

**CITY OF PASADENA – COMMERCIAL CANNABIS PERMIT APPLICATION REVIEW CRITERIA (EXHIBIT A)**

<b>SCREENING APPLICATION TOTAL POTENTIAL POINTS</b>	<b>1575</b>	<b>1575</b>	<b>1200</b>
<b>SECTION 1: QUALIFICATIONS OF OWNERS/ OPERATORS (Potential Points)</b>	<b>750</b>	<b>750</b>	<b>400</b>
<i>Special business or professional qualifications and experience, or licenses of the owners and/or operators that would add to the quality of service that would be provided, e.g., scientific or health care fields for medicinal cannabis, or related agricultural experience for cultivators.</i>	Retailer	Cultivation Site	Testing Laboratory
<u>Experience</u> - Demonstrate the business OWNER'S experience in owning, managing and operating the type of cannabis business for which the license is being sought. For the purposes of this section, OWNER means the State definition of owner in the State Business and Professions Code 26001 AND all persons, companies, or entities that will be directing, controlling, and/or managing the day-to-day operations of the business. Evidence that prior experience was from legally permitted activities.	<b>0-450</b>	<b>0-450</b>	<b>0-200</b>
<u>Cannabis Industry Knowledge</u> - Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including identification of how industry best practices and state regulations have been incorporated in existing/prior legal business outside the City of Pasadena.	<b>0-250</b>	<b>0-250</b>	<b>0-100</b>
<u>Ownership Team</u> - Describe the involvement of the ownership team in day-to-day operation of the business. "Owner" is defined based on the State definition of owner; see State Business and Professions Code 26001.	<b>0-50</b>	<b>0-50</b>	<b>0-100</b>
<b>SECTION 2: BUSINESS PLAN (Potential Points)</b>	<b>525</b>	<b>525</b>	<b>500</b>
<b><i>Sub-Section 2A: OPERATIONS</i></b> <b><i>Standard operating procedures; finances; employee training.</i></b>	Retailer	Cultivation Site	Testing Laboratory
<u>Standard Operating Procedures (SOP)</u> - Overall quality and detail of the proposed operating procedures for ALL aspects of the proposed business, including the extent to which the applicant incorporated industry best practices into the operating procedures. Additionally, did the applicant show specific examples of where the practices they included have worked before?	<b>0-80</b>	<b>0-80</b>	<b>0-80</b>
<u>Financial Plan</u> - Financial plan and/or budget to start-up and operate the business(e.g., business pro forma, cash flow, accounting procedures).	<b>0-50</b>	<b>0-50</b>	<b>0-50</b>
<u>Funding/Proof of Capitalization</u> - Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	<b>0-30</b>	<b>0-30</b>	<b>0-30</b>
<u>Records Software</u> - Standard operating procedures include electronic tracking and storage of required records of sales, delivery manifests, and inventory.	<b>0-10</b>	<b>0-10</b>	<b>0-10</b>
<u>Track-and-Trace</u> - Standard operating procedures include detailed California Cannabis Track-and-Trace (CCT) procedures as outlined by the State.	<b>0-10</b>	<b>0-10</b>	<b>0-10</b>
<u>State Testing Requirements</u> - Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met the testing requirements as defined by the State.	<b>0-10</b>	<b>0-10</b>	<b>0-10</b>
<u>Employee Training</u> - Quality of proposed employee training, for example, training on differences in products, potency of products, customer service, and/or laws governing personal use.	<b>0-20</b>	<b>0-20</b>	<b>0-20</b>
<u>Customer Education</u> - Quality and detail of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	<b>0-20</b>	<b>0-20</b>	<b>0-20</b>
<u>Marketing</u> - Detail of the key aspects of the marketing strategy that would be generated and incorporated into the marketing plan.	<b>0-20</b>	<b>0-20</b>	<b>0-20</b>
<b><i>Sub-Section 2B: COMMUNITY BENEFITS</i></b> <b><i>Benefits the business will provide to the Pasadena community and its ability to serve Pasadena.</i></b>	Retailer	Cultivation Site	Testing Laboratory

