

<b>Applicant #1, Urban Leef, Storefront</b>			
<b>Criteria</b>	<b>Rater 1 Score</b>	<b>Rater 2 Score</b>	<b>Rater 3 Score</b>
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	3	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	4	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	2	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	4	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	3	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	3	5	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	3	4	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	4	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	4	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	3	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	3	5	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	3	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	3	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	4	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	3
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	1	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	5
<i>Ownership Team</i> – 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.	5	4	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	4	4	4
<b>TOTALS</b>	<b>245</b>	<b>245</b>	<b>244</b>
<b>FINAL SCORE</b>	<b>734</b>		

**Applicant #2, Authentic 714, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	4	5	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	4
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	5	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total--including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	4	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	4	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	5
<i>Ownership Team</i> – 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.	5	5	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	5	5	5
<b>TOTALS</b>	<b>270</b>	<b>265</b>	<b>263</b>
<b>FINAL SCORE</b>	<b>798</b>		

**Applicant #3, Wyatt Earth Wellness, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	4	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	3	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	4	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	3	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	3	4	3
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	4	4	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	4	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	3	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	3	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	3	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	3	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	3	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	4	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	3	4	4



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	4	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	3	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	3	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	4	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	4	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	4	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	2	4	4
<b>TOTALS</b>	<b>234</b>	<b>226</b>	<b>226</b>
<b>FINAL SCORE</b>	<b>686</b>		

**Applicant #4, Empire Stanton, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	4	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
<i>1 Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	4	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	4	4
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	3	5	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	3	4	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	4	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	4	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	4	5	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	5	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	2	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	4	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	3	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	2	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	2	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	5	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	4	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	3	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	4	4	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	4	4	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	4	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	4	5	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	4	5	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	4	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	4	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	4	5	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	4	5	5
<b>TOTALS</b>	<b>236</b>	<b>262</b>	<b>269</b>
<b>FINAL SCORE</b>	<b>767</b>		



**Applicant #5, Librariz, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	4	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	2	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	4	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	4	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	5	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	4	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	4	5	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total--including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	5	5
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	3	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	3	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	3	5	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	3	4	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	3	4	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	4	5	5
<i>Ownership Team</i> – 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.	5	5	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	5	5	5
<b>TOTALS</b>	<b>254</b>	<b>269</b>	<b>271</b>
<b>FINAL SCORE</b>	<b>794</b>		

**Applicant #6, GE Collective, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	5	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	4	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	3	4	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	0	4	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	4	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	3	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	4	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	4	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	4	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	4	4	4
<b>TOTALS</b>	<b>263</b>	<b>227</b>	<b>238</b>
<b>FINAL SCORE</b>	<b>728</b>		

**Applicant #7, Gabrielino Trail, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	3	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	3	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	4	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	3	4	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	3	5	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	3	5	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	3	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	4	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	4	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	4	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	2	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	2	5	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	4	5	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	0	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	0	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	0	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	0	4	5



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	4	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	2	5	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	4	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	4	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	4	4	4
<b>TOTALS</b>	<b>225</b>	<b>234</b>	<b>229</b>
<b>FINAL SCORE</b>	<b>688</b>		

**Applicant #8, Element 7, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	3	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	4	5	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	5	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	5	5
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	4	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	4	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	4
<i>Ownership Team</i> – 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.	5	5	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	5	5	5
<b>TOTALS</b>	<b>275</b>	<b>267</b>	<b>273</b>
<b>FINAL SCORE</b>	<b>815</b>		



**Applicant #9, Executive Cannabis Solutions, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	3	3
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	3	3	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
<i>1 Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	1	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	1	4	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	0	3	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	3	3	4
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	3	3	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	1	3	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	3	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	3	3	3
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	0	3	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	3	3	3
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	2	3	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	4	3	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	1	3	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	0	3	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	3	3	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	2	4	3

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	1	3	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	3	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	2	4	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	2	4	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	3	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	3	3	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	0	3	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	0	3	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	0	4	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	2	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	0	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	0	3	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	1	3	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	0	3	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	0	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	1	3	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	0	3	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	0	3	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	0	3	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	0	3	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	2	3	3
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	3	3	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	2	3	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	0	3	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	0	3	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	0	3	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	2	3	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	0	4	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	3	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	3	3	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	3	3	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	2	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	2	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	4	3	3
<i>Ownership Team</i> – 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.	3	3	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	3
<i>Quality and Thoroughness of Application Materials</i>	2	3	3
<b>TOTALS</b>	<b>97</b>	<b>181</b>	<b>179</b>
<b>FINAL SCORE</b>	<b>457</b>		

**Applicant #10, Stanton Sage Holdings, Delivery**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	4	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	4	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	4	5	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	4	4	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	3	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	4	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	3	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	5	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total--including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	5	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	4	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	4	5	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	3	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	5	5
<b>TOTALS</b>	<b>269</b>	<b>257</b>	<b>265</b>
<b>FINAL SCORE</b>	<b>791</b>		

