any compliance program, the "tone at the top" sets an organization's guiding values and ethical climate. Have a Heart Benicia's executive leadership will maintain meaningful oversight of the business' operations and delegate the implementation and day-to-day management of Have a Heart Benicia's Compliance Program to Have a Heart's Director of Compliance and the Dispensary Manager. The Director of Compliance will be empowered to manage and resolve any issues that raise compliance risks, although any significant compliance risks are brought to the attention of executive leadership. The Director of Compliance will also ensure all new and modified local, state, or federal laws impacting the organization are identified and assessed and the Dispensary Manager will ensure any appropriate corresponding processes are implemented and monitored.

Have a Heart Benicia will operate the proposed dispensary in full compliance with the Benicia Municipal Code, the Bureau of Cannabis Control's Rules and Regulations, the Medical and Adult-Use Cannabis Regulation and Safety Act, and all other local or state laws and regulations that apply to a commercial cannabis retail operation in the City of Benicia.¹ In addition to the primary focus of the dispensary's Compliance Program—preventing the diversion of cannabis to the black market, discussed below—the Program will also address the following categories of regulatory compliance issues:

- Human Resources;
- Finance and accounting;
- Environmental, health, and safety requirements;
- Privacy, intellectual property, antitrust, and other customer/competitor concerns;
- Business integrity;
- Information access and misuse; and
- Workplace respect, including harassment, etc.

¹ With the exception of those laws that prohibit the possession and sale of cannabis, such as the Controlled Substances Act, Have a Heart Benicia will also meet or exceed all applicable federal regulatory requirements.



All Have a Heart Benicia staff will receive proactive employee compliance training and education, tailored to Benicia's specific regulatory environment. In particular, front-line operational staff will need to be thoroughly trained on city and state rules and regulations and potential compliance issues and to have that training regularly refreshed. In order to ensure a high quality of service for patients, reduce the chance of diversion, and provide a clear system for daily operations, all staff are trained on, and must demonstrate competence in, topics including but not limited to:

- (i) intake, registration and verification procedures;
- (ii) patient confidentiality and HIPAA compliance;
- (iii) maintenance of accurate entry and exit logs;
- (iv) utilizing Greenbits software to manage and track inventory, sales data, and tax reporting;
- (v) verifying patient sales limits prior to dispensing products;
- (vi) confirming packaging and labeling compliance of all products prior to dispensing, and
- (vii) visitor policies and procedures.

Additionally, all patient-facing employees are required to maintain an in-depth knowledge of (i) relevant local and state laws and regulations, (ii) qualifying medical conditions, and (iii) the appropriate uses of medical cannabis to treat those conditions. The Company's online training program also ensures accurate record keeping with regard to who has been trained and on what topics; this will be included in quarterly compliance reports to executive leadership.

A critical component of a Have a Heart Benicia's regulatory compliance program will be open and effective intra-organization communication. The Director of Compliance and the Dispensary Manager will coordinate an ongoing employee compliance promotion campaign designed to educate staff on Have a Heart Benicia's compliance policies and procedures and to stimulate active participation in the compliance program. The campaign will utilize a variety of forms and styles of communication, such as online coursework, newsletters, emails, videos, presentations, etc., to make its message accessible to the widest possible audience. As part of the campaign, employees will be encouraged to ask questions and express concerns about compliance issues. In addition to providing employees with actionable information regarding compliance issues and creating a culture of compliance throughout the organization, the communication campaign will be designed to demonstrate the executive leadership's commitment to defining the gold standard for regulatory compliance in the cannabis industry.

Have a Heart Benicia's compliance risk assessments will be substantive, intentional processes undertaken on a quarterly basis. Compliance risk assessments will involve substantive participation from Have a Heart's executive leadership and Have a Heart Benicia's day-to-day management staff and will be facilitated by Have a Heart's Director of Compliance. These assessments will provide a meaningful and evolving understanding of the compliance risks faced by our Benicia retail operation, focus the key stakeholders on the most significant of those risks, and establish the basis for determining what actions are necessary to avoid, mitigate, and/or remediate those risks. New compliance requirements will be identified and folded into Have a Heart Benicia's ongoing compliance program.



The Director of Compliance will also conduct compliance effectiveness assessments every six months and discuss the results with executive leadership. An effectiveness assessment provides a current snapshot on each key element of the compliance program, identifying the volume of particular activities (such as trainings completed and reported compliance events), the results of those activities, and the results of changes to the compliance program since the last effectiveness assessment.

Have a Heart Benicia's regulatory compliance program will include mechanisms to effectively address specific compliance events in order to ensure (1) consistent, "no exceptions" enforcement of compliance requirements and (2) incidents are logged for mandatory internal and external reporting purposes. All potential compliance issues will be investigated and addressed promptly by the Benicia management team. Relatively insignificant issues may be reported to the Director of Compliance and addressed immediately, e.g. through informal counseling and/or additional training, whereas significant issues may require engagement of the Have a Heart central leadership team, executive leadership, and/or outside counsel to investigate. Management will respond promptly to detected problems through corrective actions and retraining and employees' history of compliance will be factored into compensation and advancement decisions.

If licensed by the City of Benicia, Have a Heart commits to developing and implementing a best-in-class regulatory compliance program composed of individuals, processes, and policies and procedures developed to ensure compliance with all city and state laws and industry regulations governing the actions of its cannabis dispensary for operating a cannabis retail facility in the City of Benicia. The primary area of focus for Have a Heart Benicia's regulatory compliance program will be identifying, documenting, and eliminating opportunities for and/or instances of the diversion of medical cannabis to the black market. Have a Heart policies are explicitly designed to prevent diversion of cannabis, record all transactions, and ensure that all state and city regulations are strictly adhered to. However, Have a Heart appreciates that compliance with all aspects of local and state law are important to a successful commercial cannabis business. Have a Heart commits to meet or exceed all state and local regulatory requirements for operating a cannabis retail facility in the City of Benicia. By way of non-exclusive illustration, Have a Heart Benicia's commitment to compliance with a sections of the Benicia Municipal Code ("BMC") and the Bureau of Cannabis Control's Emergency Regulations ("BCC Em. Reg.") relevant to retail operations is presented below.

Pursuant to BCC Em. Reg. Ch. 1-3, § 5032(a) and BMC §§ 9.60(30)(A) and 17.84(100)(A)(1)-(2), Have a Heart Benicia will not engage in, to conduct or carry on (or to permit to be engaged in, conducted or carried on) commercial cannabis activity at the property located at 2044 Columbus Parkway unless HAH 7 LLC has been issued a Temporary or Annual Retailer License from the BCC and a Retail Cannabis Use Permit associated with the property and a valid Cannabis Public Safety License by the City of Benicia. Pursuant to BMC § 17.84(100)(A)(1) Pursuant to BMC § 17.84(100)(B)(7), Have a Heart Benicia shall maintain a valid California Revenue and Taxation Sellers Permit at all times during operation of the commercial cannabis business.

Pursuant to BCC Em. Reg. Ch. 1-4, § 5039 and BMC § 17.84(100)(A)(5), Have a Heart Benicia's BCC Temporary/Annual License, City of Benicia Use Permit and City of Benicia Cannabis Public Safety License will be posted in a conspicuous place so that the same may be readily seen by all persons



entering the cannabis business. Pursuant to BMC § 9.60(30)(c)(1)(a)(ii), a sign indicating the facility is under video surveillance will be posted at the entrance to the facility as well as inside the facility. Pursuant to BMC § 17.84(100)(A)(9), a sign indicating the smoking, ingesting, and/or consumption of cannabis in or around the retail facility shall be clearly and legibly posted inside the facility. Pursuant to BMC § 17.84(100)(A)(15), Have a Heart Benicia will ensure all other signage complies with BMC Title 18.

Pursuant to BMC § 9.60(30)(C), Have a Heart Benicia will take all reasonable measures to reduce loitering by any individual in public areas, sidewalks, alleys and areas surrounding the retail facility and to correct any nuisance or other objectional condition in any public space abutting the retail facility.

Pursuant to BMC §17.84(100)(A)(11) and as demonstrated in the Have a Heart Benicia's Odor Abatement Plan, the retail facility will be or operated in a manner that prevents cannabis odors from being detected outside of the facility.

Pursuant to BCC Em. Reg. Ch. 1-3, § 5031 and BMC § 17.84(100)(A)(3), Have a Heart Benicia will only employ individuals who are at least 21 years of age.

Pursuant to BCC Em. Reg. Ch. 3, § 5400, and BMC § 17.84(100)(A)(4), access to the retail facility will be limited to individuals who are at least 21 years of age, or individuals who are at least 18 years of age and have a valid physician's recommendation. The entrance to the retail facility shall be clearly and legibly posed with a notice indicating that persons under the age of 18 are not allowed to enter the premises unless they are a qualified patient and they are in the presence of their parent or guardian. This policy also ensures compliance with BMC § 17.84(100)(B)(2).

Pursuant to BMC § 9.60(30)(C), Have a Heart Benicia shall conduct all operations and commercial cannabis activity pursuant to a security plan provided to and approved by the Chief of the Benicia Police Department. The retail facility will be monitored at all times by a closed-circuit television surveillance system capable of providing surveillance of both interior and exterior areas of the facility and will be of adequate quality, color rendition and resolution to allow the ready identification of an individual on or adjacent to the property. All security recordings The recordings shall be maintained at the cannabis business for a period of not less than 30 days and shall be provided to the city police department within 24 hours of a written request from the police department for any recordings. Each licensee shall notify the chief of police immediately after discovering any of the following: diversion, theft, loss, or any criminal activity involving the cannabis business; significant discrepancies identified during inventory; or any other breach of security.

Pursuant to BCC Em. Reg. Ch. 7, § 5800 and BMC § 9.60(30)(D)(2), Have a Heart Benicia will never refuse, impede, obstruct, or interfere with an inspection of the retail facility by a representative of the BCC or the city.

Pursuant to BCC Em. Reg. Ch. 3, § 5401 and 5402, the retail facility will be divided between a retail area, for serving guests, and limited-access areas, which only authorized individuals, such as dispensary staff, are permitted to enter. A guest will only be granted access to the retail area to



purchase cannabis goods only after the front door security officer has confirmed that the individual is at least 21 years of age and has a valid proof of identification, or that the individual is at least 18 years of age and has valid proof of identification and a valid physician's recommendation for himself or herself or for a person for whom he or she is a primary caregiver. At least one guest care consultant will be in the retail area at any time a guest in the facility. Any non-employee that requires access to a limited access area, such as a contractor or outside vendor, will be escorted by a dispensary employee at all times. Have a Heart Benicia will maintain a log of all authorized non-employees who enter the limited-access area, which shall be made available to the BCC upon request. All dispensary employees will be trained to never ask for or accept any consideration or compensation for permitting an individual to enter the dispensary's limited-access areas.

Pursuant to BMC § 17.84(100)(B)(5), Have a Heart Benicia's retail facility will be open to serve customers seven days a week from the hours of 10:00 AM through 8:00 PM, subject to approval from the city planning commission. The retail facility's hours will be posted on a sign on the facility's street frontage in a manner consistent with BMC Title 18. As permitted by BMC § 17.84(100)(F)(8) (and depending on consumer demand), Have a Heart Benicia may begin offering deliveries of cannabis goods as early as 8:00 AM.

Pursuant to BCC Em. Reg. Ch. 3, § 5404, Have a Heart Benicia will only sell adult-use cannabis goods to individuals who are at least 21 years of age, and medicinal cannabis goods to individuals at least 18 years of age who possess a valid physician's recommendation for himself or herself or a person for whom he or she is a primary caregiver. A guest's identity and age, and physician's recommendation if applicable, initially checked by the front door security officer and/or receptionist, will be reconfirmed by a guest care consultant prior to completing a transaction. Pursuant to BMC § 17.84(100)(B)(4), medicinal cannabis goods will only be sold to individuals authorized to receive medicinal cannabis goods. Such individuals will be required to provide products to provide valid official identification each time he or she seeks to purchase medicinal cannabis goods.

Pursuant to BCC Em. Reg. Ch. 3, § 5405, cannabis goods for inspection and sale shall only be displayed in the retail area of the dispensary. Cannabis goods may be removed from their packaging and placed in display containers to allow for customer inspection. Such display containers will never be accessible to customers without assistance of a guest care consultant. A guest care consultant will remain with a guest at all times while a guest is inspecting cannabis goods in a display container. Cannabis goods removed from their packaging for display will never be sold or consumed and when the cannabis goods are no longer used for display, they will be destroyed pursuant to BCC Em. Reg. Ch. 1-7, § 5054.

Pursuant to BCC Em. Reg. Ch. 3, § 5406, Have a Heart Benicia will only sell cannabis goods it received from a licensed distributor and, if applicable, after an employee has verified the cannabis goods have not exceeded their expiration or sell-by date and/or the product complies with all requirements of California Business and Professions Code § 26130 and all other relevant laws.

Pursuant to BCC Em. Reg. Ch. 3, § 5407 and BMC § 17.84(100)(A)(6)-(7), Have a Heart Benicia will never offer alcohol, alcohol products, tobacco, and/or tobacco products for sale. As permitted by



BCC Em. Reg. Ch. 3, § 5408 (and subject to approval by the City of Benicia), Have a Heart Benicia may offer cannabis seeds and/or live immature, non-flowering cannabis plants purchased from a nursery holding a valid Type 4-Cultivation/Nursery License for sale. A label will be attached to any plant or seed package offered for sale that states “This product has not been tested pursuant to the Medicinal and Adult-Use Cannabis Regulation and Safety Act.” In the case of live immature cannabis plants, under no circumstances will any dispensary employee apply any pesticide to the live plants.

Pursuant to BCC Em. Reg. Ch. 3, § 5409, Have a Heart Benicia will ensure an adult-use guest is never sold more than 28.5 grams of non-concentrated cannabis, 8 grams of concentrated cannabis (including concentrated cannabis contained in cannabis products), or 6 immature cannabis plants in a single day. A medical guest will never be sold more than 8 ounces of medicinal cannabis or 12 immature cannabis plants in a single day, unless the guest’s valid physician’s recommendation indicates a different amount.

Pursuant to BMC § 17.84(100)(B)(4), Have a Heart Benicia will only sell or give away medicinal cannabis to individuals authorized to receive such medicinal cannabis goods in accordance with State laws and regulations. Anyone purchasing medicinal cannabis goods will be required to provide valid official identification any time he or she seeks to purchase medicinal cannabis or medicinal cannabis products. Pursuant to BMC § 17.84(100)(B)(6), Have a Heart Benicia will not have a physician on site to evaluate patients and/or provide recommendations for the use of medical cannabis.

Pursuant to BCC Em. Reg. Ch. 3, § 5410, if Have a Heart Benicia accepts a return of cannabis goods from a customer, or if any cannabis goods are abandoned on the dispensary premises, the cannabis goods will not be resold and will be destroyed pursuant to BCC Em. Reg. Ch. 1-7, §§ 5054-55.

Pursuant to BCC Em. Reg. Ch. 3, § 5411, Have a Heart Benicia will not permit free cannabis goods to be provided to any person on the licensed premises, other than through Have a Heart’s official medicinal cannabis donation program in compliance with all criteria set forth in § 5411(b).

Pursuant to BCC Em. Reg. Ch. 3, § 5412, Have a Heart Benicia will not accept, possess, or sell cannabis goods that are not packaged as they will be sold at final sale. BCC Em. Reg. Ch. 2, § 5307 requires licensed distributors to ensure all cannabis and cannabis products delivered to a retailer comply with California cannabis packaging and labeling requirements. Nonetheless, Have a Heart Benicia staff will inspect all incoming deliveries of cannabis goods to ensure compliance with California packaging labelling regulations. All cannabis and cannabis product packaging delivered to and sold by Have a Heart Benicia will be checked to ensure it is: resealable, tamper-evident, child-resistant, not attractive to children, and labeled according to the following standards. All packages will be affixed with a label including the following information prominently displayed in clear and legible fashion:

- For cannabis, the following statement will be displayed: “GOVERNMENT WARNING: THIS PACKAGE CONTAINS CANNABIS, A SCHEDULE I CONTROLLED SUBSTANCE. KEEP OUT OF REACH OF CHILDREN AND ANIMALS. CANNABIS MAY ONLY BE POSSESSED OR CONSUMED BY PERSONS 21 YEARS OF AGE OR OLDER UNLESS THE PERSON IS A QUALIFIED PATIENT.



CANNABIS USE WHILE PREGNANT OR BREASTFEEDING MAY BE HARMFUL. CONSUMPTION OF CANNABIS IMPAIRS YOUR ABILITY TO DRIVE AND OPERATE MACHINERY. PLEASE USE EXTREME CAUTION”;

- For cannabis products: “GOVERNMENT WARNING: THIS PRODUCT CONTAINS CANNABIS, A SCHEDULE I CONTROLLED SUBSTANCE. KEEP OUT OF REACH OF CHILDREN AND ANIMALS. CANNABIS PRODUCTS MAY ONLY BE POSSESSED OR CONSUMED BY PERSONS 21 YEARS OF AGE OR OLDER UNLESS THE PERSON IS A QUALIFIED PATIENT. THE INTOXICATING EFFECTS OF CANNABIS PRODUCTS MAY BE DELAYED UP TO TWO HOURS. CANNABIS USE WHILE PREGNANT OR BREASTFEEDING MAY BE HARMFUL. CONSUMPTION OF CANNABIS PRODUCTS IMPAIRS YOUR ABILITY TO DRIVE AND OPERATE MACHINERY. PLEASE USE EXTREME CAUTION” (emphasis added in bold to show difference from previous statement);
- The source and date of cultivation;
- The type of cannabis or cannabis product;
- The date of manufacturing or packaging;
- A list of pharmacologically active ingredients including THC, CBD, and other cannabinoid content, in milligrams per serving, servings per package, and the THC and other cannabinoid amount in milligrams for the package total;
- The product’s track and trace identifier
- For dried flower, the net weight of cannabis in the package;
- For medical products, the statement “FOR MEDICAL USE ONLY”; and
- A warning if nuts or other allergens were used in the product’s manufacturing

Pursuant to BCC Em. Reg. Ch. 3, § 5413, all cannabis goods purchased at Have a Heart Benicia will be placed into an opaque exit package by a guest care consultant before being provided to the purchaser.