<p>The business will further the City Council’s goal to support and promote the quality of life and local economy through a community engagement plan that demonstrates an understanding of the community, its values and unique aspects, and how the business will integrate into the community. The plan will address:</p> <p>1. How the business seeks to ensure that persons most harmed by cannabis criminalization and poverty through a share in the ownership, management, employment or other benefits resulting in high quality, well-paying jobs and/or other benefits.</p> <p>2. How the business includes work with local non-profits and other community groups such as youth development and educational programs. Pasadena non-profits (or those that serve Pasadena) are preferred.</p> <p>3. How the business includes partnerships with existing Pasadena businesses (e.g., procurement of goods and services from local businesses).</p>	0-250	0-250	0-250
<p><b><u>Sub-Section 2C: PRODUCT OFFERINGS</u></b>  <b><i>Quality and variety of cannabis strains and derivative product offerings.</i></b></p>	Retailer	Cultivation Site	Testing Laboratory
<p><u>Product Procurement</u> - Detail of procurement plan, such as due diligence performed prior to executing purchase contracts and quality control of incoming products.</p>	0-25	0-25	-
<p><b>SECTION 3: NEIGHBORHOOD COMPATIBILITY &amp; ENHANCEMENT (Potential Points)</b></p>	150	150	150
<p><b><i>How the business will fit into the community and the extent to which proposed operation will enhance the neighborhood.</i></b></p>	Retailer	Cultivation Site	Testing Laboratory
<p><u>Exterior Design Concept</u> - Quality and detail of a contextual exterior design which reflects the best of the City's architectural traditions, the use of quality materials and the level of investment that can be expected for the architecture, landscaping, signage, lighting, entry experience, parking, etc. If an applicant anticipates locating in a specific neighborhood in the City, a description and examples of how the business would enhance the exterior of the building is encouraged.</p>	<del>0-60</del> 0-40	0-40	0-40
<p><u>Design Concept Integration</u> - Quality of fit within the city (integration into existing urban fabric and architectural landscape). If the applicant anticipates locating in a specific neighborhood in the city, a description of how the business would fit into that neighborhood is encouraged; however, this is not required.</p>	<del>0-50</del> 0-30	0-30	0-30
<p><u>Integration of Security Measures</u> - Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticeable by customers or the public.</p>	0-30	0-30	0-30
<p><u>Air Quality/Odor Control</u> - Quality of ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively).</p>	0-50	0-50	0-50
<p><b>SECTION 4: SECURITY PLAN (Potential Points)</b></p>	150	150	150
<p><b><i>Safety and Security Program (*Security plans will not be made public.)</i></b></p>	Retailer	Cultivation Site	Testing Laboratory
<p><u>Security Experience</u> - Security experience of individual/firm designing the security plan. Individual/firm should be identified and experience described. If delivery services are proposed with a retail application, include information on the quality of delivery driver security and safety procedures, including driver education related to potential hazards.</p>	0-20	0-20	0-20
<p><u>Background Checks</u> - Applicant plans to use background checks in the employee hiring process.</p>	0-10	0-10	0-10
<p><u>Employee Safety Education</u> - Quality of employee safety education plan, including training regarding product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.</p>	0-20	0-20	0-20
<p><u>Employee Theft Reduction Measures</u> - Quality and extensiveness of employee theft reduction measures, including audits and check in/out.</p>	0-10	0-10	0-10

<u>Cash Management Plan</u> - Quality and detail of cash management plan, including cash counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	<b>0-20</b>	<b>0-20</b>	<b>0-20</b>
<u>Product Access Protocols</u> - Business plan details a separate check-in area where identification is checked to ensure that only qualified employees gain access to where cannabis products are stored.	<b>0-10</b>	<b>0-10</b>	<b>0-10</b>
<u>Product Deliveries</u> - Quality of plan for securing product deliveries to the business (i.e. from delivery vehicles to building).	<b>0-20</b>	<b>0-20</b>	<b>0-20</b>
<u>Security Guards</u> - Quality of the anticipated security guard plan for the business, including number of guards, hours, protocols, and day-to-day procedures/operations.	<b>0-20</b>	<b>0-20</b>	<b>0-20</b>
<u>Video Camera Surveillance</u> - Security plan includes video camera surveillance. Additionally, overall quality of the applicant's plan to use cameras, including number of cameras, locations, resolution, and how long footage is saved.	<b>0-10</b>	<b>0-10</b>	<b>0-10</b>
<u>Armored Vehicle</u> - Daily armored vehicle pick-up of cash deposits.	<b>0-10</b>	<b>0-10</b>	<b>0-10</b>