<b>Applicant #11, Stanton Sage Holdings, Storefront</b>			
<b>Criteria</b>	<b>Rater 1 Score</b>	<b>Rater 2 Score</b>	<b>Rater 3 Score</b>
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	5	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	4	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	4	4	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	4	4	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	4	4	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	3	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	5	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	4	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	4	4	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	4	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	5



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	3	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	5	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	5
<b>TOTALS</b>	<b>269</b>	<b>256</b>	<b>265</b>
<b>FINAL SCORE</b>	<b>790</b>		

**Applicant #12, Pure Stanton, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	3	4	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	4	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	4	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	5	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	3	5	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	4	5	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	3	5	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	3	5	5
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	3	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	4	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	4	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	4	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	5	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	4	4	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	5
<i>Ownership Team</i> – 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.	5	5	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	4	4	4
<b>TOTALS</b>	<b>253</b>	<b>264</b>	<b>266</b>
<b>FINAL SCORE</b>	<b>783</b>		



**Applicant #13, Pure Stanton, Manufacturing**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	3	4	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	4	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	3	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	5	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	3	5	5
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	3	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	4	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	3	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	4	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	5
<i>Ownership Team</i> – 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.	5	5	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>263</b>	<b>264</b>	<b>266</b>
<b>FINAL SCORE</b>	<b>793</b>		

**Applicant #14, Pure Stanton, Cultivation**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	3	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	3	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	5	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	3	5	5
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	3	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	4	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	5
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	4	4	4
<b>TOTALS</b>	<b>261</b>	<b>266</b>	<b>267</b>
<b>FINAL SCORE</b>	<b>794</b>		

**Applicant #15, Indo Cali Operations, Delivery**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	5	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	4	5	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	5	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	5	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	4	5	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	5	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	5	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	5	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	4



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	4	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	4	5	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	5
<i>Ownership Team</i> – 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.	5	5	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>268</b>	<b>269</b>	<b>241</b>
<b>FINAL SCORE</b>	<b>778</b>		

**Applicant #16, Dyrect, Delivery**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	4	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	5	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	4	5	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	4	4	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	5	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total--including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	5	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	5	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	4	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	5	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	5	5
<b>TOTALS</b>	<b>276</b>	<b>267</b>	<b>249</b>
<b>FINAL SCORE</b>	<b>792</b>		



**Applicant #17, Stanton Erudite Ventures, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	4	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	4	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	3	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	4	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	3	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	5	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	4	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	3	5	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	4	4	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	4	4	4
<i>Ownership Team</i> – 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.	4	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>260</b>	<b>241</b>	<b>238</b>
<b>FINAL SCORE</b>	<b>739</b>		

**Applicant #18, Instant Leaves, Delivery**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	5	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	4	4	3
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	5	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	4	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	5	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	3

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	3
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	0	5	3
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	4	5	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	3
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	5	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	0	4	3



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	0	5	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	4	4	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	4	4	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	4	5	3
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	3	4	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	3	5	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	0	5	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	5	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	5	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	4	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	4	3
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	4	3
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	5	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	4	4	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	0	4	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	3
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	4	5	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	3
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	1	4	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	3
<i>Ownership Team</i> – 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.	5	5	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	4	5	3
<i>Quality and Thoroughness of Application Materials</i>	3	5	3
<b>TOTALS</b>	<b>223</b>	<b>260</b>	<b>174</b>
<b>FINAL SCORE</b>	<b>657</b>		

**Applicant #19, OC Select Wellness, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	4	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	4	4	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	4	4	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	4	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	3	3	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	3	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	3	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	4	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	3	4	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	3	4	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	3	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	3	3	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total--including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	3	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	2	3	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	4	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	3	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	3	4	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	3	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	3	3



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	3	3	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	3	4	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	1	4	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	3	4
<i>Ownership Team</i> – 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.	5	3	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	4	4	4
<b>TOTALS</b>	<b>237</b>	<b>213</b>	<b>211</b>
<b>FINAL SCORE</b>	<b>661</b>		

**Applicant #20, Reef & Resin, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	4	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	4	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	4	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	4	5	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	3	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	4	4	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	3	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	3	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	4	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	4	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>267</b>	<b>239</b>	<b>238</b>
<b>FINAL SCORE</b>	<b>744</b>		



**Applicant #21, Ashe Stanton, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	4	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	4	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	4	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	5	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	5	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	4	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	4	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	4	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	3	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	3	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	4	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>272</b>	<b>229</b>	<b>231</b>
<b>FINAL SCORE</b>	<b>732</b>		

**Applicant #22, Stanton Lifestyle, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	3	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	4	3	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	2	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	3	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	3	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	3	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	3	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	3	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	3	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	2	5