Compliance with BCC Em. Regs. Ch. 3, §§ 5414-21 relating to providing delivery of cannabis goods to customers is addressed in Have a Heart Benicia’s Delivery Plan.

Pursuant to BCC Em. Reg. Ch. 3, § 5422, Have a Heart Benicia will only accept shipments of cannabis goods from licensed distributors between the hours of 6:00 AM and 10:00 PM and in accordance with a previously provided shipping manifest in accordance with BCC Em. Reg. Ch. 2, § 5314(b). All deliveries will be received at the rear entrance to the facility, which is not available for use by the public.

Pursuant to BCC Em. Reg. Ch. 3, § 5423, Have a Heart Benicia will maintain an accurate record of its inventory and provide BCC and the city with the record of inventory upon request. The following information will be maintained all cannabis goods in Have a Heart Benicia’s inventory system:

- A description of each cannabis good such that it can easily be identified;
- An accurate measurement of the quantity of the item;
- The date and time the cannabis goods were received by the retailer;
- The sell-by or expiration date provided on the package of cannabis goods, if any;

- The name and license number of the distributor that provided the cannabis goods and the name and license number of the licensee that delivered the cannabis goods, if different; and
- The price paid for the cannabis goods, including taxes, delivery costs, and any other costs.

Pursuant to BCC Em. Regs. Ch. 1-6 § 5051 and Ch. 3, § 5424, Have a Heart Benicia will perform a reconciliation of its inventory at least once every 14 days by verifying the physical inventory in the facility matches the corresponding records in the inventory system. The results of all inventory reconciliations will be retained in Have a Heart Benicia's records and made available to the BCC upon request. Have a Heart Benicia will immediately notify the city and the BCC of any significant discrepancy in inventory pursuant to BMC § 9.60(30)(C)(1)(a)(i) and BCC Em. Reg. Ch. 1-3, § 5036, respectively. Have a Heart will also notify the city and the BCC within 24 hours of discovering evidence of diversion, theft, loss, or any other criminal activity pertaining to the operation of our retail dispensary and/or the loss or unauthorized alteration of records related to cannabis goods, customers, or Have a Heart Benicia's employees or agents.

Have a Heart Benicia will use software provided by Greenbits as a Point of Sale Tracking system. This software system interfaces with the State of California's tracking company, Metrc, and will track and report on all financial and inventory aspects of the business. Historical reports are generated from the software and are available for monthly reporting requirements or for inspection at the request of city and state auditors.

Pursuant to BCC Em. Reg. Ch. 3, § 5425, Have a Heart Benicia will maintain an accurate record of sale for every sale made to a customer. All records relating to sales of medicinal cannabis goods sale shall include the first name and employee number of the guest care consultant who processed the sale; the first name and a retailer-assigned customer number of the person who made the purchase; the date and time of the transaction; a list of all the cannabis goods purchased, including the quantity purchased; and the total amount paid for the sale including the individual prices paid for each cannabis good purchased and any amounts paid for taxes.

Pursuant to BCC Em. Regs. Ch. 3, § 5426 and Ch. 1-3, § 5037, for at least seven years Have a Heart Benicia will maintain the sales records discussed above and any other document prepared or executed in connection with the operation of Have a Heart Benicia, including:

- Financial records including, but not limited to, bank statements, sales invoices, receipts, tax records, and all records required by the California Department of Tax and Fee Administration;
- Personnel records, including each employee's full name, social security or individual tax payer identification number, date employment begins, and date of termination of employment if applicable;
- Training records including, but not limited to, the content of the training provided and the names of the employees that received the training;
- Contracts with other licensees regarding commercial cannabis activity;
- Permits, licenses, and other local authorizations to conduct the Have a Heart's Benicia's commercial cannabis activity;

- Security records (except for surveillance recordings);
- Records relating to the composting or destruction of cannabis goods; and
- Documentation for data or information entered into the track and trace system.

The records shall be kept in a manner that allows the records to be produced for the BCC at the retail facility in either hard copy or electronic form. Have a Heart will ensure record keeping requirements of all books and records necessary to fully account for each business transaction conducted under Have a Heart' Benicia's BCC license, which may be audited by the BCC or the city at any time.

All commercial activity at Have a Heart Benicia will be recorded and reported to the State track and trace system in compliance with BCC Em. Reg. Ch. 1-6 ("Track and Trace Requirements").

Pursuant to BCC Em. Reg. Ch. 1-6 § 5048(a)-(d), upon receiving its initial Annual License from the BCC, but prior to engaging in any commercial cannabis activity, Have a Heart Benicia will create and account within the track and trace system for reporting the purchase, sale, transfer, transport, return, destruction, or disposal, of any cannabis goods. The dispensary manager will: be designated as the track and trace system account manager; attend and successfully complete all required track and trace system training, including any orientation and continuing education; ensure that all users are trained on the track and trace system prior to its access or use; and maintain a complete, accurate, and up-to-date list of all track and trace system users, consisting of the users' full names and usernames. An employee using the track and trace system will only do so under the employee's assigned log-on and will not use or access a log-on of any other individual. No employee will share or transfer his or her log-on, username, or password, to be used by any other individual for any reason.

Retailers that sell medicinal cannabis or medicinal cannabis products shall only sell, deliver, or give away medicinal cannabis or medicinal cannabis products to individuals authorized to receive medicinal cannabis or medicinal cannabis products in accordance with state cannabis laws. Retailers of medicinal cannabis or medicinal cannabis products shall require such persons receiving medicinal cannabis or medicinal cannabis products to provide valid official identification, such as a Department of Motor Vehicles driver's license or state identification card, each time he or she seeks to purchase medicinal cannabis or medicinal cannabis products.

Pursuant to BCC Em. Reg. Ch. 1-6 § 5048(e), the dispensary manager shall monitor all compliance notifications from the track and trace system and timely resolve the issues detailed in the compliance notification. All compliance notifications. An independent record of any and all compliance notifications received from the track and trace system, including how and when compliance was achieved, shall be maintained by the dispensary manager and, if a compliance notification is not able to be resolved within three business days of receiving the notification, the Bureau shall be notified immediately.

Have a Heart Benicia acknowledges BCC Em. Reg. Ch. 1-6 §5048(f) makes it accountable for all actions its owners or employees take while logged into or using the track and trace system, or otherwise while conducting track and trace activities.

Pursuant to BCC Em. Reg. Ch. 1-6 § 5049, Have a Heart Benicia will record every instance of receipt, sale, return, and/or destruction of cannabis goods in the track and trace system. The following information will be recorded for each instance of commercial cannabis activity in the track and trace system:


- Name and type of the cannabis goods
- Unique identifier of the cannabis goods
- Amount of cannabis goods, by weight or count
- Date and time of the activity or transaction
- Name and license number of other licensees involved in the activity or transaction

Pursuant to BCC Em. Reg. Ch. 1-6 § 5050, if Have a Heart Benicia loses access to the track and trace system for any reason, dispensary staff shall (a) prepare and maintain comprehensive records detailing all commercial cannabis activities that were conducted during the loss of access and (b) document and immediately report to the BCC: (1) the date and time access to the system was lost; (2) the date and time access to the system is restored; and (3) the cause for the loss of access if known. Once access is restored, all commercial cannabis activity that occurred during the loss of access shall be entered into the track and trace system within three business days. Have a Heart Benicia will not receive or deliver any cannabis goods until access is restored and all information recorded in the track and trace system.

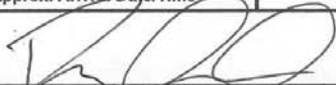
Pursuant to BCC Em. Reg. Ch. 1-6 § 5051, Have a Heart Benicia will perform physical inventory audits of all cannabis goods and reconcile this with the records in the track and trace database at least once every 14 days. If any discrepancies are discovered between the dispensary's physical inventory and the track and trace system database, the dispensary manager will perform an inventory audit, and notify the city and the BCC of any reportable activity pursuant to BMC § 9.60(30)(C)(1)(a)(i) and BCC Em. Reg. Ch. 1-3, § 5036, respectively. Have a Heart will also notify the city and the BCC within 24 hours of discovering evidence of diversion, theft, loss, or any other criminal activity pertaining to the operation of our retail dispensary and/or the loss or unauthorized alteration of records related to cannabis goods, customers, or Have a Heart Benicia's employees or agents.

Pursuant to BCC Em. Reg. Ch 1-6 § 5052, in the event Have a Heart Benicia obtains a BCC Temporary License prior to receiving a BCC Annual License, all cannabis commercial activities and any other required information will be tracked and recorded via Greenbits (or, at a minimum, on paper receipts, invoices, or manifests) and all such information will be entered into the track and trace system no later than 30 days after the dispensary manager attends the training required pursuant to BCC Em. Reg. Ch. 1-6 § 5048.

Washington Marijuana Transportation Manifest Page 1 of 1

Date:	3/1/2018	License #	[REDACTED]	Barcode	
Licensee Name:	[REDACTED]	Vehicle Vin:	[REDACTED]	 WAJ412 [REDACTED]	
Licensee Address:	[REDACTED]	Vehicle Color/ Make/ Model/ License Plate:	[REDACTED]		
Licensee Phone:	[REDACTED]	Transporter Name:	[REDACTED]		
Transporter:	[REDACTED]	Transporter Date of Birth:	[REDACTED] N/A	Transporter Signature:	[REDACTED]

Stop # 1 of 1

Destination Licensee Name:	[REDACTED]	Approx. Departure Date/Time:	3/7/2018 9:00 AM
Destination License #	[REDACTED]	Approx. Arrival Date/Time	3/9/2018 9:00 AM
Destination Licensee Address:	[REDACTED]		
Destination Licensee Phone:	[REDACTED]		

*These directions are for planning purposes only. You may find that the suggested route takes you outside the State of Washington; per RCW 69.50.342 you must plan your route so that you remain within the State of Washington at all times.

Travel Route:

Start: [REDACTED]	End: [REDACTED]	Distance: 130 mi Duration: 2 hours 49 mins Directions: [REDACTED]
[REDACTED] 9.7 mi - 12 mins - Shar		

Instructions: If the quantity received is less than the quantity shipped, check the box in the appropriate field below and indicate the actual quantity received.

Stop 1, Items: 1-17 of 17							Manifest ID WAJ412
#	Lot ID	Type	Strain	Description	Shipped	Received	
1	WAJ412193.IN1V58U	✓ Usable MJ	Candy Apple	1g Bag 1 g	40	DK KJ	
2	WAJ412193.IN1V58Y	✓ Usable MJ	Candy Apple	3.5g Jar 3.5 g	25	DK	
3	WAJ412193.IN1U77B	✓ Usable MJ	Candyland Cookies	2-(.5g) PreRoll 1 g	25	DK KJ	
4	WAJ412193.IN20FDH	✓ Usable MJ	Candyland Cookies	7g Bag Tiny Trees 7 g	5	DK	
5	WAJ412193.IN20FDA	✓ Usable MJ	Dutch Sunset	7g Bag Tiny Trees 7 g	5	DK	
6	WAJ412193.IN1V0VM	✓ Usable MJ	Granddaddy OG	2-(.5g) PreRoll 1 g	25	DK KJ	
7	WAJ412193.IN20FD8	✓ Usable MJ	Granddaddy OG	14g Shake 14 g	2	DK KJ	
8	WAJ412193.IN20FDF	✓ Usable MJ	Island Poison	28g Shake 28 g	1	DK KJ	
9	WAJ412193.IN1U775	✓ Usable MJ	Magnum PI	2-(.5g) PreRoll 1 g	25	DK KJ	
10	WAJ412193.IN1V592	✓ Usable MJ	Magnum PI	1g Bag 1 g	50	DK KJ	
11	WAJ412193.IN1V593	✓ Usable MJ	Magnum PI	3.5g Jar 3.5 g	30	DK KJ	
12	WAJ412193.IN20FDC	✓ Usable MJ	Northwest Pineapple	7g Bag Tiny Trees 7 g	5	DK KJ	
13	WAJ412193.IN20FD5	✓ Usable MJ	Northwest Pineapple	14g Shake 14 g	2	DK KJ	
14	WAJ412193.IN20FD7	✓ Usable MJ	Northwest Pineapple	28g Shake 28 g	1	DK KJ	
15	WAJ412193.IN1U778	✓ Usable MJ	Snoop's Dream	2-(.5g) PreRoll 1 g	25	DK KJ	
16	WAJ412193.IN1V58P	✓ Usable MJ	Snoop's Dream	1g Bag 1 g	50	DK KJ	
17	WAJ412193.IN1V58R	✓ Usable MJ	Snoop's Dream	3.5g Jar 3.5 g	10	DK	
18							
19							
20							



APPENDIX 14: SAFETY AND SECURITY PLAN



APPENDIX 15: ENVIRONMENTAL BENEFITS



HAVE A HEART BENICIA ENVIRONMENTAL PLAN

Have a Heart Benicia considers itself a steward of public health and believes one of the responsibilities that comes with taking on that role is reducing and, wherever possible eliminating, its environmental impact. Have a Heart Benicia will strive to be a leader in achieving environmental excellence, and will work with employees, communities, and other stakeholders to achieve resource conservation, waste reduction, and overall sustainability through our “Green” business practices.

Have a Heart Benicia’s core business principles call on it to act responsibly and reduce its overall impact on the planet through our company’s eco-friendly policies, such as:

- Meeting or exceeding all mandatory regulatory requirements;
- Ensuring all employees complete our Environmental Awareness Training;
- Mandating conservation of water, energy, and other natural resources wherever possible.
- Encouraging employees to carpool and public transportation or mass transit;
- Prioritizing local and sustainable sources in product procurement;
- Engaging other local cannabis businesses to establish common best practices; and
- Encouraging our customers to recycle product packaging and containers.

Environmental responsibility starts with our company culture. In each of our business lines, Have a Heart will strive to demonstrate environmental leadership. All employees will be required to complete environmental awareness training, teaching how small, individual gestures can have a big cumulative impact. We will encourage our employees to carpool or use ride-sharing, mass transit or bicycle alternatives. We will incorporate state of the art Green Building features into our retail facility during the remodel/build-out of the 2044 Columbus Parkway property.

WASTE

Have a Heart’s proposed retail dispensary will not generate any industrial waste, or waste of any kind, other than the incidental waste one would expect from a comparable size retail storefront. Have a Heart Benicia will also implement a waste reduction and recycling program that establishes policies for the reuse, recycling, or composting of materials and supplies. If permitted by local and state regulations, the Company also plans to offer a cannabis product packaging recycling program.

WATER

Although the proposed facility’s water consumption should be no greater than any other similarly sized retail operation, Have a Heart Benicia is cognizant of the concerns raised by the legalization of adult-use cannabis with regard to California’s water supply. The proposed facility’s plumbing fixtures and fittings shall be installed in accordance with the California Plumbing Code and the breakroom and restroom facilities will be retrofitted with low-flow sink fixtures and dual flush toilets that meet the Environmental Protection Agency’s WaterSense standards.



SUSTAINABILITY

Have a Heart focuses on sustainable practices. As noted above, Have a Heart Benicia will implement a waste reduction and recycling program that establishes policies for the reuse, recycling, or composting of materials and supplies. Whenever possible, the proposed facility will use supplies made from recycled materials, incorporate building and furnishing materials made from post-consumer content, and purchase reusable supplies. The program will also call for the reuse of paper and other materials before recycling, and the repurposing of materials, supplies, and furnishings.

ENERGY-EFFICIENT FACILITY

The proposed facility's design and operation will use of natural sunlight and will be powered by "green" energy (subject to local availability). Energy efficient LED lighting will illuminate the premises, and all appliances will be Energy-Star rated. Smart power management software will turn of unneeded

electronics after-hours and monitor total energy use. Regular inspections by management will ensure all fixtures are operating optimally and that any issues are addressed immediately.

GREEN PURCHASING

Have a Heart is also committed to "Green" purchasing. The Company shall only purchase: (i) copier and printer paper that contains at least 30% post-consumer recycled content; (ii) office supplies and furniture that contain the highest percentage of recycled and non-toxic content whenever possible; (iii) products that contain bio-based content whenever possible; (iv) "Energy Star" rated office equipment; and (v) used quality furniture and electronics.

ENVIRONMENTALLY-CONSCIOUS PARTNERS

In addition to the Company's internal environmentally sustainable policies and practices, Have a Heart prioritizes contractors and vendors who demonstrate a similar commitment to sustainability and conservation. Have a Heart Benicia will prioritize doing business with contractors and vendors who produce their goods and services locally and sustainably. Preference will be given to vendors and contractors who are local and/or deliver their products using a low-impact means of transportation, thereby reducing transportation-related waste and pollution.



APPENDIX 16: TRAINING PLAN



HAVE A HEART BENICIA TRAINING PLAN

Have a Heart leads the cannabis industry in employee training. Prioritizing education builds successful employees, who will in turn build a successful business. Have a Heart has a reputation for providing the most knowledgeable Guest Care Consultants (“GCCs”) in Washington State. In addition to Have a Heart’s partnership with the University of Nevada, Las Vegas, where employees may obtain a “Cannabis Professional/Budtender Certification,” Have A Heart has an established internal training program that has been used to train over eight hundred (800) employees to-date. For Have a Heart Benicia, the core Have a Heart California operating manual and training materials will be adapted and refined to conform to the additional specific requirements of the Benicia Municipal Code.

Have a Heart’s robust internal training program combines on-the-job training, regular one-on-one and group learning sessions, two-way feedback and a strong support staff. This training is intended to be conducted in parallel with our online education courses. External educators will be brought in monthly to present or employees recent updates in regulatory compliance. Have a Heart Benicia vendors will also present and inform our staff about recent product developments. These education materials are designed to simultaneously inform and impassion our team.

Built on the Moodle learning platform, Have a Heart’s internal training program provides individually customized coursework and quizzes based on a team member’s specific role and regulatory jurisdiction. The training website can be viewed at <http://haveaheartcertification.com>. Topics include regulatory compliance, cannabis knowledge, sales, security, and medical consulting. Employees’ progress through the training curriculum is evaluated using regular testing and subject matter reviews. If an employee scores less than 70% on a quiz, they are assigned additional study materials and are required to retest. Employees with learning disabilities, or who simply do not thrive with an online training methodology, may work individually with the Lead Trainer to cover the assigned curriculum. Employee educational goals are formally reviewed every six months during performance assessments. The regimented training schedule enables new hires to efficiently gain the basic knowledge set required to meet the high professional standards necessary to work in a Have a Heart cannabis dispensary.

To ensure a high quality of service for guests, reduce the chance of diversion, and provide a clear system for daily operations, all guest-facing staff are trained on, and must demonstrate competence in, Good Dispensing Practices policies and procedures, including but not limited to:

- a) intake, registration and verification procedures;
- b) patient confidentiality and HIPAA compliance;
- c) maintenance of accurate entry/exit logs;
- d) utilizing POS software to manage and track inventory, sales data, and tax reporting which fully integrates with the State’s Metrc tracking system;
- e) verifying guest sales limits prior to dispensing products pursuant to local and State regulations;



- f) confirming packaging and labeling compliance of all products at least twice prior to dispensing; and
- g) visitor policies and procedures

In order to give GCCs the required knowledge to provide the information Have a Heart's guests need to make informed decisions about their cannabis options, employees also have access to a library of vendor educational videos and external sales training materials and take part in regular "Educator Presentations" led by the Lead Trainer and external medical consultants. Additionally, all Patient Care Consultants (retail employees specially trained to work with medical cannabis patients) are required to maintain an in-depth knowledge of qualifying medical conditions and the appropriate uses of medical cannabis to treat those conditions.

Have a Heart Benicia's training curriculum will include the following modules:

Regulatory Compliance Training – Provides staff with specific knowledge, operating procedures, and best practices in order for them to confidently perform job duties in full regulatory compliance when dealing with customer intake and verification, use and sales limits, HIPAA compliance and privacy disclosures, as well as use of Green Bits, a full-service software solution for managing inventory and sales data and METRC track-and-trace integration, and the laws governing personal use.

Cannabis Knowledge Training – Focuses on the two plants that make this all possible, Cannabis Sativa and Cannabis Indica, and includes everything you every wanted to know but were afraid to ask about terpenes, cannabinoids, and Tetrahydrocannabinol. In-depth materials detail quality-control and product evaluation measures, strain-differentiation and guidance on making appropriate medical and recreational product recommendations of the wide variety of cannabis products on the market. In addition, education materials about the cultivation, manufacturing, testing, distribution, and sale of cannabis products and their effects on the economy, the environment and our neighborhoods.

Security Training – Equips staff with the tools to safely conduct their job duties and outlines safety and evacuation procedures, potential job hazards and interaction with security staff.

Supplemental Training – Will be made available to all staff on a wide variety of cannabis education enrichment materials, such as customer service, virtual tours of vendor facilities as well as next-level sales training. Staff is encouraged to self-pace their continuing cannabis education and is rewarded for achievement with various job perks.

For on-site training, Have a Heart Benicia will designate an assistant manager as the store's dedicated lead trainer. This individual is responsible for managing the training needs of the store's staff, ensuring that each team member is progressing appropriately through the assigned training program, and coordinating overall training development with our centralized Have a Heart training team. Prior to the opening of Have a Heart Benicia, the lead trainer will be educated and trained alongside all other management staff for Have a Heart Benicia at either Have a Heart's Seattle Headquarters or an operational Have a Heart location in California.



All retail locations have a quarterly “all-hands” meeting where new and updated training materials are presented. All employees who have attended a continuing education course are required to give presentations on the course to their peers, and this often creates lively discussions. External educators are brought in at least twice annually to present at these meetings, and videos are recorded and archived for later viewing by new employees and employees at other Have a Heart stores.

Have a Heart considers the training described above to be the minimum acceptable baseline for a retail dispensary employee. Have a Heart also believes an individual’s education should never stop, which is why Have a Heart aims to inspire an attitude of lifetime learning by providing ongoing educational opportunities. All employees are encouraged to take college-level courses for credit that add value to their job duties and, if the employee presents passing grades, Have a Heart will provide tuition reimbursement. We are also excited to be working with the UFCW, as part of our labor peace agreement, to offer free online courses to our California employees through Eastern Gateway Community College. A summary of the Eastern Gateway Community College program and majors offered are described in Appendix 17 ‘UFCW International Union Contract and Benefits Programs’ of the PCA.

Having the most knowledgeable staff in the cannabis industry increases morale and instills a sense of ownership in Have a Heart’s front-line employees. This sense of ownership reduces turnover and makes the Have a Heart workplace a positive participant in the community.

Have a Heart Benicia believes that prioritizing staff’s education will build a strong foundation for success for its employees, guests, and business. Have a Heart Benicia will equip its team members with the skills they need to operate small businesses, provide them with educational opportunities, and create an environment that rewards consistent contribution with raises and promotions.



APPENDIX 17:

UNITED FOOD AND COMMERCIAL WORKERS INTERNATIONAL UNION CONTRACT AND BENEFITS PROGRAMS

Agreement
Between
Have A Heart CC
And
UFCW Local 21
Effective July 1, 2018- July 1, 2021

United Food and Commercial Workers Union Tentative Agreement with Have A Heart CC

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Medical &/or Adult-Use Cannabis Retail
Tentative Agreement

This Agreement entered into by and between Have A Heart CC, hereinafter referred to as the "Employer," and the United Food and Commercial Workers Union, Local 21 chartered by United Food and Commercial Workers International Union, hereinafter referred to as the "Union," agrees to bind by the following terms and provisions covering wages and working conditions.

ARTICLE 1 - RECOGNITION

Section 1:

The Employer hereby recognizes the Union as the sole collective bargaining agency for an appropriate unit consisting of all full-time and regular part-time employees working at the Employer's present and future place(s) of business in Washington. In the event that the Employer opens other facilities outside of the state of Washington and within the jurisdiction of the UFCW International Union, employees of those facilities will be covered by this Agreement in their respective local union or affiliate as assigned by the UFCW International. The parties will bargain over the wages of any classification not covered by this Agreement.

The employer shall notify the union of the opening of a new operation within the jurisdiction of the UFCW International Union. Within 30 days of the new operation opening, the employer shall schedule a union orientation meeting.

Section 2: When new or additional employees are needed, the Employer can notify the Union, as one of its sources for new or additional employees. The Union shall have the opportunity to refer applicants for vacancies to be filled. It will be the sole determination of the Employer as to which applicant(s) will be offered employment.

Section 3: The Employer will notify the Union of all new bargaining unit employees hired within ninety plus one day (90+1) of their employment.

Section 4: All work covered under this Agreement may be performed by bargaining unit employees of the Employer. The Union and the Employer may also mutually agree to bargaining unit work performed by other employees so long as the Employer maintains the position of a dual Employer for all such employees. Essentially, non-bargaining unit employees are expressly permitted to perform bargaining unit work. Non-bargaining-unit employees may perform work performed by bargaining unit employees.

Section 5: Indemnification: The UNION agrees to indemnify and hold the EMPLOYER harmless from and against any and all claims, demands, losses, damages, costs, liability, or expenses, including, but not limited to, reasonable attorney's fees and expenses, arising from or growing out of the application of this AGREEMENT that it incurs, if at the request of the UNION, the EMPLOYER wrongfully terminates an employee pursuant to the Union Security Provisions of this AGREEMENT.

Section 6: In any jurisdiction without an applicable "Right to Work" Law, any employee retained by the EMPLOYER for more than the probationary period of ninety (90) days must become and remain a member of the UNION as a condition of employment. This Section will be fully effective if Washington state's "Right to Work" Law is nullified, voided, or amended for any reason by any legislative action or judicial decision. This Section is void and severed in any jurisdiction with a "Right to Work" Law.

ARTICLE 2 -MANAGEMENT RIGHTS

Section 1: The management of the Employer's business and the direction of its personnel, including but not limited to: the right to hire, promote, demote, terminate, schedule hours of work, reduce hours of work daily or weekly, assign duties, transfer or relieve employees from duty for lack of work or other legitimate reasons, discharge and discipline for just cause; to establish reasonable rules and regulations is the exclusive right of the Employer subject to the terms of this Agreement. The Employer will be the exclusive judge of its business and the methods, processes, means and material to be used. Nothing contained in this Agreement will be intended or construed as a waiver of any of the usual, inherent, or fundamental rights of the Employer, whether the same has been exercised heretofore or not; and these rights are hereby expressly reserved to the Employer. Copies of rules, policies and procedures and changes thereto will be given to the Union and to all employees within thirty days (30) of modification.

Section 2: As a condition of this Agreement, the Employer agrees to abide by all legal business requirements of the municipalities in which it operates. Given the nature of the cannabis industry, the Employer and the Union understand the importance of adhering to professional, legal, ethical and compliant business standards covered in the company employee handbook.

Section 3: The Employer and the Union will work as partners to assure that these standards are met but all legal responsibility for meeting these standards shall rest with the Employer. Legislatively, however, the Union will cover all lobbying obligations pertaining to workers' rights and standards as laws are evolving and introduced throughout the country.

ARTICLE 3- HOLIDAYS

Section 1: The following days shall be recognized as paid holidays: New Year's Day, Labor Day, Fourth of July, Thanksgiving Day, and Christmas Day.

Section 2: All full-time employees shall be paid holiday pay, at the hours that they normally work (hours vary for budtender/budback shift) (either 8 or 10) at their straight time rate of pay for each of the listed holidays and personal holidays. Holiday pay for part-time employees shall be based on twenty (20%) percent of the employee's average hours paid per week. Holiday pay is available for employees after 1-year anniversary. When required to work on a recognized holiday, employees shall be paid at time and one half hourly rate.

Employees working less than eight (8) hours on the holiday for full-time or less than their prorated hours on the holiday for part-time will receive their corresponding holiday pay at time and a half. Holiday work will be offered in order of seniority & merit/performance based. In the event the Employer must require employees to work on a holiday, the most junior employees will be mandated to work.

Section 3: Holiday Pay

Any employee who has reported for work on his/her scheduled working day immediately preceding or immediately following a recognized holiday, except when permission to be absent has been granted by the Employer or when the absence is due to a bona fide illness of the employee, shall receive holiday pay at his/her regular rate of pay. It is understood that in order to qualify for holiday pay an employee must work at least one (1) workday during the week in which the holiday falls.

ARTICLE 4 –EARNED TIME OFF

Section 1: Employees shall accrue earned time off ("ETO") on a per pay period basis to use for vacation, personal business, appointments, personal or family issues, illness or leisure. Accrual shall begin upon completion of Employee's probationary period.

Section 2: Employees shall accrue ETO as follows:

Years of Service (completed)	Earned Time Off	Accrual Rate per pay period
1 year	40 hours	1.67 hours
2 years	88 hours	3.67 hours
4years	96 hours	4.00 hours

*Pay Period as used here is an ordinary twice-monthly based on a 40-hour workweek. Regular part-time employees shall accrue on a prorated basis based on the average

number of hours worked per day by the employee for the previous calendar year with a maximum of eight (8) hours per day and forty (40) hours per week.

Section 3: ETO may only be used after it is accrued and may only be taken in whole day (defined as the full working day for either full or regular part-time employees) increments.

Section 4: Employees are not eligible to accrue ETO while on any unpaid leave of absence.

Section 5: ETO is paid at the Employee's base hourly pay rate at the time of absence.

Section 6: ETO banks shall reset every year on January 1st. After a bargaining unit employee completes his or her first year, he or she shall accrue ETO on a per pay period basis until December 31st of that year and shall be permitted to carryover up to forty (40) ETO hours. Thereafter, the bargaining unit employee shall be permitted to carryover a maximum of forty (40) ETO hours. At the end of any given calendar year, any accrued and unused ETO in excess of forty (40) hours shall be forfeited.

Any paid leave required by Federal or State Law shall be included as part of the bargaining unit employee's ETO, and this Agreement shall be interpreted such that any required paid leave shall not be owed to the employee in addition thereto.

ARTICLE 5 - CIVIC DUTY

Section 1: JURY DUTY: An employee shall immediately notify their Employer upon receiving a call for jury duty. When a full-time employee is required to serve on a petit jury, the Employer agrees to pay the difference between the employee's regular straight time daily rate and the amount received by the employee for jury service, provided the employee has completed six (6) months service with the Employer, is required to report by the jury commissioner and does serve on any jury. Such an employee must report for work whenever their presence is not required on jury duty. Hours spent on jury duty will be counted as time worked for the purposes of this Agreement. Upon completion of service on the jury, the employee must immediately notify the Employer for further scheduling. Proof of call to jury duty must be submitted to the Employer promptly upon receipt. Proof of daily jury service is required for payment of this benefit.

Section 2: PAID CIVIC DUTY: The Union and the Employer encourage civic participation. As an incentive to participate in the election process, employees scheduled to work on Caucus day shall be offered up to three (3) hours paid for the purpose of Caucusing only. Employee must notify management in writing within two weeks of Caucusing date that they intend to participate. Employee must show some formal proof of attendance to receive pay.

Section 3: MILITARY SERVICE: The Employer agrees to comply with the terms of the

Universal Military Training and Service Act, with reference to all provisions providing for the reemployment of persons entering military service. These provisions shall be deemed a contractual obligation under the terms of this Agreement.

ARTICLE 6 - FUNERAL LEAVE

Section 1: An employee is eligible for paid funeral leave upon completion of the employee's first year.

Section 2: Leave days are for the purpose of arranging for and attending the funeral of a covered family member. Employees will receive funeral pay as follows: 5 days paid leave in the event of the death of the employee's spouse, child, step-child or cohabitating significant other or cohabitating partner; three (3) days paid leave in the event of the death of the employee's parents, siblings, grandchild, grandparents, and current in-laws. (Mother, Father, Sister, Brother)

ARTICLE 7 - DISCHARGE OR SUSPENSION-

Section 1: The Employer may discharge or suspend any employee for just cause as described in the Employer's employee handbook as may be changed from time to time. A letter or notice will be given to the employee setting forth the reason for his/her discharge or suspension. A copy may be sent to the Union.

Section 2: In a case where an employee is warned for misconduct but not discharged or suspended, the Employer will make a written record of such warning and provide a copy for the employee, with a copy sent to the Union as an optional formality.

Section 3: In all disciplinary interviews and in the issuance of written warnings, the Employer knows to make reasonable effort to assure that the affected employee understands the process and that he/she has the option to request Union representation at the interview. Employees have a right to object to warnings they believe are unjust, following the procedures outlined in Article of this Agreement.

Section 4: No prior warning notice will be necessary if the cause of discharge or suspension is for serious infractions.

Section 5: Prior to any suspension related to progressive discipline, a written warning will be issued with a copy sent to the Union.

Section 6: Any employee may request an investigation of his/her discharge or suspension and the Union may have the right to protest the discharge or suspension. Any such protest must be presented to the Employer in writing within seven (7) calendar days after the discharge or

suspension and if not presented within such period, the right of protest will expire.

Section 7: Notwithstanding any of the prior sections, noncompliant activity putting the Employer's cannabis business license at risk, including any pertinent permits and licenses, will result in an immediate termination.

ARTICLE 8 - GRIEVANCE PROCEDURE

Section 1: In the event of a dispute or grievance over the interpretation of this Agreement the following procedure may be followed:

- a. When a grievance arises, the employee may attempt first to settle the matter with their immediate supervisor. In the event that this is unsuccessful, the representative of the Union can be called so that the matter may be settled without loss of time to either party.
- b. If the grievance cannot be resolved on a local level, a representative of the Employer and a representative of the Union can, within four (4) calendar days, attempt to reach a settlement of the controversy, dispute or disagreement.
- c. In the case of wage discrepancies, the Employer agrees to submit to the Union upon request from the Union any and all wage data concerning same
- d. Any claimed grievance of any kind to be acted upon or accepted as valid for any reason must be filed in writing with the Employer and the Union within thirty (30) calendar days after the employee has knowledge of the occurrence giving rise to the grievance. Regardless of the date of filing, the employee will receive the full back pay to which the employee is entitled for a valid grievance and shall be collectable over a period of time covering two (2) months or back to the effective date of the Agreement, whichever is more.
- e. Any controversy over the interpretation of or the adherence to the terms and provisions of this Agreement, including all claims for wages which cannot be settled by negotiations, shall be submitted to arbitration by either party notifying the other involved in writing of its desire to do so. Notification of desire to submit the grievance to arbitration must be made within thirty (30) calendar days following exhaustion of a, b, c and d above.
- f. Employer Violations: Any Employer who intentionally violated any part of this Agreement shall be penalized for such violation, such as paying less than the established rate of pay or violating hours or employment, etc. If such violations are proven, the Employer shall pay double (2) times the amount involved.

Section 2: MEDIATION: Any discharge or dispute that cannot be resolved under the provisions of Section 1 of this Article may be referred by mutual agreement to the Federal Mediation and Conciliation Service (FMCS) (or we can use AAA or similar service), in an attempt to reach an agreement on a resolution. The party wishing to submit the dispute or discharge to non-binding mediation shall do so in writing within fifteen (15) calendar days following the exhaustion of the remedies in Section 1 of

this Article. The parties, by mutual agreement, may elect to bypass mediation and refer the matter directly to arbitration.

Section 3: ARBITRATION: If a dispute or discharge is not resolved by the provisions of the Section 1 and Section 2 of this Article, either party may refer the matter to arbitration by notification to the other party, in writing of their desire to arbitrate the issue.

- a. A representative of the Union and a representative of the Employer shall meet and attempt to agree on a neutral third (3rd) party to hear and decide the Grievance. If within seven (7) calendar days of notification, the parties cannot agree on a neutral party, either party may petition the FMCS for a list of seven (7) neutral arbitrators. The parties shall alternately strike from this list until one (1) name remains; that person shall be the one (1) to hear and decide the grievance.
- b. The neutral party shall meet with the parties to the dispute, hear all evidence in the case or cases referred and render a decision as soon as possible.
- c. Each party shall bear the expenses of preparing and presenting its own case. The expenses of the neutral party shall be equally shared by the parties.
- d. There shall be no recourse to any other method of settlement, unless a party fails to accept and comply with the award, in which case the award may be enforced by further action of the party in whose favor such award has been given.
- e. The decision of the arbitrator shall be final and binding upon all parties to the dispute.
- f. Status Quo: During the period of adjustment or arbitration, as provide in this Article, the conditions in effect at the same time of the notification of the claimed grievance shall continue in effect pending final decision.