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	3	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	3	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	3	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	3	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	3	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	4	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	4	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	4	4	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	3	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	2	3	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	3	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	3	3	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	3	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	3	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	3	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	3	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	3	3	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	3	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	3	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	4	4	3
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	3	4	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	4	4	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	3	4	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	3	4	3
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	0	4	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	3
<i>Ownership Team</i> – 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.	5	4	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	3
<i>Quality and Thoroughness of Application Materials</i>	4	4	3
<b>TOTALS</b>	<b>245</b>	<b>196</b>	<b>200</b>
<b>FINAL SCORE</b>	<b>641</b>		

**Applicant #23, Stanton Venture, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	3
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	4	4	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	5	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	3	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	3	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	4	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	4	4	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	3	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	2	4	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	2	4	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	4	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	3



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	3	4	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	3	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	4	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	3	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	4	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	3	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	3	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	3	3	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	0	4	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	4	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	3
<i>Quality and Thoroughness of Application Materials</i>	4	4	3
<b>TOTALS</b>	<b>246</b>	<b>219</b>	<b>196</b>
<b>FINAL SCORE</b>	<b>661</b>		

**Applicant #24, Sweet Flower Stanton, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	4	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	5	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	4	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	4	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	3	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	4	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	5	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	4	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	4	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>266</b>	<b>242</b>	<b>234</b>
<b>FINAL SCORE</b>	<b>742</b>		



**Applicant #25, Cannafication (Eminent Stanton Group), Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	4	5	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	5	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	3
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	4	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	4	4	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	3	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	2	4	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	3	4	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	4	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	3	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	3	3	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	4	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	3	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	4	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	3	4	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	3	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	3	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	0	4	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	4	4	4
<b>TOTALS</b>	<b>246</b>	<b>223</b>	<b>204</b>
<b>FINAL SCORE</b>	<b>673</b>		

**Applicant #26, Electric Avenue, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	4	5	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	2	4	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	2	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	2	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	4	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	3	4	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	3	4	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	3	4	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	4	4	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	4	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	3	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	3	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	2	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	4	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	4	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	3	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	4	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	4	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	3	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	2	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	3	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	0	4	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	4	5	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	3	4	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	4
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	4	4	4
<b>TOTALS</b>	<b>225</b>	<b>234</b>	<b>224</b>
<b>FINAL SCORE</b>	<b>683</b>		

**Applicant #27, Uniserve, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	3	3
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	4	3	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	5	3	3
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	3	3
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	3	3

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	3	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	3	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	3
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	4	3	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	3	3	3
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	3	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	3	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	3	3	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	3	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	3	3	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	4	3	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	3	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	4	3	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	3	3	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	3
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	3	3	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	3	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	3	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	4	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	3	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	3	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	3	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	4	3
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	3	3
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	3	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	1	3	3



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	3	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	3	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	3	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	3	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	3	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	3	3	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	3	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	4	3	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	3	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	3	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	3	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	4	4	3
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	3	3
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	3
<i>Ownership Team</i> – 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.	5	4	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	3
<i>Quality and Thoroughness of Application Materials</i>	4	3	3
<b>TOTALS</b>	<b>240</b>	<b>180</b>	<b>178</b>
<b>FINAL SCORE</b>	<b>598</b>		

**Applicant #28, C21 Stanton (1), Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	3	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	4	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	2	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	5	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	4	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	3	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	3	5	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	4	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	3	4	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	4	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	2	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>257</b>	<b>241</b>	<b>237</b>
<b>FINAL SCORE</b>	<b>735</b>		



**Applicant #29, California Dispensaries, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	3	3	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	3	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	4	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	3	3
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	3

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	3
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	3	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	3	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	3	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	3	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	3	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	3	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	3	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	3	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	3	3

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	3	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	4	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	3	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	3	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	3	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	3	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	3	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	3	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	3	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	3	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	0	3	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	3	3
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	3	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	0	3	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	0	3	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	3	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	3	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	3	3
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	3	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	3	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	3	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	3	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	3	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	3	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	3	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	3	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	3	3
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	3	3
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	3	3
<i>Ownership Team</i> – 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.	5	4	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	3
<i>Quality and Thoroughness of Application Materials</i>	5	3	3
<b>TOTALS</b>	<b>254</b>	<b>178</b>	<b>179</b>
<b>FINAL SCORE</b>	<b>611</b>		

**Applicant #30, C21 Stanton (2), Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	3	5	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	4	4	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	2	4	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	4	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	4	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	3	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	5	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	3	4	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	4	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	3	4	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	4	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	2	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>257</b>	<b>233</b>	<b>237</b>
<b>FINAL SCORE</b>	<b>727</b>		

**Applicant #31, Clean Earth Group, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	4	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	4	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	3	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	4	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	3	4	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	5	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	3	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	2	4	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	4	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	4