Section 4: LIMITATIONS ON ARBITRATOR: The arbitrator shall not have the authority to decide questions involving the jurisdiction of any local, or of the International, or which may in any way affect or change the Union security clause, nor shall the arbitrator have the authority to effect a change in, modify or amend any of the provisions of this Agreement

Section 5: TIME LIMITS: The time limits set forth above shall be absolutely mandatory and failure to comply will mean the grievance is void and no consideration will be given to it. The time limits may be extended by written mutual agreement.

ARTICLE 9 - UNION REPRESENTATION

Section 1: JOB SITE VISIT: A Union Representative employed by the Union shall be allowed to visit, with at least a 24-hour notification, the worksite for the purpose of ascertaining whether or not his Agreement is being observed. This right shall be exercised reasonably and compliantly. The Union Representative shall follow reasonable rules and procedures related to non-employee visits to the facility. The Employer may accompany the Representative in sensitive areas. The Employer will provide space wherever possible, such as the manager's office, for employees to meet alone with their Union Representative if requested.

Section 2: The Union Representative may attend Employer meetings that represent discussion of continuing problems that the Employer needs to address with the employees and the employees have asked their Union Representative to be present.

Section 3: BULLETIN BOARD: The Employer shall provide space for a bulletin board conveniently located for the posting of notices of official business of the Union.

Section 4: TIME-OFF FOR UNION BUSINESS: Employees shall be allowed time off without pay for the purpose of attending Agreement negotiations, mediation or arbitration board hearings, or for other bona fide Union business. In all instances, the Employer shall be notified not less than two (2) weeks in advance of such absence and the number of employees requesting such absences shall be so limited by the Union that it will not interfere unreasonably with the operation of the Employer's business with consent of the employer, such consent shall not unreasonably be withheld.

Section 5: The Union and the Employer acknowledge and understand the unique nature of the cannabis industry and the need to advocate for and protect the rights of workers and patients. The Union and the Employer will continue to work collaboratively towards this end and will publicly and legislatively oppose efforts to undermine or interfere with these rights.

Section 6: SHOP STEWARD: The Union shall be allowed to designate a shop steward at each location for the purpose of monitoring compliance with this Agreement and other legitimate Union business. Stewards shall be allowed to conduct incidental Union business on company time.

Section 7: JOINT LABOR/MANAGEMENT COMMITTEES: The Employer and the Union agree to establish a Joint Labor and Management Committee (JLM) consisting of one bargaining unit employee from each location, management, and the Union.

The Joint Labor/Management committee shall meet within 60 days of ratification to discuss and implement all subjects/sections within Article 14 of the C.B.A.

Section 8. UNION LABEL. For Employer controlled companies, the Employer shall display the UFCW Union Made Cannabis Logo on all products produced by members of

the bargaining unit. The employer shall also display, in their retail establishment entrances, a union shop card designating this is a union represented establishment.

ARTICLE 11 - NO STRIKE, NO LOCKOUT

Section 1: During the term of this Agreement, the Union agrees there will be no strikes and the Employer agrees there will be no lockouts.

ARTICLE 12 - LEGISLATIVE CHANGES

Section 1: Should any of the provisions in this Agreement be rendered or declared invalid by reason on any existing or subsequently enacted legislation, such invalidation of a portion of this Agreement shall not invalidate the remaining portions and they shall remain in effect.

ARTICLE 13 -HOURS OF WORK

Section 1: The regular workweek shall constitute forty (40) hours in five (5) eight (8) hour shifts OR forty (40) hours in four (4) ten (10) hour shifts. The Employer may utilize part-time employees, but the utilization of part-time employees shall not undermine the concept of full-time work for the majority of the workforce.

Section 2: Each workday an employee is required to report to work but is not put to work or is furnished with less than half of his or her usual or scheduled day's work, the employee must be paid for half the usual or scheduled day's work, but in no event for less than two hours nor more than four hours, at their regular rate of pay.

Section 3: OVERTIME: For hourly employees, all time worked in excess of eight or ten hour shifts and forty (40) hours in one (1) week shall be paid at the rate of time and one-half (1 ½) the straight-time hourly rate. Alternative workweek may be arranged by mutual consent so long as they comply with state and federal laws. Daily and weekly extra work shall be offered by merit/availability in each classification.

Section 4: MEAL PERIOD AND BREAKS:

Hours scheduled	Lunch and breaks
8 hours	1 unpaid 30 minute lunch and 2 paid 15 minute breaks
10 hours	1 unpaid 30 minute lunch and 3 paid 15 minute breaks

*an additional 10 minute break shall be granted for every additional 2 hours worked in excess of an employees' scheduled shift.

Section 5: HOURS PAID: ETO, holiday, and personal time paid but not worked will not count towards overtime.

ARTICLE 14 -SENIORITY

Section 1: PROBATION: Employees who have not attained seniority with the Employer shall be deemed probationary and subject to discharge without recourse or notice. Once probation is completed, the employee's seniority date shall be retroactive as of the first (1st) day of hire. New employees shall serve a probation period of ninety 90 calendar days. Probation may be extended provided the employer requests an extension in writing before the 90-day period is up for an additional 90 days.

Section 2: LAY OFF: In the reduction of forces, subject to a retention score of at least 3 on a 4-point scale, the last employee hired shall be the first employee laid off within the classification. Laid-off employee(s) shall be recalled in the reverse order of layoff within the classification. Seniority shall not apply to any employee until he/she has completed the probationary period.

Non-probationary employees are entitled to receive one (1) weeks' notice of layoff or one (1) weeks' pay at the employee's regular rate in lieu thereof. Subject to a retention score of 3 on a 4 point scale, laid off employees will have preference over new hires for openings in other classifications so long as they possess the skills and ability to do the job or learn the job in a reasonable period of time.

Section 3: LOSS OF SENIORITY: Seniority shall terminate for the following reasons:

- a. Discharge for just cause
- b. Resignation
- c. Layoffs of six (6) consecutive months or a period equal to the employee's length of service when the layoff began whichever is less.
- d. Failure to report to work within five (5) calendar days after recall from layoff. The employee will be notified by certified letter at the employee's last known address.
- e. Employee fails to return to work from a leave of absence.
- f. Employee is absent from work for three (3) consecutive workdays without reporting to management unless such failure to report is due to serious, proven medical reasons satisfactory to the Employer. Such three (3) days with no report shall be deemed a voluntary quit.
- g. Failure to maintain a retention score of at least 2 or better on a 4-point scale.

Section 4: COMPASSIONATE SCHEDULING: The Employer shall post a work schedule for all employees, specifying start and finish of shifts not later than 5:00 pm on Monday for the workweek that begins the following Monday. In the event a new schedule is not posted, the previous week's schedule shall apply.

Section 5: SCHEDULE SELECTION: Seniority shall prevail regarding the selection of workweek schedules and shift selection when it is operationally feasible.

Section 6: JOB BIDS When a vacancy or new job opening occurs the employer will post the opening on the agreed bulletin board and webpage. The job shall remain open for a period of seventy (72) hours. The posting shall indicate the job, location, shift, rate of pay, and supervisor. Preference will be given to employees within a division. If no employee in the division bids for and is awarded the job, the job will then be posted for bid to the remainder of the company. All job bids will be determined on the basis of S.A.S.S. long as the winning bidder has the qualification to perform the job or learn the job in a reasonable period of time. Employees are limited to two bids per twelve (12) month period. The Go Team will not be offered as a bid. The employer may appoint any employee to that position they deem appropriate.

Section 7: The Employer will forward the seniority list to the Union semi-annually or whenever new employees have completed probation.

Section 8: The Employer and the Union agree to establish divisions for purpose of seniority and bidding.

Section 9. The S.A.S.S. shall be determined using the formula below:

Non-lead employees-

75 % Seniority, 25% Disciplinary tracking, Education, Training.

Lead Employees-

75% Disciplinary tracking, Education, Training, 25% Seniority

Assistant Managers –

Job of Assistant Management shall be awarded at management discretion.

ARTICLE 15 – DUES CHECK OFF

Section 1: The Employer, upon written authorization of an employee, shall deduct equally from each paycheck beginning with the third (3rd) month of employment, the periodic dues and the initiation fees uniformly required as a condition of acquiring or retaining Union membership, and promptly remit the same to the Union on a monthly basis. If properly payable dues are not deducted by error, they should be deducted the following week. The Employer also agrees to deduct and remit to the Union political check-off contributions upon written authorization by employees.

Section 2: If any employee quits, is discharged or laid off, deductions in accordance with this Article shall be made from the last payment of wages.

Section 3: The Union shall indemnify and save the Employer harmless against any and all claims, demands, suits or other forms of liability that shall arise out of or result by reason of action taken or not taken by the Employer in reliance upon signed authorization cards furnished to the Employer by the Union or for the purpose of complying with any of the provisions of this Article.

Section 4: An authorization for wage deductions signed by an employee in conformance with this Article shall be irrevocable for a term of one (1) year, and shall be automatically renewed each successive year unless an employee desiring to terminate the authorization gives written notice of such desire to the Employer and the Union at least thirty (30) days and not more than ninety (90) days before the automatic renewal date. Employees who terminate authorization for deduction will be responsible for paying their required dues on a monthly basis.

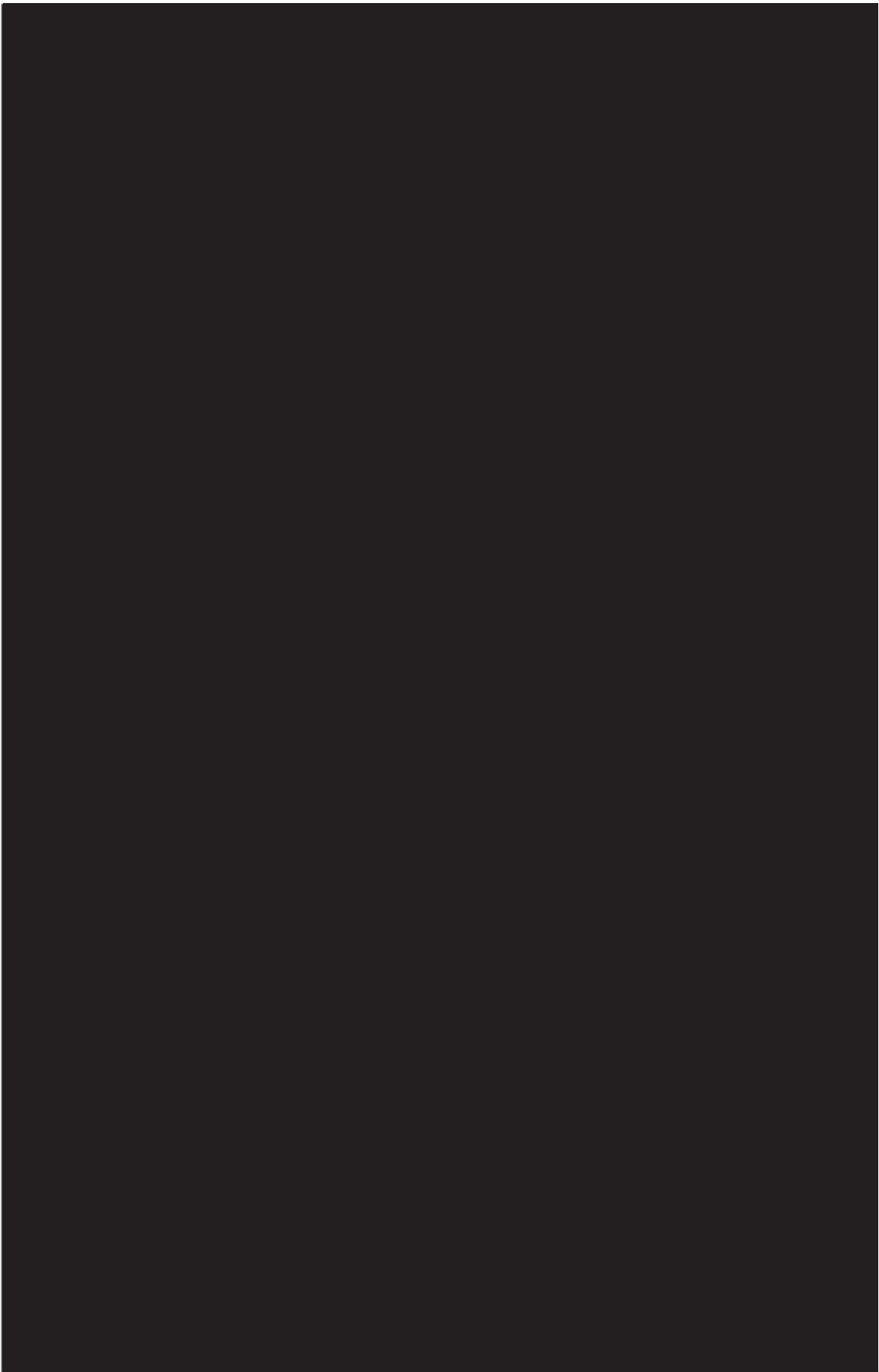
Section 5. The Employer agrees to deduct the amount authorized per week and remit monthly to the Local Union's Active Ballot Club from employees who are Union members and who have signed deduction authorization cards.


ARTICLE 16 -WAGES

Section 1: JOB CLASSIFICATIONS & RATES OF PAY:

During the term of this Agreement the following job classifications and rates of pay and increases shall apply:







Employees shall earn a step increase every 12 calendar months upon completion of probation.

Employees over the top rate on the scale shall receive a 3.5% increase per year on their anniversary in lieu of the 75 cent longevity increase.

All employees with less than 5 years seniority shall receive a 75 cent longevity increase per hour on their anniversary in addition to the cost of living increase on January 1 of every year.

Section 2: MERIT INCREASES. The employer may award merit increases above and beyond contract scales. Merit increases shall be awarded based on quarterly reviews. Any merit increase shall be added to the employee's base hourly rate. Factors for merit increases can include performance training, education, disciplinary history, and other factors, including retention score, at the employer's discretion.

Section 3: Employees asked to work outside their classification shall be paid the rate of the job performed or the employees regular rate whichever is higher for the employee's entire shift.

No employee shall suffer a reduction in pay as a result of the signing of this agreement.

ARTICLE 17-HEALTH AND WELFARE-

Section 1: The Employer will execute the attached Participation Agreement and other documents in order to attain Health and Welfare coverage under the UFCW National Health & Welfare Fund ("the Fund") effective upon completion of paperwork for coverage for employees averaging 30 or more hours per week. The Company will contribute to the Fund's rate for coverage per month for each eligible employee electing coverage as follows:

Monthly Rates:	Med/Rx/ Short Term Disability	Dental	Vision	Total	For duration of agreement employer contribution
Employee	\$398.83	\$41.21	\$3.08	\$443.12	50% \$221.56
Employee + Spouse	\$807.52	\$84.48	\$6.31	\$898.31	50% employer contribution \$449.16
Employee + Child(ren)	\$710.21	\$74.18	\$5.54	\$789.93	50% employer contribution \$394.97
Family	\$1,123.20	\$132.83	\$9.91	\$1,265.94	50% employer contribution \$632.97

After the first year, the Fund may assess up to a ten (10) percent cost increase annually if required to maintain current benefit plan; the Employer continues to be responsible for the percentage amount agreed upon.

Should there be a change to the 280e Tax Code to allow labor and health benefits to be tax deductible, employer will increase healthcare contribution to cover 80% of the cost.

Employees become eligible for Health and Welfare coverage after 1 year of employment. An employee choosing coverage will pay the remaining percentage of the cost of coverage deducted from their pay on a pre-tax basis.
The Employer will remit the entire amount due for coverage to The Fund.

Assistant Managers qualify for Health and Welfare immediately following the completion of probation. Members who previously qualified for Health and Welfare prior to obtaining Assistant Managers position will be exempt for probationary rule as to pertaining to Health and Welfare and will continue to receive those benefits during Assistant Managers probationary period.

Health & Welfare Benefits are summarized in Appendix B of this Agreement. Employees will choose level of coverage at Annual Open Enrollment and may choose Employee Only, Employee+ Spouse, Employee + Children or Family coverage. Employees may also choose whether or not to take vision or dental coverage for children and spouses if the dependents are at least covered for Medical and Prescription benefits.

If during the term of this agreement, the actual dollar cost for the Health & Welfare contribution increases, the employer and employee will continue to pay the same respective percentages set forth in the agreement.

ARTICLE 18- PENSION

Section 1: It is the intention of the parties to offer a Defined Benefit Pension Plan through the UFCW and Employers Industry Pension Fund. A Participation Agreement will be executed as soon as possible. The contribution will be at \$0.50 /hour for all workers averaging 30 paid hours or more per week and capped at 40 hours per week. Contributions will be set aside from the date of this Agreement and remitted at the time of entry into the UFCW and Employers Industry Pension Fund.

ARTICLE 19 -UNIFORMS

Section 1: Employees can be required to adhere to a reasonable dress code at work that is printed and posted or published in an Employee manual. If Employees are required to wear standard uniforms, the Employer shall furnish such uniforms at no cost.

Article 20- EMPLOYEE DISCOUNT

Section 1: Employees shall receive thirty-five (35) percent off purchases at the employer's dispensary any day of the week.

ARTICLE 21 -BONUSES

Section 1:

1. Bonus will be partially based on a set of Bonus Metrics put in place for that specific pay period (1st thru the 15th OR 16th thru end of the month).

a. Metrics may include performance goals, statistics and needs.

Bonus will be partially based on Revenue. If shops can exceed the previous week revenue they will earn a bonus.

Revenue is before taxes.

Bonus pay is tiered based on position not seniority:

Budtender/Budback /Inventory Coordinator/Merchandiser- \$50 per week

a. Lead Budtender/Lead Inventory Coordinator - \$75 per week

b. Assistant Manager/Manager - \$250 per week

i. Those who do not work directly in the shops and are involved with the day to day operations on the storefront level are not up for weekly bonuses opportunities.

Bonuses are calculated based on any Saturday that falls within the pay period. Every pay period includes 2 (two) Saturdays except for 2(two) pay periods a year which include the opportunity to triple bonus (three Saturdays).

Bonuses are paid only if you've worked at least 64 hours in the pay period at the shop where you were bonused.

Bonuses begin after 90 days of employment.

Bonus program changes and modifications shall be discussed during Joint Labor/Management meetings

ARTICLE 22 -TIPS

Section 1: As permitted by law, the Employer may institute a tip pooling arrangement that equitably distributes tips that employees receive from customers. The Employer is prohibited from keeping any portion of tips (which includes customer service charges) given by a customer to an employee. The Employer and managers are prohibited from keeping any proceeds from a tip pooling arrangement. The employer may not use the value of any tips or tip pooling that employees receive, to offset or fulfill any wage obligations under this Agreement or law, including the Fair Labor Standards Act (FLSA), Section 3(m) of the FLSA, and state laws.

Tips begin after first 10 shifts completed.

ARTICLE 23 -LEAVES OF ABSENCE

Section 1: PERSONAL: Personal Leaves of absence without pay may be granted upon written request by the employee for a period not longer than thirty (30) cumulative days in any one (1) calendar year with mutual agreement by the Employer. Such leave

requests will be for bona fide reasons. All personal leaves must be granted in writing. Personal leaves may be extended for up to fifteen (15) additional days upon extenuating circumstances and with mutual agreement.

Section 2: MEDICAL: In case of accident, injury, pregnancy or sickness which renders the employee unable to work, an automatic leave of absence shall be granted for the period of time that they are judged unable to work up to a period of one year. Extensions of this time limit shall be granted upon certification that the employee is still unable to return to work, up to a period of three (3) years. The employee must be able to pass a physical examination upon return to work two (2) weeks in advance. The employee may return earlier if a mutual agreement is reached and hours are available. Employees may use earned vacation and personal days to care for sick children, parents and spouses.

Section 3: FMLA/FAMILY: The Employer will grant family and medical leaves of absence in conformity with the FMLA and State leave laws. Employees may use earned sick pay, vacation and personal days for the care of sick children, parents, or spouses, in addition to personal medical reasons.

Section 4: PARENTAL: An employee with at least one year of continuous employment shall be eligible for up to six weeks of paid parental leave, provided they also meet FMLA eligibility criteria and submit proper documentation of birth or adoption of a child.

ARTICLE 24 –SAFETY

Section 1: SAFETY: Safety postings pertaining to the conduct of employees shall be conspicuously posted by the Employer in his place of business, and the Employer shall maintain in their store, or place of business, a fully equipped first aid kit.

Section 2: SAFETY COMMITTEE: The Union and the Employer agree to form a safety committee comprised of one bargaining unit employee from each facility and three members of management. The safety committee shall meet quarterly to discuss concerns in matters of safety and health. Prior to such meeting, the bargaining unit members shall perform a quarterly safety walk-through and report back to the full committee recommendations for improvements.

Bargaining unit members of the safety committee shall, on a quarterly basis, perform ergonomic inspections of the workplace and report back to the full committee recommendations for improvement.

Safety committee responsibilities shall be performed on company time at the committee member's regular rate of pay.

The safety committee shall comprise of those same members as the Joint Labor Management Committee.

ARTICLE 25 - PAY PERIOD AND WAGE STATEMENT

Section 1: All employees shall be paid on at least a bi-weekly (2 times a month) basis. Paychecks shall include an itemized statement of hours worked and wages paid, including overtime pay, personal days, funeral leave, premiums and vacation.

ARTICLE 26- NO DISCRIMINATION

Section 1: The Employer shall implement UFCW's Diversity Plan for Equitable Opportunities included in Appendix A.

Section 2: The Employer and the Union will adhere to all Federal and State statutes and Municipal ordinances that impact this Agreement.

ARTICLE 27- DURATION OF AGREEMENT

Section 1: Except as otherwise indicated herein, this Agreement shall be effective July 01, 2018, subject to ratification, and shall remain in full force and effect in all areas to and including July 01, 2021 and shall be considered as renewed from year to year thereafter unless either party hereto gives written notice to the other of its desire to have the same modified or terminated. Such notice shall be given at least sixty (60) days prior to such expiration date during which period negotiations for a new agreement shall be conducted with all conditions agreed to by the parties to become effective on the first (1st) day of the week nearest the expiration date of this Agreement. If after opening, as provided herein, the parties fail to reach an agreement within the period so provided, then the provisions of Article 12 Legislative change of this Agreement shall not be binding on either party.

IN WITNESS WHEREOF, we attach our signatures this ____ day of _____, 2018.

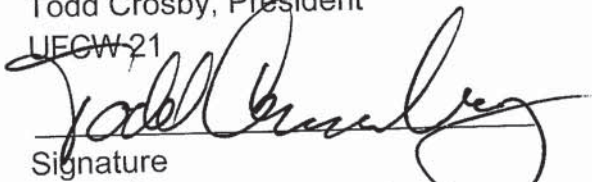
Ryan Kunkel, CEO
Have a Heart CC


Signature

Ryan Kunkel 8-24-18
Print Name Date

CEO
Title

Todd Crosby, President
UFCW 21


Signature

Todd Crosby 8/24/18
Print Name Date

President
Title

**Summary Plan of Benefits for Eligible Employees in
 The Universal Plan**
 Provided by the UFCW National Health & Welfare Fund
 1212 West Robinhood Drive, Suite 3-E, Stockton, CA 95207
 209-952-6533, 800-821-1222

SUMMARY OF BENEFITS	YOUR SHARE ELIGIBLE EXPENSE	
	In-Network	Out-of-Network
Calendar Year Deductible		
Individual	\$250	\$250
Family	\$500	\$500
Coinsurance after Deductible	20%	30%
Lifetime Maximum	Unlimited	
Out-of-Pocket Maximum	\$6850/\$13700	None
Physician Office Visits		
Primary Care Physician	20% co-insurance, after deductible	30% co-insurance, after deductible
Specialist Physician (Includes Cardiologists, Psychiatrists, etc.)	20% co-insurance, after deductible	30% co-insurance, after deductible
Preventive Care Benefits (One annual exam per calendar year including blood screening, urine tests, chest x-ray, EKG, & mammography)	No Charge	30% co-insurance, after deductible
Hospital (Daily Hospital Room and Board, Semi Private and other allowable expense)	No Charge	30% co-insurance, after deductible
Hospital Pre-Certification Penalty	50% of benefits up to a maximum of \$5,000	
Ambulance	20% co-insurance, after deductible	30% co-insurance, after deductible
Emergency Room (waived if admitted)	\$50 copay plus 20% co-insurance	\$50 copay plus 20% co-insurance
Mental and Substance Abuse		
Inpatient	No Charge	30% co-insurance, after deductible
Outpatient	20% co-insurance, after deductible	30% co-insurance, after deductible
Home Health Care	20% co-insurance, after deductible	30% co-insurance, after deductible
Skilled Nursing Care	20% co-insurance, after deductible	30% co-insurance, after deductible
Durable Medical Equipment (Total rental not to exceed purchase price)	20% co-insurance, after deductible	30% co-insurance, after deductible
Physical, Occupational, and Speech Therapy (excludes Chiropractic)	20% co-insurance, after deductible	30% co-insurance, after deductible
Chiropractic (Up to 12 visits per calendar year)	20% co-insurance, after deductible	30% co-insurance, after deductible
Vision Benefit (Payable during any two (2) year period with maximums)		
Eye Exam	No Charge	No Charge
Frames/ Lenses	Covered in full up to \$100 per person per calendar year	Covered in full up to \$100 per person per calendar year

PRESCRIPTION DRUG PLAN	YOUR SHARE OF ELIGIBLE EXPENSE	
	In-Network	Out-of-Network
Retail 30-Day Supply		
Generic Drugs	10% co-insurance, after deductible	Not Covered
Preferred Brand Name Drugs	20% co-insurance, after deductible	Not Covered
Mail-Order 90-Day Supply		
Generic Drugs	10% co-insurance, after deductible	Not Covered
Preferred Brand Name Drugs	20% co-insurance, after deductible	Not Covered

Delta Dental PPO Plus Premier Plan:	In-Network	Out-of-Network
Calendar Year Deductible		
Per Person	\$50	\$50
Family Aggregate Maximum	\$150	\$150
Preventive & Diagnostic (No Deductible)		
Exams, Cleanings, Bitewing x-rays	100%	100%
Fluoride Treatment, Sealants	100%	100%
Remaining Basic (After Deductible)		
Filings, Extractions, Root Canals (endodontics)	80%	80%
Periodontics, Oral Surgery, TMJ Treatment, Repair of Dentures	80%	80%
Crowns & Prosthodontics (After Deductible)		
Crowns & Gold Restorations, Implants	50%	50%
Bridgework, Full & Partial Dentures	50%	50%
Calendar Year Maximum (per person)	\$2,000	\$2,000
Orthodontics (Child & Adult)		
Coinsurance	50%	50%
Lifetime Maximum	\$2,000	\$2,000

SHORT TERM DISABILITY

Benefit Begins	Following the elimination period of 0 days for injury; 7 days for sickness
Benefit Duration	Benefits continue for as long as you are disabled up to a maximum duration of 26 weeks
Weekly Benefits Payable	66.7% of your pre-disability earnings up to a maximum of \$500 per week

*Composite rate may be available after determining if the demographics of the population will support the cost of providing benefits.



UFCW Free College Benefit

The UFCW Free College Benefit ensures that UFCW members and their families do not have to pay out of pocket for any tuition, fees or e-books at Eastern Gateway Community College—resulting in cost savings of thousands of dollars!

The Free College Benefit covers any amount for tuition, fees or books that is not covered by federal or employer education grants.

Children (or stepchildren), grandchildren (or step-grandchildren), spouses, domestic partners, and financial dependents of UFCW members are eligible for the UFCW Free College Benefit.

Frequently Asked Questions

Who can receive the Free College Benefit?

The UFCW Free College Benefit is open to members in good standing, who are full dues paying members, and their families. Family is defined as spouses, children, stepchildren, children-in-law, dependents and grandchildren. Potential students' membership will be verified by UFCW.

How does it work?

Eligibility requires that potential students complete the Free Application for Federal Student Aid, as well as apply for and use any employer or military tuition reimbursement or assistance for which they have eligibility. Once the FAFSA is completed, the college may require that additional documentation be submitted, for a process called verification that is required by the US Department of Education. All members must comply with the document requests by EGCC in order to complete the financial aid process to determine eligibility for federal aid.

The Free College benefit will cover the rest of the cost of tuition, fees, and e-books for EGCC's online programs

How do I qualify for the Free College Benefit?

EGCC is an open-access college, which means you only need to have a high school degree or GED equivalent to be accepted to the EGCC degree programs.

To receive the Free College Benefit, UFCW members (or their family members) who want to enroll in EGCC's participating online programs will need to complete the following steps. All steps can be found on at www.ufcwfreescollege.org.

- – Apply to EGCC
- – Complete the Free Application for Federal Student Aid (FAFSA) and submit – any required verification. Any grant award must be applied to the tuition, fees and e-book charges at EGCC
- – Agree to use any employer tuition assistance
- – Verify High School or GED completion by having official transcripts sent to EGCC

Students who do not complete the FAFSA and any required verification will need to make payment arrangements with EGCC.

Students who are currently in default on their Federal student loans must first ensure their loans are in rehabilitation in order to receive the scholarship. If a student falls into default during a term in which they are enrolled in EGCC, the student must take steps to rehabilitate their loans before continuing to receive the Free College Benefit. Students are invited to call the EGCC Financial Aid office for help on this subject at **740-266-9619**. They can also call directly to the U.S. Department of Education **800-621-3115**.

Why is UFCW offering this benefit?

One of UFCW members' biggest concerns is the cost of college. Today, only half of Americans who begin college will be able to finish, largely due to financial and work/life barriers. With this benefit, UFCW has found a way to help members and their families begin to alleviate this worry.

This program started successfully with labor unions including UFCW locals in Ohio. The response from our members was so great, that we wanted to expand this benefit to all members of our union family. UFCW and EGCC are committed to helping adult and returning students be successful in earning their degree, which can lead to increased career opportunities.

Is this for real? Sounds like a scam.

It is for real and students have been taking advantage of this great opportunity since Fall 2015. Over 5,000 students have enrolled at EGCC through this program. Already hundreds of UFCW members have begun their classes with the UFCW Free College benefit.

Tell me about Eastern Gateway Community College.

Eastern Gateway Community College is a public, open-access college located in Steubenville, Ohio, with sites in Youngstown and Warren. The college is part of the

University System of Ohio and regionally accredited by the Higher Learning Commission. EGCC is committed to innovation and increasing quality educational opportunities for students in Ohio and across the country. The staff of EGCC is union represented.

EGCC is one the fastest growing colleges in Ohio. The school is a national Achieving the Dream Leader College, an American Association of Community Colleges School of Excellence, and recognized nationally for its efforts to prepare a diverse student population for career success. They are also transfer-friendly, which means they strive to accept previous college credits students may have earned elsewhere.

What programs are offered through the scholarship program?

For detailed program information, please visit the program section of on the website www.ufcwfreescollege.org.

Current offerings include:

Associate of Arts Degree

Business Management Degree and Certificate

Including concentrations in

Human Resources

Healthcare Management

Marketing

Finance

Accounting

Accounting

Early Childhood Education Degree

Patient Navigator Certificate

Criminal Justice Degree

Paralegal Degree

Associate of Individualized Study Degree



APPENDIX 18:

TAX INFORMATION FOR EXISTING CANNABIS BUSINESSES



STATE OF WASHINGTON
DEPARTMENT OF REVENUE

BOYDEN INVESTMENT GROUP LLC
3958 6TH AVE NW STE 3
SEATTLE WA 98107-5058

August 10, 2018
Letter ID: L0006740926
UBI: 603-353-637
Account ID: 603-353-637
Account Type: Excise Tax

Tax Status Request

Tax Status as of August 10, 2018 for:
603-353-637
BOYDEN INVESTMENT GROUP LLC

Our records show this company has filed and paid all excise tax returns through 06/30/2018.

All areas of taxation are subject to future verification.

If you have any questions regarding this request, please contact the Department of Revenue at (360) 705-6211. You may also access our website at dor.wa.gov.



STATE OF WASHINGTON
DEPARTMENT OF REVENUE

HAVE A HEART COMPASSION CARE, INC.
300 NW 85TH ST STE A
SEATTLE WA 98117-3120

August 10, 2018
Letter ID: L0006592137
UBI: 603-106-440
Account ID: 603-106-440
Account Type: Excise Tax

Tax Status Request

Tax Status as of August 10, 2018 for:
603-106-440
HAVE A HEART COMPASSION CARE, INC.
HAVE A HEART CC

Our records show this company has filed and paid all excise tax returns through 06/30/2018.

All areas of taxation are subject to future verification.

If you have any questions regarding this request, please contact the Department of Revenue at (360) 705-6211. You may also access our website at dor.wa.gov.



STATE OF WASHINGTON
DEPARTMENT OF REVENUE

GREEN OUTFITTERS LLC
STE C PMB 278
6830 NE BOTHEL WAY
KENMORE WA 98028-3546

August 10, 2018
Letter ID: L0006729775
UBI: 603-351-170
Account ID: 603-351-170
Account Type: Excise Tax

Tax Status Request

Tax Status as of August 10, 2018 for:
603-351-170
GREEN OUTFITTERS LLC

Our records show this company has filed and paid all excise tax returns through 06/30/2018.

All areas of taxation are subject to future verification.

If you have any questions regarding this request, please contact the Department of Revenue at (360) 705-6211. You may also access our website at dor.wa.gov.



STATE OF WASHINGTON
DEPARTMENT OF REVENUE

TIERRA REAL ESTATE GROUP LLC
5752 27TH AVE NE
SEATTLE WA 98105-5512

August 10, 2018
Letter ID: L0006713391
UBI: 603-190-983
Account ID: 603-190-983
Account Type: Excise Tax

Tax Status Request

Tax Status as of August 10, 2018 for:
603-190-983
TIERRA REAL ESTATE GROUP LLC

Our records show this company has filed and paid all excise tax returns through 06/30/2018.

All areas of taxation are subject to future verification.

If you have any questions regarding this request, please contact the Department of Revenue at (360) 705-6211. You may also access our website at dor.wa.gov.



STATE OF WASHINGTON
DEPARTMENT OF REVENUE

MORE STEPS, LLC
2804 E 30TH AVE
SPOKANE WA 99223

July 21, 2018
Letter ID: L0006377919
UBI: 603-571-919
Account ID: 603-571-919
Account Type: Excise Tax

Tax Status Request

Tax Status as of July 21, 2018 for:
603-571-919
MORE STEPS, LLC
NEXT STEPS

Our records show this company has filed and paid all excise tax returns through 06/30/2018.

All areas of taxation are subject to future verification.

If you have any questions regarding this request, please contact the Department of Revenue at (360) 705-6211. You may also access our website at dor.wa.gov.



BOYDEN INVESTMENT GROUP LLC

Owner or tradesperson
CHARLES BOYDEN

Doing business as
HAVE A HEART

**3958 6TH AVE NW STE 3
SEATTLE, WA 98107**

WA UBI No.
603 353 637

Workers' comp

Do you know if the business has employees? If so, verify the business is up-to-date on workers' comp premiums.

L&I Account ID
626,039-00

Account is current.

Doing business as
HAVE A HEART

Estimated workers reported
Quarter 2 of Year 2018 "51 to 75 Workers"

L&I account contact
T5 / MARVIN GREEN (360)902-4967 - Email: GRMB235@lni.wa.gov

Public Works Strikes and Debarments

Verify the contractor is eligible to perform work on public works projects.

Contractor Strikes
No strikes have been issued against this contractor.

Contractors not allowed to bid
No debarments have been issued against this contractor.

Workplace safety and health

No inspections during the previous 6 year period.