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	5	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>265</b>	<b>231</b>	<b>237</b>
<b>FINAL SCORE</b>	<b>733</b>		

**Applicant #32, Calma WEHO, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	4	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	3	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	3	5	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	4	4	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	5	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	4	5	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	5	5
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	1	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	4	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	2	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	5
<i>Ownership Team</i> – 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.	4	5	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	5
<i>Quality and Thoroughness of Application Materials</i>	5	5	5
<b>TOTALS</b>	<b>262</b>	<b>269</b>	<b>267</b>
<b>FINAL SCORE</b>	<b>798</b>		



**Applicant #33, CR Stanton, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	4	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	5	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	3	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	5	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total--including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	4	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	4	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	4	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	3	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	3	4	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	5	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	4
<i>Quality and Thoroughness of Application Materials</i>	5	5	5
<b>TOTALS</b>	<b>272</b>	<b>259</b>	<b>260</b>
<b>FINAL SCORE</b>	<b>791</b>		

**Applicant #34, Club Nirvana, Delivery**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	5	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	5	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	3
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	3

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	3	5	3
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	4	5	3
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	5	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	4	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	4	5	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total--including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	5	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	5	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	4	5	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	1	5	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	5	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	3
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	3	5	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	3
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	3
<i>Ownership Team</i> – 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.	5	5	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>265</b>	<b>265</b>	<b>189</b>
<b>FINAL SCORE</b>	<b>719</b>		

**Applicant #35, Corktown Life, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	3	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	3	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	3	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	3	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	3	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	3	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	3	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	3	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	3	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	3	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	3	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	3	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	3	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	3	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	3	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	3	3

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	2	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	3	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	3	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	3	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	3	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	3	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	3	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	3	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	3	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	4	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	3	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	3	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	3	5



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	3	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	3	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	3	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	3	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	3	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	3	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	3	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	3	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	3	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	3	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	3	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	3	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	3	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	3	4
<i>Ownership Team</i> – 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.	5	3	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	4
<i>Quality and Thoroughness of Application Materials</i>	5	3	4
<b>TOTALS</b>	<b>265</b>	<b>180</b>	<b>244</b>
<b>FINAL SCORE</b>	<b>689</b>		

**Applicant #36, PCH Retail Partners, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	3	3	3
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	0	3	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	0	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	0	3	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	0	3	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	3	3
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	3	3

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	1	4	3
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	3	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	1	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	0	3	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	3	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	3	3	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	3	3	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	4	4	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	3	3	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	3	3	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	0	3	3

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	0	3	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	1	3	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	0	3	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	4	3	3
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	2	4	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	0	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	0	3	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	3	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	0	3	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	0	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	0	3	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	3	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	0	3	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	3	3
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	3	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	0	3	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	4	3	3
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	3	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	3	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	3	3	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	4	3	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	3	3	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	3	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	3	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	0	4	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	3	3
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	4	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	3	3
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	4	4	4
<i>Ownership Team</i> – 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.	0	4	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	3
<i>Quality and Thoroughness of Application Materials</i>	3	3	3
<b>TOTALS</b>	<b>153</b>	<b>183</b>	<b>182</b>
<b>FINAL SCORE</b>	<b>518</b>		



**Applicant #37, Culture Stanton Store, Cultivation**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
<i>1 Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	4	5	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	2	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	5	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	3	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	5
<i>Ownership Team</i> – 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.	5	5	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	5	5	5
<b>TOTALS</b>	<b>274</b>	<b>271</b>	<b>273</b>
<b>FINAL SCORE</b>	<b>818</b>		

**Applicant #38, Culture Stanton Store, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
<i>1 Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	5	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	4	5	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	2	5	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	4	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	3	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	5
<i>Ownership Team</i> – 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.	5	5	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	5	5	5
<b>TOTALS</b>	<b>274</b>	<b>272</b>	<b>273</b>
<b>FINAL SCORE</b>	<b>819</b>		

**Applicant #39, Stanton Fresh Farms, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	3	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	4	3	3
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	3	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	4
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	3	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	3
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	3	3	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	3	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	3	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	3	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	3	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	3	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	3	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	3	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	4	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	3	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	4	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	3	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	4	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	3	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	4



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	3	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	3	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	3	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	3	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	3	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	3	3
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	4	3	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	3
<i>Quality and Thoroughness of Application Materials</i>	5	3	3
<b>TOTALS</b>	<b>274</b>	<b>197</b>	<b>193</b>
<b>FINAL SCORE</b>	<b>664</b>		

**Applicant #40, Stanton Fresh Farms, Cultivation**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	3	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	4	5	3
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	5	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	3
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	3	5	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	5	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	4	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	4	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	4	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	4	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	3
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	4
<i>Ownership Team</i> – 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.	4	5	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	3
<i>Quality and Thoroughness of Application Materials</i>	5	4	3
<b>TOTALS</b>	<b>275</b>	<b>233</b>	<b>193</b>
<b>FINAL SCORE</b>	<b>701</b>		