TIERRA REAL ESTATE GROUP LLC

Owner or tradesperson
TODD SHIRLEY

Doing business as
HAVE A HEART

WA UBI No.
603 190 983

**12833 MARTIN LUTHER KING JR WAY S
SEATTLE, WA 98178-3513**

Governing persons

**TODD
A
SHIRLEY**
JOEL GENE BERMAN;
RYAN STEVEN KUNKEL;
JOEL GENE BERMAN;
RYAN STEVEN KUNKEL;

Workers' comp

Do you know if the business has employees? If so, verify the business is up-to-date on workers' comp premiums.

L&I Account ID
253,806-05

Account is current.

Doing business as
HAVE A HEART

Estimated workers reported
Quarter 2 of Year 2018 "31 to 50 Workers"

L&I account contact
T2 / SUSAN BETTS (360)902-4828 - Email: BETT235@lni.wa.gov

Public Works Strikes and Debarments

Verify the contractor is eligible to perform work on public works projects.

Contractor Strikes

No strikes have been issued against this contractor.

Contractors not allowed to bid

No debarments have been issued against this contractor.

Workplace safety and health

No inspections during the previous 6 year period.



GREEN OUTFITTERS LLC

Owner or tradesperson

JOEL BERMAN

Doing business as

GREEN OUTFITTERS LLC

**6830 NE BOTHELL WAY STE C PMB 278
KENMORE, WA 98028-3546**

WA UBI No.

603 351 170

Governing persons

JOEL

GENE

BERMAN

RYAN STEVEN KUNKEL;

SOKHA KUNKEL;

RYAN STEVEN KUNKEL;

SOKHA KUNKEL;

Workers' comp

Do you know if the business has employees? If so, verify the business is up-to-date on workers' comp premiums.

L&I Account ID

253,806-04

Account is current.

Doing business as

GREEN OUTFITTERS LLC

Estimated workers reported

Quarter 2 of Year 2018 "7 to 10 Workers"

L&I account contact

T2 / SUSAN BETTS (360)902-4828 - Email: BETT235@lni.wa.gov

Public Works Strikes and Debarments

Verify the contractor is eligible to perform work on public works projects.

Contractor Strikes

No strikes have been issued against this contractor.

Contractors not allowed to bid

No debarments have been issued against this contractor.

Workplace safety and health

No inspections during the previous 6 year period.



HAVE A HEART COMPASSION CARE INC

Owner or tradesperson
RYAN KUNKEL
Doing business as
HAVE A HEART - GREENWOOD

**300 NW 85TH ST #A
SEATTLE, WA 98117-3120**

WA UBI No.
603 106 440

Workers' comp

Do you know if the business has employees? If so, verify the business is up-to-date on workers' comp premiums.

L&I Account ID
256,779-00

Account is current.

Doing business as
HAVE A HEART - GREENWOOD

Estimated workers reported
Quarter 2 of Year 2018 "21 to 30 Workers"

L&I account contact
T2 / SUSAN BETTS (360)902-4828 - Email: BETT235@lni.wa.gov

Public Works Strikes and Debarments

Verify the contractor is eligible to perform work on public works projects.

Contractor Strikes
No strikes have been issued against this contractor.

Contractors not allowed to bid
No debarments have been issued against this contractor.

Workplace safety and health

No inspections during the previous 6 year period.



MORE STEPS LLC

Owner or tradesperson
THOMAS GREEN

Doing business as
NEXT STEPS

WA UBI No.
603 571 919

**2804 E 30TH AVE
SPOKANE, WA 99223-4782**

Governing persons
THOMAS

**GREEN
REBECCA HART;
REBECCA HART;**

Workers' comp

Do you know if the business has employees? If so, verify the business is up-to-date on workers' comp premiums.

L&I Account ID
629,428-00

Account is current.

Doing business as
NEXT STEPS

Estimated workers reported
Quarter 2 of Year 2018 "11 to 20 Workers"

L&I account contact
T5 / MARVIN GREEN (360)902-4967 - Email: GRMB235@lni.wa.gov

Public Works Strikes and Debarments

Verify the contractor is eligible to perform work on public works projects.

Contractor Strikes

No strikes have been issued against this contractor.

Contractors not allowed to bid

No debarments have been issued against this contractor.

Workplace safety and health

No inspections during the previous 6 year period.



APPENDIX 19: LETTERS OF SUPPORT



September 6, 2018

To Whom it May Concern:

I have been the City Manager of Coalinga, California since 2015. In that time, I have had many interactions with all aspects of the burgeoning, state-regulated cannabis industry. Throughout our interactions, I have been consistently impressed with the professionalism, candor, and the diligence in which Ryan Kunkel and his business "Have a Heart Compassion Care" have operated as a licensed cannabis business in city of Coalinga, California since being approved on April 19, 2018.

In that time, Mr. Kunkel and his company have made positive contributions to our community and have demonstrated a desire to have an open and cooperative relationship with the City of Coalinga, the City Manager's Office, and the Coalinga Police Department. In particular, Have a Heart has met or exceeded all requirements placed upon it during its build-out and renovation phases, conforming to all zoning, construction, and permitting requirements. Have a Heart's Coalinga storefront location has exceeded all expectations of appearance and quality and has improved the overall aesthetic of the neighborhood while conforming to use requirements and the overall layout scheme of the area.

In my experience, Mr. Kunkel is a law-abiding business owner who values and prioritizes regulatory compliance and community involvement. His company maintains an exceptionally positive relationship with the Coalinga Police Department and many employees are personally acquainted with Chief Michael Salvador. I am aware of no reason why he would not bring the same cooperative spirit and level of diligence he has shown toward his business in Coalinga to other cities and communities in California or other states.

If you have any questions or concerns about Mr. Kunkel or the City of Coalinga's regulations regarding cannabis, please feel free to contact me at mtrejo@coalinga.com or (559) 935-1533 x111.

Sincerely,

Marissa Trejo
Coalinga City Manager



SEATTLE CITY COUNCIL | POSITION 8

COUNCILMEMBER TERESA MOSQUEDA

9/6/2018

Community Development Department
City of Benicia
250 East L St
Benicia, CA 94510

Re: Have a Heart CC Commercial Cannabis Application

To Whom It May Concern,

My name is Teresa Mosqueda, and I have the honor and the privilege of serving as Seattle City Councilmember, Position 8. I am one of two city-wide representatives on the Seattle City Council and have dedicated my professional life to defending workers' rights, healthcare access, and standing-up for economic justice. I am the daughter of educators and social justice activists and have spent my entire career advocating for working families, rooted in my experience in the labor movement and in public health.

As a member of the city council, I have been impressed with the commitment to responsible corporate citizenship and the well-being of his employees that Ryan Kunkel and his business, Have a Heart Compassion Care ("Have a Heart"), have demonstrated as a licensed commercial cannabis business in Seattle. Additionally, I am pleased to inform you that I personally attended and witnessed the signing of the Have a Heart's Collective Bargaining Agreement with the United Food and Commercial Workers Union, Local 21 (UFCW), Washington State's first collective bargaining agreement involving a commercial retail cannabis dispensary. Have a Heart is a model business, not only as a commercial cannabis licensee, but also as a valued member of the local business community.

The recent ratification of a Collective Bargaining Agreement between Have a Heart and the UFCW has set a new national standard for worker's rights in the cannabis industry across the nation. Have a Heart has shown immense courage and leadership by lifting-up and giving voice to its workers by forming the first unionized workforce in the cannabis industry in Washington state. Have a Heart has led the way in the nation and been a model for the industry because, wherever unions go, higher product quality, improved workplace satisfaction, better health of employees, longer lives, and greater health and well-being for entire populations follow! Unions are a win-win for businesses and employees and are fantastic for the local economy, health, and businesses wherever they are located.

Even before unionizing, Mr. Kunkel and Have a Heart have demonstrated a strong and sincere commitment to social justice and helping others through community outreach programs and by supporting compassionate solutions to many of the crises facing the most vulnerable people in

our society. Have a Heart engages in neighborhood clean-ups surrounding its locations, partners with local non-profits to provide aid to the city's homeless and veteran populations, and is the only licensed cannabis dispensary in Washington to currently donate medicinal cannabis to indigent patients through its Medical Marijuana Donation Program.

I believe Mr. Kunkel and the Have a Heart family would be an invaluable addition to any community with a regulated cannabis program. If you have any questions or concerns about Mr. Kunkel, Have a Heart Compassion Care, or the City of Seattle's regulations regarding cannabis, please feel free to contact me.

Sincerely,

A handwritten signature in blue ink that reads "T. Mosqueda" followed by a horizontal line.

Teresa C. Mosqueda
Seattle City Councilmember – Position 8
206-684-8806
teresa.mosqueda@seattle.gov



City of Seattle
Mayor Tim Burgess

November 14, 2017

To Whom It May Concern:

I have been the Mayor's lead advisor on cannabis policies and regulations since 2014. In that time, I have had many interactions with all aspects of the burgeoning cannabis industry and I have consistently been impressed with the professionalism, forthrightness and diligence towards compliance in which Ryan Kunkel and his business "Have A Heart" have operated as a licensed commercial cannabis business in Seattle, Washington since 2016.

In that time, Mr. Kunkel and his company have made positive contributions to our community and demonstrated a desire to have an open and cooperative relationship with the Mayor's office, the Department tasked with regulating cannabis businesses and the Seattle Police Department. In particular, Mr. Kunkel and his staff assisted in a robbery investigation that led to the capture and prosecution of the perpetrators.

In my experience, Mr. Kunkel is a law-abiding business owner who prioritizes regulatory compliance and community involvement. His businesses do not generate increased calls for service and are not sites of reported loitering or other community concerns. I am aware of no reason why he would not bring the same level of diligence and cooperative spirit he has shown towards his businesses in Seattle to a city and community in another state.

If you have any questions or concerns about Mr. Kunkel or the City of Seattle's regulations regarding cannabis, please feel free to contact me at david.mendoza@seattle.gov or (206) 552-3091.

Sincerely,

A handwritten signature in blue ink that reads "David B. Mendoza".

David B. Mendoza
Senior Policy Advisor
Office of the Mayor, City of Seattle

EQUALITY CALIFORNIA



May 31, 2018

To Whom it May Concern:

I am writing to inform you that EQCA has entered into discussions with Vered Nisim and Ryan Kunkel, owners of cannabis license applicant HAH 10, LLC aka "Have a Heart" regarding programs to provide significant community benefits to West Hollywood residents and to its LGBTQ residents in particular.

EQCA is the nation's largest statewide LGBTQ civil rights organization dedicated to creating a world that is healthy, just and fully equal for all LGBTQ people.

In our recent meetings with Have a Heart, we have been impressed with their commitment to providing LGBTQ employment programs related to their West Hollywood project as well as undertaking public education to ensure that all West Hollywood residents, including EQCA's 19,000 members who live in West Hollywood, understand the issues related to safe, responsible and legal use of cannabis products which were made recreationally legal January 1st, 2018, under California law through Proposition 64.

They have explained to us some of the programs that they are undertaking in other areas that have provided significant benefits to the LGBTQ community such as in Seattle where they worked with the Seattle Police Department (SPD) to provide an SPD Safe Place for LGBTQ victims of crimes, bullying and harassment.

They have explained to us the employment opportunities that are going to be available to the LGBTQ community, and all people at large, with emergence of this high-growth industry in our state.

As part of our discussions, we are exploring a partnership to undertake programs that would provide significant educational and community programs to West Hollywood residents, including those who are members of the LGBTQ community. These might include:

1. A public education program to assure that members of the community understand the issues related to safe, responsible and legal use of cannabis products.
2. A job placement and employment program that would include a job fair focussed on LGBTQ and in particular, transgender members of our community as well as establishing specific hiring goals for their West Hollywood cannabis project.
3. A partnership related to job training opportunities aimed at educating and preparing LGBTQ people for job opportunities in all facets of the burgeoning cannabis industry.

We believe that as the cannabis industry grows and matures in the state, there will be significant opportunities for members of the LGBTQ community and West Hollywood residents who face significant disparities in employment and economic status as compared to the general public and we look forward to finalizing a partnership with Have a Heart in the near future.

Sincerely,

A handwritten signature in blue ink that reads 'Rick Zbur'.

Rick Zbur
Executive Director Equality
California

Board of Directors

Mandy Lee
President

Joseph Gregorich
Vice President

Scott Malzahn
Secretary

Laurie Hasencamp
Treasurer

Susan McCabe
Governance Chair

Jerry Bloom
PAC Chair

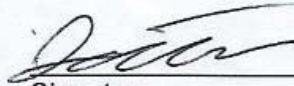
Jason Anderson
Linda Bernhardt
Marc Blakeman
Susan Burnside
Cecilia Cabello
Juan Camacho
Andrea Casalett
Jason Daniels
Sue Dunlap
Stephanie Graves
Boe Hayward
Dolores Huerta
Deanna Johnston
Leslie Katz
Andreas Meyer
Stuart Milk
C. Scott Miller
Doug Moreland
Drew Murphy
Rich Poppen
Chris Robert
Yale Scott
Ernie Schmider
Nancy Sutley
John Tedstrom
David J. Tsai
Darrell L. Tucci
Hillary Whittington
Hon. James Williamson

3701 Wilshire Blvd
Suite 725
Los Angeles, CA 90010

To Whom It May Concern,

I represent Dugans Pizza, located near the Have a Heart cannabis retail store at 668 Ocean Shores Boulevard in Ocean Shores, Washington. Have a Heart has been an excellent neighbor and their presence has had no negative impact on my business. I believe they would be an excellent addition to any community.

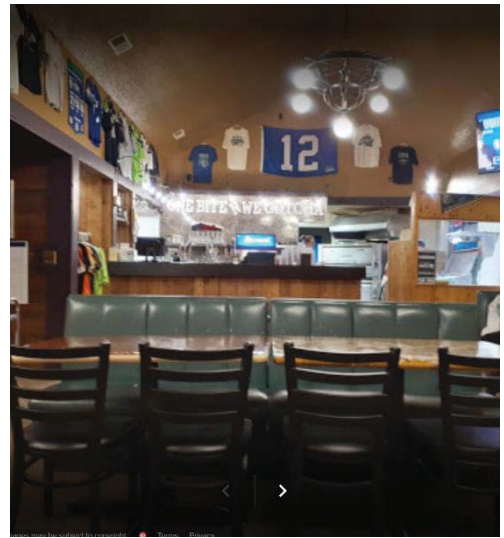
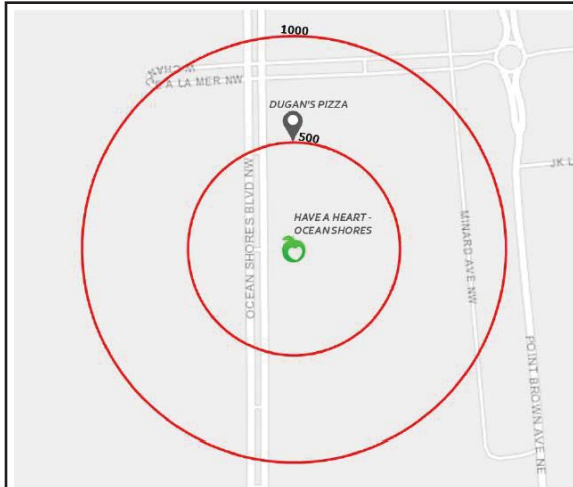



Signature

6/6/18
Date


Manager
Name and Title

Dugans Pizza
690 Ocean Shores Blvd
Ocean Shores, WA 98569



To Whom It May Concern,

I represent Sid's Handy Mart, a family-owned business located near the Have a Heart cannabis retail store at 22624 Meridian Ave S in Bothell, Washington. Have a Heart has been an excellent neighbor and their presence has had no negative impact on my business. Have a Heart prides itself on upholding the good neighbor policies set down in its mission statement and core values and has been very responsive to any concerns. I believe they would be an excellent addition to any community.


Signature 6-7-18
Date
DAN KWON MGR.
Name and Title

22624 Meridian Ave S.
Bothell, WA 98021





APPENDIX 20: CERTIFIED HYGIENIST-PREPARED ODOR MITIGATION PLAN



Air Cleaning Specialists
 826 Horan Drive
 Fenton, MO 63026
 866-455-2130 - Phone
 636-349-0556 - Fax
blueoxaircleaners.com
info@blueoxaircleaners.com

DWG. NUMBER

18-090622

QUOTE NUMBER

Q005316

APPLICATION

ODOR



DRAWING FOR:
 HAVE A HEART
 18-090622A

SHEET/VIEW NAME
 TOP VIEW

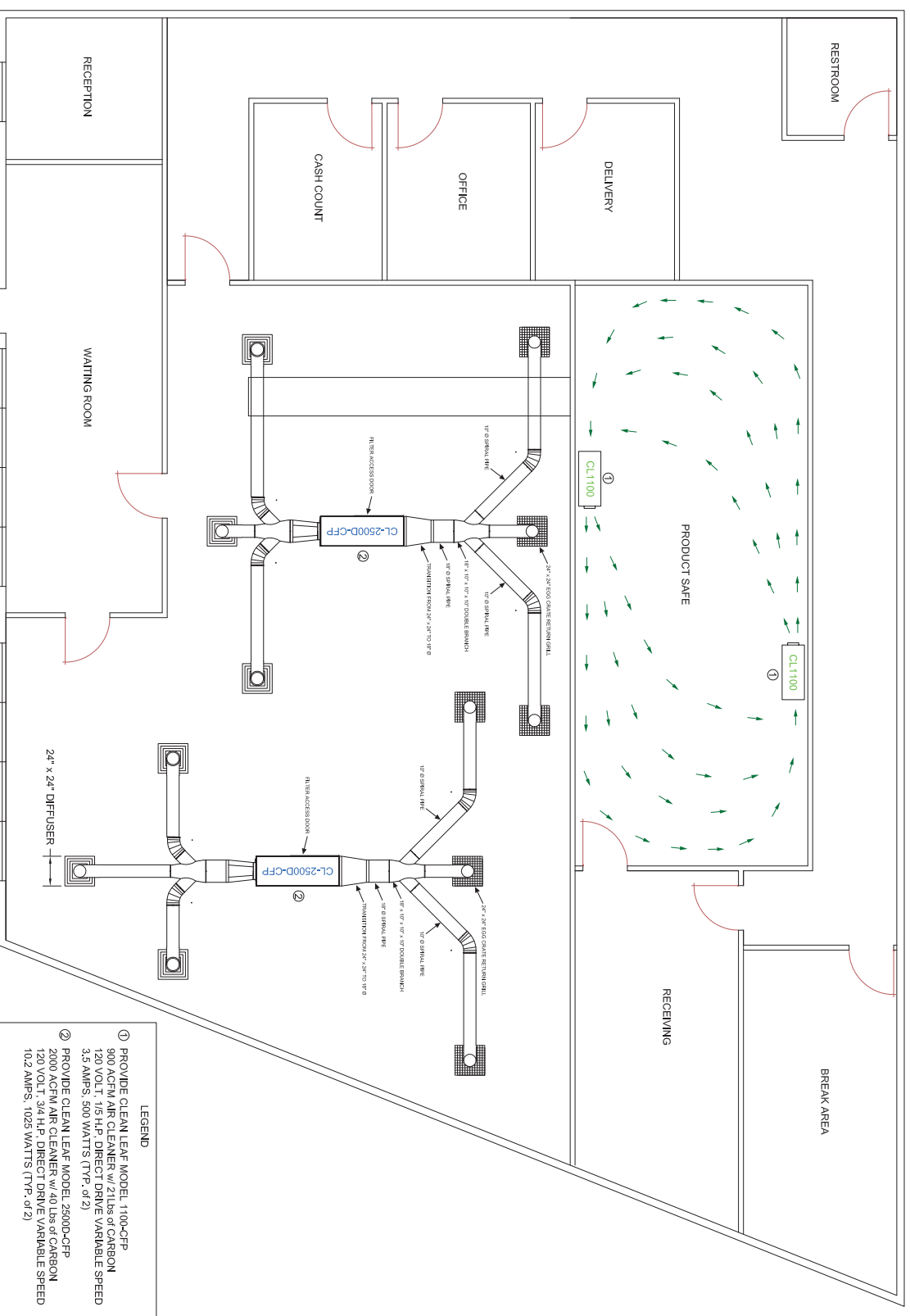
MODEL
 CL1100 / CL2500D

FILTER EFF. 65%
 AIR CHANGES 10

DATE 9/6/18
 PAPER SIZE 8.5" x 11"
 VOLTS/AMPS VARIES
 REV. NUMBER 0

DRAFTER: CODY BINGAMAN
 CHECKED: DAN SCHROEDER

SCALE: CUSTOM





PROPOSAL

AIR CLEANING SPECIALISTS, INC.
 826 HORAN DRIVE
 FENTON, MO 63026
 Phone: (636) 349-4400 Fax: (636) 349-0556
<http://www.aircleaningspecialists.com>

Order Number: Q005483
 Order Date: 9/6/2018
 Salesperson: Dan Schroeder
 Customer Number: HAV9311

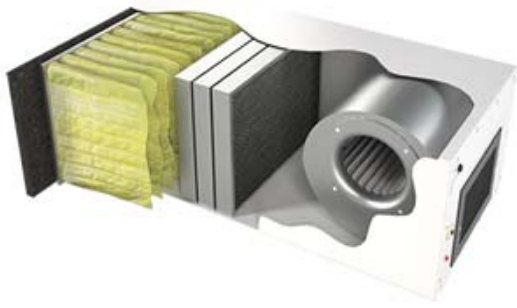
<p>Sold To: Have a Heart Compassion Care 5777 Hollister Avenue Goleta, CA 93117 253-307-1858</p>	<p>Ship To: Have a Heart Compassion Care 5777 Hollister Avenue Goleta, CA 93117</p>
--	---

QTY	PART NUMBER	DESCRIPTION	PRICE	AMOUNT
2.00	CL1100-CFP	CleanLeaf Model CL1100-CFP, 900 ACFM Media Filtration System w/ (3) 7lb Carbon After Filters.	1,400.00	2,800.00
2.00	CLP-EYEBLTS	Eyebolts 4 Eyebolts (Installed on unit at the Factory) Used In CL2500 / CL2500D / CL3000 / CL3500C	47.00	94.00
2.00	CL2500D-CFP	CleanLeaf Model CL2500-CFP, 2000 ACFM Media Filtration System w/ (2) 20lb Carbon After Filters.	2,700.00	5,400.00
1.00	MISC PART CLEAN	Professional Engineering Fee and Stamped Approval	3,000.00	3,000.00
1.00	/FRTAK2	Freight Charges	429.40	429.40

<u>Packing Instructions:</u>	<u>Shipping Instructions:</u>
------------------------------	-------------------------------

CUSTOMER P.O.:		NET ORDER:	11,723.40
SHIP DATE:		SALES TAX:	0.00
SHIP VIA: BEST WAY	CONFIRM TO: Kyle Rooney	ORDER TOTAL:	11,723.40
TERMS: CREDIT CARD	EMAIL: kylerooney@haveaheartcc.com		
F.O.B.: CEDAR FALLS IA			

By accepting this Sales Order, the Customer agrees that this transaction is subject to Air Cleaning Specialists' Sales Order Terms and Conditions. Our terms and conditions are available at: www.aircleaningspecialists.com/terms. All Sales Orders issued by Air Cleaning Specialists will be subject to these Terms and Conditions, unless otherwise agreed to in writing by Air Cleaning Specialists.



CLEANLEAF

Air Filtration System

CL 1100-CFP Unit

900 ACFM Media Filtration System

The CleanLeaf CL1100 series was engineered to capture the multiple airborne threats to medium sized indoor grow rooms. Mold and fungi spores, bacteria, pollen, pest insects, VOCs and odors are all captured through a series of industry proven filtration technologies. Housed in a 16-gauge Cold-Rolled steel cabinet and finished with a light reflective white Polyurethane Powder Coating, each unit is self-contained for use individually or in groups. All units come with a standard 3 year warranty included on all parts excluding filters.

Unit Specifications:

ACFM	900
Airflow	Straight Thru
Sound Level	48dB @ 5' (on high)
Cabinet	20"W x 15"T x 44" Long - 16GA CRS
Wiring	3 Prong Power Cord 10 feet with Variable Speed Switch Easy set up -- "Plug and Play"
Hang Weight	100 lbs.
Warranty	3 Years on all parts (not filters)

Technical Specifications:

Grille / Louver	4-Way individually adjustable blades/fins
Finish	White Chemical Resistant Powder Coating
Motor	PSC Type 1/5hp Direct Drive with Thermal Overload
Power	115V 60Hz Single Phase 3.5 Amps 500 Watts
Shipping Weight	114 lbs

Included Filters

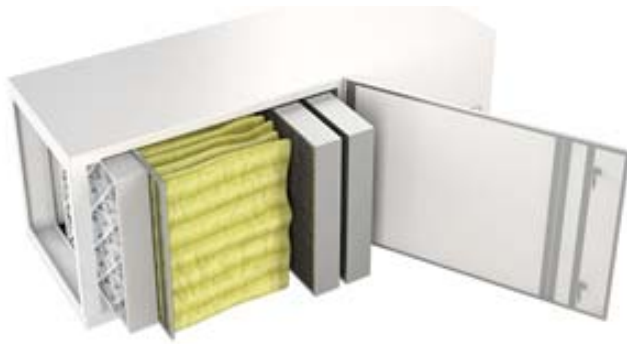
- ✦ 20" x 15" x 1" - 35% Washable Mesh Pre Filter
- ✦ 20" x 15" x 24" - 95% 6 Pocket Bag Filter
- ✦ 20" x 15" x 2" - (3) 7 lb. Charcoal After Filter

Optional Filters

- ✦ 20" x 15" x 1" - Pleated Fiber Pre-Filter
(Replaces the foam)
- ✦ 20" x 15" x 24" - 65% 6 Pocket Bag Filter
Replaces 95% Bag Filter
- ✦ 20" x 15" x 24" - Oil Mist 6 pocket Bag Filter
For Oil Mist Applications (65% / 95% Option)

Cabinet Options

- ✦ Silencer with Louver
Reduces sound 6-8 decibels
- ✦ Magnehelic Pressure Gauge
Indicates when to change filters
- ✦ Eye-Bolts (4)
Factory Installed Mounting Bolts
- ✦ Eye-Bolt Mounting Kit
Includes Eye Bolts, Chain and Q-Links
- ✦ Dual L-Brackets
Underside brackets for Wall Mounting
- ✦ Strut Channel
Underside strut for Ceiling Mounting
- ✦ Other options including different Motor
Voltage available



CLEANLEAF

Air Filtration System

CL2500D-CFP Unit

2000 ACFM Media Filtration System

The CleanLeaf CL2500 series was engineered to capture the multiple airborne threats to large indoor grow facilities. Mold and fungi spores, bacteria, pollen, pest insects, VOCs and odors are all captured through a series of industry proven filtration technologies. Housed in a 16-gauge Cold-Rolled steel cabinet and finished with a light reflective white Polyurethane Powder Coating, each unit is self-contained for use individually or in groups. Units come with a standard 3 year warranty included on all parts excluding filters.

Unit Specifications:

ACFM	2000
Airflow	Straight Thru
Sound Level	62dBA's @ 5' (on high)
Cabinet	24"W x 24"T x 59" Long - 16GA CRS
Wiring	3 Prong Power Cord 10 feet with Variable Speed Switch Easy set up -- "Plug and Play"
Hang Weight	150 lbs.
Warranty	3 Years on all parts (not filters)

Technical Specifications:

Grille / Louver	4-Way individually adjustable blades/fins
Finish	White Chemical Resistant Powder Coating
Motor	PSC Type 1/5hp Direct Drive with Thermal Overload
Power	115V 60Hz Single Phase 10.2 Amps
Shipping Weight	210 lbs.

Included Filters

- ✦ 24" x 24" x 4" - 35% Pleated Fiber Pre Filter
- ✦ 24" x 24" x 22" - 95% 8 Pocket Bag Filter
- ✦ (2) 24" x 24" x 2" - 10 lb. Carbon After Filter

Optional Filters

- ✦ 24" x 24" x 4" - Aluminum Mesh Pre Filter
Washable and Reusable - Replaces Pleated
- ✦ 24" x 24" x 22" - 95% 8 Pocket Bag Filter
Replaces 65% Bag Filter
- ✦ 24" x 24" x 22" - Oil Mist 8 pocket Bag Filter
For Oil Mist Applications (65% / 95% Option)

Cabinet Options

- ✦ Silencer with Louver
Reduces sound 6-8 decibels
- ✦ Silencer with Grille
Reduces sound by 10-12 decibels
- ✦ Magnehelic Pressure Gauge
Indicates when to change filters
- ✦ Eye-Bolts (4)
Factory Installed Mounting Bolts
- ✦ Eye-Bolt Mounting Kit
Includes Eye Bolts, Chain and Q-Links
- ✦ Dual L-Brackets
Underside brackets for Wall Mounting
- ✦ Strut Channel
Underside strut for Ceiling Mounting
- ✦ Ultraviolet Light Bar Catalyst
Kills airborne bacteria, mold and Viruses
- ✦ Other options including different Motor
Voltage available

250 East L Street • Benicia, CA 94510 • (707) 746-4280 • Fax (707) 747-1637



Police Department

CANNABIS PUBLIC SAFETY LICENSE APPLICATION

Administered by the Police Department, applicants seeking Cannabis Use Permits must obtain a Cannabis Public Safety License. Applicants must submit a comprehensive security plan, site plan, and floor plan(s) demonstrating the proposed safety and security strategies of the licensed premises. All applicants must complete the application that follows. The responses provided on this application will assist the review panel in evaluating responses as they relate to security standards that the applicant intends to employ.

ACKNOWLEDGEMENTS

The undersigned applicant acknowledges that there are considerable risks in operating a cannabis-related business. Those risks include but are not limited to the risks of burglary, robbery, internal and external theft, diversion of cannabis by employees and customers, the risk of minors accessing cannabis products, and associated risks to employees, vendors, and the general public. The applicant hereby acknowledges that it is committed to ensuring a safe environment that mitigates as much risk as is reasonably possible. Risk mitigation strategies must include, at minimum, implementing security requirements mandated by state regulations and those conditions described in this Cannabis Public Safety License Application.

The applicant acknowledges that the Police and Fire Departments will retain the authority to audit, inspect, assess and test the security and safety strategies of the applicant's premises. The applicant acknowledges that as incidents arise, crime trends affecting the cannabis industry evolve, or enhanced security practices develop throughout the emerging cannabis industry, the Police and Fire Departments must reserve the right to impose additional conditions to further the public safety interests of the City of Benicia, as well as those of licensed operators, their employees, vendors and customers who may visit the licensed premises.

Entity/Applicant Name: HAH 7, LLC

Proposed Facility Address: 2044-2046 Columbus Pkwy, Benicia, CA 94510

Authorized Agent (print): Ryan Kunkel Title: CEO

Signature: *R Kunkel* Date: 2/9/18

BACKGROUND INVESTIGATIONS

All applicants, interested parties, and employees of the licensee are required to clear a background check to qualify for a Cannabis Use Permit. This includes a Live Scan Service and may also include additional investigation by the City if deemed necessary. Cannabis Use Permits will not be issued where applicants, interested parties, or employees have felony convictions, as specified in subdivision (c) of Section 667.5 of the Penal Code, and subdivision (c) of Section 1192.7 of the Penal Code, or where convictions exist that substantially relate to the qualifications, functions, or duties of the business or profession, including a felony conviction involving fraud, deceit, or embezzlement or a criminal conviction for the sale or provision of illegal controlled substances to a minor.

Entity/Applicant Name: HAH 7, LLC

Proposed Facility Address: 2044-2046 Columbus Pkwy, Benicia, CA 94510

Authorized Agent (print): Ryan Kunkel Title: CEO

Signature:  Date: 9/9/18

SECURITY STANDARDS

The following security standards must be adopted and implemented by cannabis-related businesses operating within the City of Benicia. Applicants must initial each item under "Initials" to show their acknowledgment. Where the applicant perceives a conflict or seeks an exemption or conditional accommodation, the applicant should mark ("X") under the heading labeled "Conflict". Where the "Conflict" column is marked, the applicant must include as an attachment to this application a written response identifying each perceived conflict. In addressing the conflict, the applicant must refer to the conflict by referencing its part and section number (e.g. Part A, Item 4).

Entity/Applicant Name: HAH 7, LLC

Proposed Facility Address: 2044-2046 Columbus Pkwy, Benicia, CA 94510

Authorized Agent (print): Ryan Kunkel Title: CEO

Signature:  Date: 9/9/18

Part A	Facility Design	Initials	Conflict
1	The primary pedestrian access point (lobby) must be visible from the public thoroughfare	RK	
2	No further access beyond the lobby must be possible without passing another locked, solid core door.	RK	
3	Any trees on the premises must have canopies maintained at a height greater than 6-feet from the ground.	RK	
4	Any ground level landscaping must be limited and maintained at a height no greater than 24 inches.	RK	
5	No opportunities for concealment may exist within 10 feet of any doorway accessing the structure.	RK	
6	Any glass storefronts, metal roll-up doors or windows extending lower than 24 inches from ground level must be protected against vehicular intrusion by effective barriers subject to design review/approval.	RK	
7	Cannabis, cannabis products or graphics depicting cannabis may not be visible from outside the premises.	RK	
8	Doors accessing rooms containing cannabis must be equipped with solid core doors. If such rooms include windows, windows must be opaque to prevent visibility of cannabis or have a lower sill no lower than 6 feet from ground level. Any such windows must be equipped with intrusion resistant film and incorporate monitored glass-break detection components within the alarm infrastructure.	RK	
9	Windows, if present, must not be obscured by advertisements, product racks, or other obstructions.	RK	
10	Any solid core doors accessing the outside will be equipped with 180 degree viewing devices.	RK	
11	The premises must maintain a minimum exterior lighting standard of 1.5 foot candles across all perimeters, access points and parking spaces associated with the licensed premises. Lighting must be white LED lighting with a heat index between 2700K-4200K, a color rendering index of at least 70 and a light loss factor of at least .95.	RK	
12	Where foyers exist or awnings are installed on the structure, fixtures must be installed as necessary to provide for a minimum lighting standard of 1.5 foot candles beneath the awning or within the foyer.	RK	
13	Under Section 17.108 of the Benicia Municipal Code, external building design, architectural features, site plans, landscaping, etc. may be subject to design review.	RK	