**Applicant #41, So Cane, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	3	3
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	3	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	5	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	3	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	4	3	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	3	3
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	3	3

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	3	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	3	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	3	3
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	3	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	3	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	3	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	3	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	3	3

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	3	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	3	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	3	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	3	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	3	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	0	3	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	0	3	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	1	3	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	0	3	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	1	3	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	3	3
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	3	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	3	3	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	3	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	3	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	4	3	3
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	3	3	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	3	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	4	3	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	3	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	3	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	4	3	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	3	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	3	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	3	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	3	3
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	4	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	3	3
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	3	3
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	3
<i>Quality and Thoroughness of Application Materials</i>	3	3	3
<b>TOTALS</b>	<b>239</b>	<b>177</b>	<b>178</b>
<b>FINAL SCORE</b>	<b>594</b>		

**Applicant #42, IMK Group, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	3	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	4	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	3	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	4	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	3	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	3	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	3	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	4	4	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	4	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	4	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	1	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	4	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	3	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	3	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	3	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	4	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>249</b>	<b>219</b>	<b>221</b>
<b>FINAL SCORE</b>	<b>689</b>		

**Applicant #43, Stanton Access Holdings, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	3	3
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	3	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	3	3
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	3	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	4	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	3	3
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	3	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	3	3

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	3	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	3	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	3	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	3	3
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	3	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	3	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	3	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	3	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	3	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	3	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	3	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	3	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	3	3



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	3	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	3	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	3	3
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	3	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	3	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	3	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	3	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	3	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	3	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	3	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	3	3
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	4	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	3	3
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	3	3
<i>Ownership Team</i> – 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.	4	3	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	3
<i>Quality and Thoroughness of Application Materials</i>	5	3	3
<b>TOTALS</b>	<b>272</b>	<b>184</b>	<b>180</b>
<b>FINAL SCORE</b>	<b>636</b>		

**Applicant #44, Stanton Synergy, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	3	3
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	3	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	3	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	3	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	3	3

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	3	3
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	3	3
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	3	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	3	3
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	3	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	4	4	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	3	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	3	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	3	3

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	3	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	3	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	3	3	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	3	3
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total--including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	4	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	4	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	3	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	4	3	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	3	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	4	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	3	3
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	3	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	3	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	3	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	3	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	3	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	3	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	3	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	3	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	3	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	3	3
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	3	3
<i>Ownership Team</i> – 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.	4	3	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	3
<i>Quality and Thoroughness of Application Materials</i>	5	3	3
<b>TOTALS</b>	<b>269</b>	<b>185</b>	<b>178</b>
<b>FINAL SCORE</b>	<b>632</b>		



**Applicant #45, Cannagardenz, Cultivation**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	3	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	3	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	5	4	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	3	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	3	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	0	3	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	0	3	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	0	3	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	0	3	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	3	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	3	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	3

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	3	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	3	3	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	3	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	3	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	0	4	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	0	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	3	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	3	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	3	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	2	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	2	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	2	3	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	1	3	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	4	3	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	3	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	0	3	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	3	3
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	3	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	3	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	3	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	3	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	3	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	3	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	3	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	3	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	3	3
<i>Ownership Team</i> – 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.	5	3	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	3
<i>Quality and Thoroughness of Application Materials</i>	5	3	3
<b>TOTALS</b>	<b>228</b>	<b>186</b>	<b>192</b>
<b>FINAL SCORE</b>	<b>606</b>		

**Applicant #46, Golden Grams, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	4	4	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	4	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	4	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	3	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	0	5	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	5	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	4	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	4	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	0	4	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	0	4	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	0	4	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	3	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	3	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>245</b>	<b>231</b>	<b>229</b>
<b>FINAL SCORE</b>	<b>705</b>		

**Applicant #47, RD Stanton, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	4	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	4	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	5	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	5	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total--including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	5	5
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	0	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	0	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	5	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	3



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	5
<i>Ownership Team</i> – 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.	5	5	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	5	5	5
<b>TOTALS</b>	<b>267</b>	<b>275</b>	<b>271</b>
<b>FINAL SCORE</b>	<b>813</b>		

**Applicant #48, Dr. Greenthumb, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	3	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	4	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	4	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	4	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	4	4	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	4	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	4	5	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	4	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	3	3	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	4	5	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	4	4	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	3	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	2	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	2	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	2	4	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	2	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	2	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	3	5	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	3	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	5
<i>Ownership Team</i> – 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.	5	5	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	4
<i>Quality and Thoroughness of Application Materials</i>	4	5	5
<b>TOTALS</b>	<b>245</b>	<b>254</b>	<b>257</b>
<b>FINAL SCORE</b>	<b>756</b>		



**Applicant #49, Instant Leaves, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	4	3	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	4	3	3
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	3	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	3	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	4	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	3	3

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	3	3
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	3	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	3	3
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	3	4	3
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	3	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	4	3	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	3	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	3	3

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	3	3
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	4	3	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	3	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	4	3	3
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	3	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	3	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	1	3	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	3	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	3	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	3	3	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	3	3	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	3	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	3	3
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	3	3
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	3	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	4	3	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	3	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	3	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	3	3
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	3	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	3	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	4	3	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	3	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	3	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	3	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	3	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	3	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	3	3

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	3	3
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	3	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	3	3
<i>Ownership Team</i> – 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.	5	3	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	3
<i>Quality and Thoroughness of Application Materials</i>	4	3	3
<b>TOTALS</b>	<b>250</b>	<b>174</b>	<b>174</b>
<b>FINAL SCORE</b>	<b>598</b>		

**Applicant #51, Haven #5, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	5	4	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	4	4	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	5
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	5
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	5	5



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	5	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total--including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	5	5
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	4	5	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	5	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	5	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	5

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	4	4	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	5	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	5
<i>Ownership Team</i> – 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.	5	5	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	5	5	5
<b>TOTALS</b>	<b>270</b>	<b>270</b>	<b>272</b>
<b>FINAL SCORE</b>	<b>812</b>		

**Applicant #52, Verdant Bloom Ventures, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	3	5	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	5	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	0	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	5	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	4	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	3	4	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	0	4	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	2	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	2	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	5
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	5
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	5	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	2	5	5
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	3	5	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	5	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	3	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	4	5	5
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	0	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	2	4	5
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	5	5	5
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	5	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	5	5	4



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	4	5	5
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	4	5	5
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	0	5	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	5
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	5
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	5
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	3	4	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	5
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	5	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	5	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	5	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	4	5	5

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	3	4	5
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	5	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	5	5
<i>Ownership Team</i> – 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.	5	4	5
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	5
<i>Quality and Thoroughness of Application Materials</i>	4	5	5
<b>TOTALS</b>	<b>228</b>	<b>258</b>	<b>265</b>
<b>FINAL SCORE</b>	<b>751</b>		

**Applicant #53, Libra Shops, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
<i>1 Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	4	5	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	3	4	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	5	4
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	4	4
<i>SOP: Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	5
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	5
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	3	4	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	5	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	5	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	5

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	2	4	5
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	4	5	5
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	3	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	3	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	3	4	5
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	3	4	5
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	4	5
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	3	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	4	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	5	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	3	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	3	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	3	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	5	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	4	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	4	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	5
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	3	4	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	3	5	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	4
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	4	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	4
<i>Quality and Thoroughness of Application Materials</i>	4	4	4
<b>TOTALS</b>	<b>240</b>	<b>243</b>	<b>246</b>
<b>FINAL SCORE</b>	<b>729</b>		



**Applicant #55, Traditional, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	5	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	5	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	4	4	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	4	5
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	4	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	4	5
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	5

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	5	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	4
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	5	4
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	5	4
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	4	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	4	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	4	5
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	4	5
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	4	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	4	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	4
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	4	4
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	4	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	4

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	4	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	4	4	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	5	5	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	4	4
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	4	4

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	4	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	4
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	4	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	4
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	4	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	4	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	4
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	4	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	4	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	3
<i>Ownership Team</i> – 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.	4	4	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	4	3
<i>Quality and Thoroughness of Application Materials</i>	5	4	3
<b>TOTALS</b>	<b>267</b>	<b>235</b>	<b>230</b>
<b>FINAL SCORE</b>	<b>732</b>		

**Applicant #56, Emerald Gardens, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	3	3
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	3	3
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	4	3	4
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	3	3
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	3	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	3	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	3	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	3	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	4	3	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	4	3	3
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	2	3	3
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	0	3	3
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	3	3	3
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	3
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	4	3	3
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	3	3
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	3	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	1	4	4



<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	1	3	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	4	3	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	4	4
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	3	3
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	3	3
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	5	3	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	5	3	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	3	3	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	3	3	3
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	4	3	3
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	3	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	0	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	3	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	3	3	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	3	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	3	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	3	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	3	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	3	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	3	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	3	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	3	3
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	3	3
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	3	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	4
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	3	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	3	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	4
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	3	3
<i>Ownership Team</i> – 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.	4	3	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	4
<i>Quality and Thoroughness of Application Materials</i>	3	3	3
<b>TOTALS</b>	<b>234</b>	<b>177</b>	<b>186</b>
<b>FINAL SCORE</b>	<b>597</b>		

**Applicant #57, Corktown Life, Distribution**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant's understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	5	4	5
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	5	4	5
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City's unique aspects, and how the business plans to integrate into the community.	5	4	5
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	5	5	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	5	5	5
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures ("SOP")</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	5	5	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	5	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	5	4
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	4	4
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	5	5
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	4	5
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	5	4	5
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	4	4	5
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	4	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	5	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	5	5	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	5	4
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	3