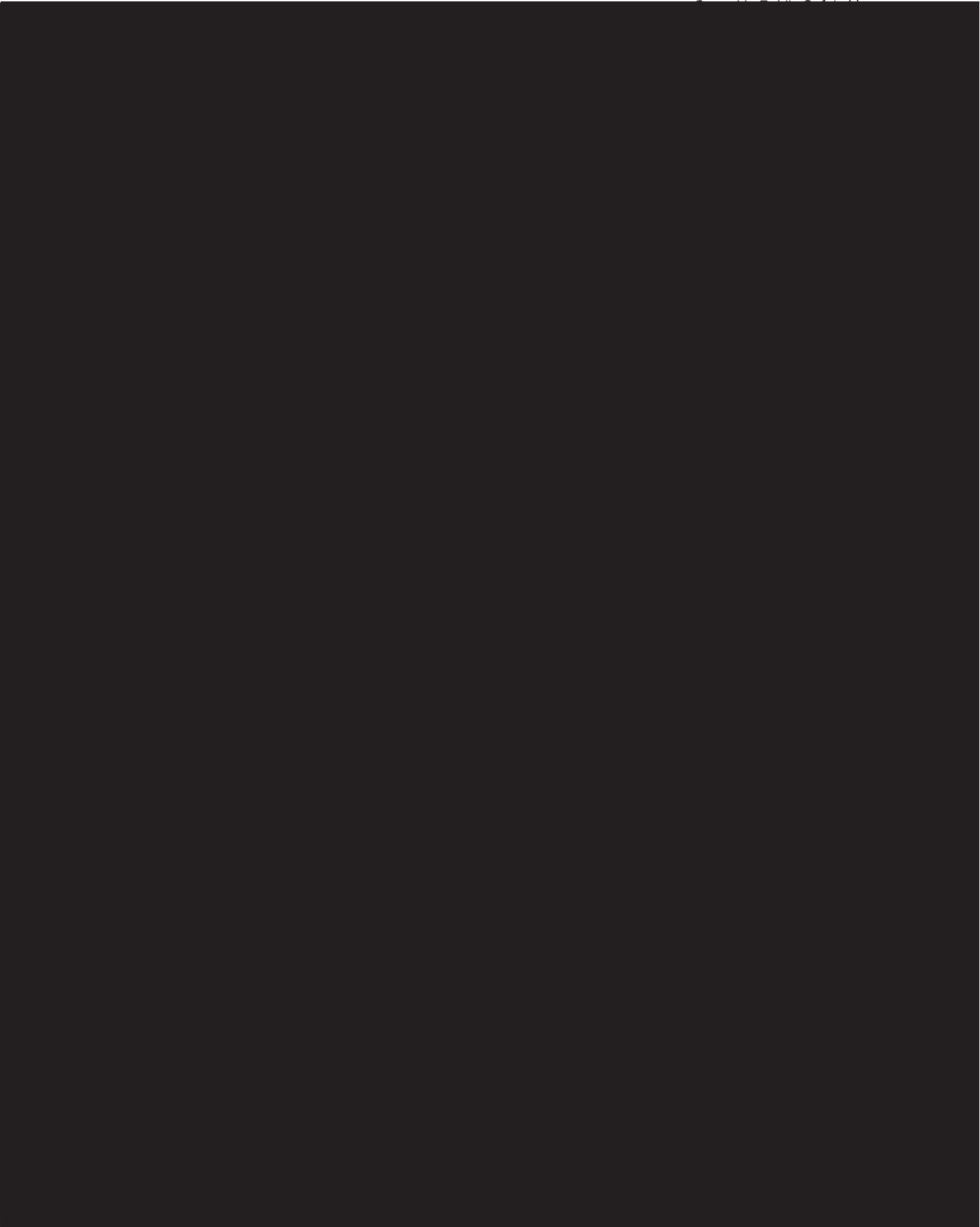
Part B	Facility Access Control	Initials	Conflict
1	An electronic access control system will be installed to control and log access by staff members.	<i>RK</i>	
2	All rooms containing cannabis or currency will require an electronic access control card/fob to enter.	<i>RK</i>	
3	The access control system will maintain access data for no less than 90 days; records must be available to regulators upon request.	<i>RK</i>	
4	The electronic access control system must be supported by a battery backup system ensuring continued operability of the system for no less than 24 hours.	<i>RK</i>	
5	Key fobs/cards will be user-unique and will provide access only to those areas, and at those times, that the employee has a legitimate need to access.	<i>RK</i>	
6	All rooms containing cannabis or currency will be equipped with an automatic closing/relocking device and must be kept closed and locked at all times when not in immediate use.	<i>RK</i>	
7	When employees are terminated, all issued keys/fobs/cards must be accounted for. If a fob/card is missing, it must be immediately deleted from the access control system. Where a physical key is lost or not returned, all relevant cores must be changed on all relevant locks without delay.	<i>RK</i>	
8	A knox box containing a master key/fob for the facility must be installed adjacent to the lobby door.	<i>RK</i>	
9	If fencing or gates are to be installed, they must comply with local building and zoning codes.	<i>RK</i>	
10	Fencing or gates, if topped with security features, must comply with local building and zoning codes.	<i>RK</i>	
11	Electronic gate(s), if installed, must be equipped with click-to-enter technology.	<i>RK</i>	
12	Gate(s), if installed, must be equipped with a knox-key access system and knox-box.	<i>RK</i>	
13	Any physical keys associated with the premises must be stamped "Do Not Duplicate", tracked and logged.	<i>RK</i>	
14	Packaged cannabis products on the premises must be stored in a limited access vault or appropriately UL-rated safe.	<i>RK</i>	

Part C	Alarm System	Initials	Conflict
1	Facility alarm installers must be licensed by the Dept. of Consumer Affairs (Alarm Company Operator, CA BPC § 7590 - 7599.80 et al).	<i>RK</i>	
2	Facility alarm equipment, installers and monitoring centers must be UL (Underwriter's Laboratory) listed. UL certification must be maintained in good standing at all times.	<i>RK</i>	
3	Any roof hatches or vents accessing the building must be equipped with contact sensors, motion detectors or other practicable electronic monitoring options.	<i>RK</i>	
4	All exterior doors and interior doors accessing rooms containing cannabis, currency or security infrastructure must be equipped with monitored contact points requiring doors to be closed for the system to arm. Bypassing zones must be prohibited.	<i>RK</i>	
5	Silent robbery alarm activators must be installed at the lobby/entrance, loading/unloading areas, product/currency storage areas and at any points of sale (where applicable).	<i>RK</i>	
6	Access control, surveillance and alarm systems must be equipped with battery backups or an auto-start generator capable of supporting system operations for up to 24 hours.	<i>RK</i>	
7	Where the alarm system malfunctions to any degree, the facility must be staffed on a 24-hour basis by a manager or a licensed security officer until such time as the alarm system is restored to full operability.	<i>RK</i>	
8	A minimum of one motion detector must be installed in each room of the facility, with additional detectors installed as practicable.	<i>RK</i>	

Part D	Surveillance System	Initials	Conflict
1	Cameras resolution rating of no less than 2 megapixels, day/night capable, equipped with auto-iris and auto-focus features.	<i>RK</i>	
2	Interior cameras must provide no less than 50 pixels per foot in relation to the furthest area/element intended for surveilling. Exterior cameras must provide no less than 80 pixels per foot in relation to the furthest area/element intended for surveilling.	<i>RK</i>	
3	TCP/IP enabled, accessible over the internet. Remote viewing access must be provided to the Chief of Police or his/her designees.	<i>RK</i>	
4	DVR must be stored in a limited access area of the facility to which only managerial personnel have access.	<i>RK</i>	
5	System must record on a consistent basis, both during and after business hours. Footage must be archived for no less than 90 days.	<i>RK</i>	
6	System must be capable of offloading video in standard formats requiring no proprietary software (e.g. mpeg, wmv, wav).	<i>RK</i>	
7	System must allow the offloading of video to standard media (e.g. DVD, USB).	<i>RK</i>	
8	Footage must be accurately date/time stamped. Date and time stamp must not obscure the focus area of the video.	<i>RK</i>	
9	A log must be maintained accounting for any persons accessing the surveillance system (unique user IDs required).	<i>RK</i>	
10	Cameras must be placed within 20 feet of each exterior door and must provide both interior and exterior vantage points.	<i>RK</i>	
11	Limited access areas (entrances, loading areas, rooms containing cannabis, currency or security system infrastructure) must maintain no less than two viewing angles, including each door.	<i>RK</i>	
12	Cameras must be installed in a manner that protects cameras and cabling from inadvertent or intentional disruption.	<i>RK</i>	
13	All doors leading to the outside will be accompanied by a video monitor displaying the outside area for pre-egress review.	<i>RK</i>	
14	Signage must be posted at each entrance to the parcel and structure advising of the presence of video surveillance.	<i>RK</i>	
15	The applicant must prohibit staff, vendors or customers (dispensaries) from wearing hats, hoods, sunglasses or other attire that may interfere with the ability to identify a person from surveillance video footage.	<i>RK</i>	
16	Where the surveillance system malfunctions to any degree, the facility must be staffed on a 24-hour basis by a manager or a licensed security officer until such time as the surveillance system is restored to full operability.	<i>RK</i>	
17	The location of the on-site surveillance server (DVR) must be identified on the provided security floor plan, and must be in a room accessible only to management personnel with access privileges to the surveillance platform's hardware, software and recordings.	<i>RK</i>	

Part E	Facility Policies and Security Plan Content	Initials	Conflict
1	A manager capable of accessing all rooms must be on the premises during all operating hours.	<i>RK</i>	
2	A manager capable of accessing surveillance footage must be on the premises during all operating hours.	<i>RK</i>	
3	Non-managerial employees must not be permitted to take keys, fobs or access cards off premises.	<i>RK</i>	
4	Non-managerial employees must not be permitted to take employer identification badges off premises.	<i>RK</i>	
5	The applicant must maintain a strict policy against loitering and trespassing on and about (within 100 feet of) the premises.	<i>RK</i>	
6	Applicants are advised that an acceptable and comprehensive burglary prevention/response plan will be required prior to licensing.	<i>RK</i>	
7	Applicants are advised that an acceptable and comprehensive robbery prevention/response plan will be required prior to licensing.	<i>RK</i>	
8	Applicants are advised that an acceptable and comprehensive plan regarding product diversion and internal theft prevention and response strategies will be required prior to licensing.	<i>RK</i>	
9	Applicants are advised that an acceptable and comprehensive currency security plan will be required prior to licensing.	<i>RK</i>	
10	Applicants are advised that an acceptable and comprehensive product loss prevention/shoplifting plan will be required prior to licensing.	<i>RK</i>	
11	Security plan must be developed in consultation by a third party security professional (e.g. licensed PPO, ACO, certified advanced CPTED practitioner, ASIS certified security planner, etc).	<i>RK</i>	
13	Security plan must be updated by the applicant as changes to security infrastructure, policies or practices arise. The plan must contain all necessary information to provide for ongoing and efficient maintenance of the security plan (e.g. vendor contacts, equipment descriptions, vendor data, maintenance records, access logs, etc.)	<i>RK</i>	
14	The plan must be updated with enhanced and relevant strategies within 30 days of any significant incident including but not limited to: Discovery of a significant inventory discrepancy, as defined in CCR, Title 16, Division 42, Chapter 1, Article 3, section 5034); discovery of any cannabis diversion, theft, loss, or any other criminal activity pertaining to the operations of the licensee; discovery of loss or unauthorized alteration of records related to cannabis goods, customers, or the licensee's employees or agents; or any other breach of security.	<i>RK</i>	
15	The security plan must be reviewed and audited annually by a third party security professional. A log of its review must be maintained within the plan and must include the identity, certifications, review date and comments from the reviewing party.	<i>RK</i>	
16	Within 30 days of implementing any change to the security plan, the applicant must provide to the Chief of Police or his/her designee an updated version of the security plan with the latest changes highlighted and accompanied by a letter of explanation detailing the reasons for the changes.	<i>RK</i>	







Part G	Fire Department Requirements	Initials	Conflict
1	A fire and life safety inspection is required prior to the start of any cannabis related operation. After fire clearance is granted, the facility is subject to unannounced inspections throughout the duration of operations.	<i>RK</i>	
2	A detailed scope of work related to all business activities and products utilized shall be required prior to licensing	<i>RK</i>	
3	Fire department requirements for Access, Egress, Fire Protection and Storage shall be included in the Site Plan.	<i>RK</i>	
4	Operational permits are required to be obtained to utilize, store, and handle materials; or to conduct processes that produce conditions that are hazardous to life or property. The fire department is authorized to revoke a permit when it is found that conditions of a permit are violated. Permits shall be readily visible and posted in a conspicuous location.	<i>RK</i>	
5	All equipment used in operations shall be listed and conform to manufactures recommendation. All non-listed equipment shall require third-party technical assistance for review and approval.	<i>RK</i>	
6	Fire detection, alarm systems, emergency alarm systems, gas detection systems, fire extinguishing systems and smoke and heat vents shall be maintained in an operable condition at all times. System and system components shall be replaced and repaired when defective. All fire protections systems within a building shall be maintained in accordance to their referenced standard.	<i>RK</i>	
7	Records within site plans; including Architecture, Mechanical, Electrical, Fire Protection, Construction permits, building operations, and equipment shall be retained on site at all times and readily accessible upon request. Documents such as Fire Department Inspection reports, Fire systems Inspection reports shall also be retained upon issuance.	<i>RK</i>	
8	The use of all hazardous, flammable, and combustible materials shall be handled, stored, and utilized in accordance to the 2016 California Fire Code.	<i>RK</i>	

FOR RETAIL APPLICANTS ONLY

Part H	Retail Requirements	Initials	Conflict
1	Must incorporate a customer entrance that incorporates a pre-screening method to pre-screen those seeking entry.	<i>RK</i>	
2	Must incorporate a physical barrier separating the lobby receptionist, electronic access controls and robbery alarm triggers from customers entering the premises. Ballistic protection encouraged (not mandatory).	<i>RK</i>	
3	Must incorporate a waiting room with staff controlled, electronic access after validating the customer's eligibility to enter at reception.	<i>RK</i>	
4	Must incorporate separate paths for entry and departure to/from the dispensing room from the waiting room.	<i>RK</i>	
5	Access from the waiting room to the dispensing area must require electronic, remotely operated "buzz-in" by a staff member.	<i>RK</i>	
6	If the facility design incorporates an antechamber (not required, but encouraged) between the waiting room and dispensing area, the antechamber must allow for emergency egress and be equipped with crash bars allowing for emergency egress (backtracking).	<i>RK</i>	
7	If product display cases are provided in the waiting area, display cases shall be intrusion resistant (e.g. polycarbonate or protected by intrusion resistant film), locked, accessible only by a manager, and only opened outside of the facility business hours. NOTE: where the waiting area incorporates windows, applicants shall ensure displays, menus or marketing materials depicting cannabis are not visible to persons outside the premises.	<i>RK</i>	
8	Any exits from the dispensing room other than the above described inbound and outbound doors will be situated behind counters and in areas posted as restricted access/employee only areas.	<i>RK</i>	
9	The dispensing room must incorporate a fixed camera focused on each point of sale. Each point of sale must be equipped with a silent robbery alarm activation button.	<i>RK</i>	
10	Access controls and policies must restrict the number of customers in the dispensing room, not to exceed two customers per employee.	<i>RK</i>	
11	The dispensing room may maintain only that amount of product and currency that is necessary for business operations as suggested by the average daily sales reflected during the previous 30 days of business operations. Excess amounts of product and currency must remain in the product vault(s) and/or safe(s) in areas limited to management.	<i>RK</i>	
13	Applicants are advised that an acceptable and comprehensive off-premises currency transportation plan will be required prior to licensing.	<i>RK</i>	
14	All owners, interested parties and employees of a cannabis retail licensee shall be required to attend Cannabis Retail Sellers training provided by the City. Training shall be completed during the next available course offering by the City following approval of the Cannabis Use Permit.	<i>RK</i>	

FOR DELIVERY AND/OR DISTRIBUTION APPLICANTS ONLY

Part I	Delivery & Distributor Requirements	Initials	Conflict
1	Vehicles must be owned/leased/registered to the licensee (not employee owned) and insured through a commercial auto policy meeting or exceeding California requirements.	<i>RK</i>	
2	Vehicles must be less than 10 year models old throughout its service life.	<i>RK</i>	
3	Vehicles must not be marked with graphics or text indicating the vehicle to be associated with cannabis or currency transportation.	<i>RK</i>	
4	Vehicles must be equipped with a real-time, web-accessible GPS tracking system. Location updates must occur at intervals of no more than one minute. Access to GPS online GPS interface must be provided to the Chief of Police or his/her designee.	<i>RK</i>	
5	Vehicles must be equipped with locking storage containers proprietary to storage of in-transit cannabis products.	<i>RK</i>	
6	Vehicles must be equipped with permanently mounted, steel drop-safes for the storage of currency in transit. Drivers must not have access to the drop safe contents.	<i>RK</i>	
7	Drivers must be equipped with two-way, push-to-talk communications providing for immediate communication between the driver and the licensee (dispatcher, manager or other support staff).	<i>RK</i>	
8	Vehicles must meet all relevant California regulations (e.g. vehicle alarm systems, secure storage).	<i>RK</i>	
9	Vehicles must be equipped with on-board video surveillance equipment situated to and of sufficient quality to identify persons unlawfully entering the vehicle or accessing on-board cannabis or currency.	<i>RK</i>	
10	Applicants are advised that prior to licensing, applicant shall remit an acceptable and comprehensive plan describing how the applicant will: (1) validate the identity of person requesting delivery of cannabis; (2) validate the legitimacy of an address to which a delivery is requested; and (3) validate that the location to which a delivery is requested is not situated upon Federally owned or leased property.	<i>RK</i>	
11	Applicants are advised that prior to licensing, applicant shall remit an acceptable and comprehensive plan describing how the applicant will seek to mitigate and respond to auto theft, auto burglary, robbery, involvement in a traffic collision, suspicious circumstances, and managing in-field mechanical break downs of vehicles.	<i>RK</i>	
12	Applicants are advised that prior to licensing, applicant shall remit an acceptable and comprehensive plan describing how the applicant will provide for the secure storage of vehicles used for the transportation of cannabis and/or currency, the secure loading and unloading of product and/or currency, and describing how the applicant will ensure access to vehicles and loading areas is maintained as exclusive to the applicant's employees.	<i>RK</i>	

(date)

City of Benicia
250 East L Street
Benicia, CA 94510
Attn: Community Development Department

RE: Letter of Intent - Request for Proposals: Cannabis Retail and Microbusiness Operators

I, the undersigned, attest that I am a duly authorized representative of the cannabis business operator applicant, which is identified below:

Name of Business:	Green Crossing
Address of Proposed Business Location:	2046 Columbus Parkway, Benicia, CA
Assessor's Parcel Number:	0079-020-600
Name of Applicant:	Metron Capital
Business Address of Applicant:	4422 N Pershing Ave D22, Stockton, CA 95207
Applicant Phone Number:	925-348-5757
Applicant Email Address:	rposten@metroncapital.com

I understand that I will be expected to receive all notices at the Business Address of the Applicant and consent to receiving notices and communications at the phone number and email address listed above.

I am interested in starting a Retail cannabis business operation. Further, I attest that I have secured an agreement for the Proposed Business Location listed above, for a minimum of four (4) years, and that said location is eligible for cannabis business operations per City regulations.

Please find enclosed a complete application for this cannabis business proposal, including:

- Summary Project Plan
- Preliminary Cannabis Application
- Cannabis Public Safety License Application
- One (1) payment of \$20,000 payable to the City of Benicia

If I am selected to submit for a CUP I will apply for this permit within 60 days of the receipt of the letter of authorization from the City of Benicia Community Development Department. I understand that failure to apply for the CUP within that time period automatically forfeits my opportunity to apply.

I further understand that failing to meet any of the requirements of the RFP or applicable City regulations shall lead to automatic revocation of any award letter.

Sincerely,