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	4	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	4	4
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	5	4	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	4	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	5	5	5
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	4	5
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	5	4	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	3	4	4
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	4	4
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	5	5

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	5	4
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	5	5	5
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	5	4	5
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	4	4	4
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	3	5	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	3	5	5
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	3	5	5
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	3	4	5



<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	5	5	4
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	5	4
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	5
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	5	4
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	5	4
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	4
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	5	5	5
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	5	5
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	5	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	3	5	4
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	5
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	5
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	5	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	4	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	5	5
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	5
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	4	4
<i>Ownership Team</i> – 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.	5	5	4
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	5	4
<i>Quality and Thoroughness of Application Materials</i>	5	4	4
<b>TOTALS</b>	<b>264</b>	<b>252</b>	<b>244</b>
<b>FINAL SCORE</b>	<b>760</b>		

**Applicant #58, Aroma Stanton, Storefront**

Criteria	Rater 1 Score	Rater 2 Score	Rater 3 Score
<b>SECTION 1: BUSINESS PLAN</b>			
<b>Sub-Section 1A: INNOVATIVE BUSINESS MODEL - Innovative Boutique Business Models Consistent with the Stanton Community</b>			
<i>Unique Business Model</i> - The applicant’s understanding and description of the market the business plans to serve (for example: local residents, tourists, medical patients, or other niche markets), and how the business plans to integrate into the Stanton business market.	4	3	4
<i>Marketing</i> - Quality and detail of the key aspects of the marketing plan that would be generated and incorporated into the business plan.	4	3	4
<b>Sub-Section 1B: CONNECTION TO STANTON - Connection to Stanton; Ability to Serve Stanton; and Familiarity with the City</b>			
1 <i>Community Engagement</i> – Overall quality and detail of the proposed Community Engagement Plan; including, understanding of the community, its values, the City’s unique aspects, and how the business plans to integrate into the community.	4	3	3
<i>Engagement with Local Non-Profits</i> – Community Engagement Plan includes work with local nonprofits and other community groups (volunteer efforts, partnerships, etc.). Stanton non-profits (or those that serve Stanton) are preferred.	4	3	4
<i>Local Business Partnerships</i> – Partnerships with Stanton businesses (i.e. the procurement of goods and services from local businesses).	3	3	3
<b>Sub-Section 1C: OPERATIONS/FINANCING/FUNDING/ENVIRONMENTAL AWARENESS/EDUCATION AND BEST PRACTICES - Employee Training; Standard Operating Procedures; Financing; Funding and Fiscal Solvency; Environmental Best Practices; Customer Care; Education; Quality Controls</b>			
<i>Standard Operating Procedures (“SOP”)</i> - Overall quality and detail of the proposed operating procedures. - examples of industry best practices and specific examples of where the SOPs have been implemented previously.	4	3	4
SOP: <i>Financial Plan (Start-up)</i> – Financial plan and/or budget to start the business (based on the business plan and design concept included in the application), including items such as tenant improvements, employee costs, legal costs, consultant costs, initial inventory.	5	3	4

SOP: <i>Funding (Start-Up)</i> - Demonstration of funding availability to achieve the financial plan detailed in the previous category.	5	3	3
SOP: <i>Financial Plan (Ongoing Operations)</i> – Financial plan and/or budget to operate the business as described in the application (e.g. business pro forma, cash flow, accounting procedures, employees dedicated to financial matters).	5	3	3
SOP: <i>Funding (Ongoing Operations)</i> – Demonstration or identification of access to operational capital and/or on-going line of credit once business is operational.	5	3	3
SOP: <i>Environmentally Conscious Business</i> – Quality of proposed environmentally conscious business practices in excess of those required by state (California Green Building Standards) and local law.	5	3	2
SOP: <i>Customer Education</i> – Detail and quality of plan for educating customers regarding cannabis products, including the potency and effects of products, as well as variety.	3	3	3
SOP: <i>(Recalls)</i> – Description of the comprehensive process for 24- hour minimum response time to cannabis product recall notifications.	5	3	4
SOP: <i>Delivery Plan</i> – Quality and detail of product distribution protocol, including items such as (but not limited to) security and safety procedures, customer verification methods, cash and product storage (when on deliveries), vehicle type to be used, and community sensitivity (e.g. parking).	5	3	4
SOP: <i>Records Software</i> – Standard operating procedures including electronic tracking and storage of required records of sales, distribution manifests, and inventory.	5	3	4
SOP: <i>State Testing Requirements</i> – Standard operating procedures include plans and procedures for how all cannabis products on the premises or held by the applicant have met State testing requirements.	4	3	4
12 SOP: <i>Track and Trace</i> - Standard operating procedures include detailed Track and Trace Procedures as outlined by the State.	5	3	3
<i>Online Ordering System (Quality)</i> - Quality, visual appeal, and user friendliness (include conceptual visual examples, if available).	5	4	4

<i>Online Ordering System (Educational Component)</i> - Incorporation of customer educational component, including education on products and potency (include conceptual visual examples, if available).	5	3	4
<i>Employee Training</i> – Quality of proposed employee training (e.g. training about differences in products, potency of products, customer service, laws governing personal use).	5	3	3
<i>Impaired Customers</i> – Employee training and guidelines related to and plans for handling intoxicated and/or impaired customers.	4	4	3
<i>Medical Cannabis Discounts</i> - Quality of discount program for low-income medical patients (include income brackets, discount program, and procedure).	5	3	3
<b>Sub-Section 1D: SOCIAL EQUITY - Social Equity Provision of Providing a Living Wage and Employee Benefits and Compliance with Local, State, and Federal Employee Non-Discrimination Policies</b>			
<i>Hiring Practices</i> – Quality and detail of plan to promote social equity in hiring. Employing Stanton residents is preferred.	4	4	3
<i>Compensation Package</i> - Quality of compensation package to be offered to employees; including, salary (above State minimum and City living wage), health insurance, other insurance, retirement plan, and paid leave.	5	3	4
<i>Small Cannabis Cultivators</i> – Extent to which products will be purchased from small scale cannabis cultivators (cultivators of less than one-half acre in total—including all state licenses the cultivator receives). Proposed partnerships and selection process should be explained. Partnerships with cultivators of 10,000 sq. ft. or less are especially desirable.	4	3	4
<i>Economic Inclusion (Production)</i> – Extent to which products will be purchased from cultivators or manufacturers located in census tracts with income and poverty levels below state averages. Proposed partnerships and selection process should be explained.	1	3	3
<i>Significant Social Equity Component</i> – Additional business practices, or characteristics demonstrating a focus on social equity (including by way of example, individuals from minority groups involved in the business or ownership)	3	3	3
<i>6 Non-Discrimination</i> – Plan to promote and ensure local, state, and federal employee non-discrimination policies.	5	4	3

<b>Sub-Section 1E: PRODUCT OFFERINGS - Ability to Demonstrate the Quality of Cannabis Strains and Derivative Product Offerings</b>			
<i>Product Procurement</i> – Quality and detail of procurement plan (i.e. due diligence performed prior to executing purchase contracts, and quality control of incoming products).	5	3	3
<i>Natural Product Offerings</i> – Extent to which product offerings will be naturally produced, without the use of pesticides or harmful or inorganic chemicals.	3	3	4
<i>Consumer Reviews</i> – Ability for customers to write and view product reviews in a centralized location (online) for products sold at the business.	3	3	4
<i>Environmentally Conscious Producers</i> – Describe the plan to purchase cannabis from cultivators and manufacturers with environmentally conscious practices (those that adhere to, or exceed, local and state regulations and permitting requirements and abstain from practices such as, chemical use, stream diversion, unpermitted grading/clear cutting, illegal dumping). Applicant should highlight and provide a description of the producers and evidence of planned partnerships.	5	3	3
<b>SECTION 2: DESIGN CONCEPT</b>			
<i>Exterior Design Concept</i> - Quality of proposed exterior presence of the physical location, including the applicant’s concept for the architecture, landscaping, signage, lighting, entry experience, relationship to the street and sidewalk, parking, and the overall sense of welcome and security	4	4	4
<i>Interior Design Concept</i> - Quality of proposed interior presence of the physical location, including the applicant’s concept for the interior experience, and how the architecture, layout, fixtures, displays, and lighting would help accomplish the concept	4	4	4
<i>Design Concept Creativity</i> - Creativity of the physical design concept, how visually and experientially unique is the concept, including innovation and originality in aesthetics, atmosphere, imagery, signage, and branding.	4	3	3
<i>Design Concept Integration</i> - Quality of fit within the City (integration into existing urban fabric and architectural landscape found throughout the City). If the applicant anticipates locating in a specific neighborhood in the City, a description of how the business fits into that neighborhood is encouraged; however, this is not required.	4	3	3

<i>Integration of Security Measures</i> – Quality and detail of applicant’s plan to integrate security enhancements into the physical design/concept, so as not to be overly noticed by customers or the public.	4	4	3
<i>Odor Control</i> – Describe ventilation and air purification system, including demonstrated effectiveness (may include examples of where a similar system has worked effectively before).	5	4	3
<i>Design Team</i> - Is an accredited architect or design professional committed to work with the application team to create and execute the design concept?	5	4	3
<b>SECTION 3: SECURITY PLAN</b>			
<i>Overall Quality</i> - Detail and quality of security plan.	5	3	3
<i>Cash Management Plan</i> – Quality and detail of cash management plan, including counting/reconciliation procedures, cash storage, cash transport, deposit into a banking institution (if any), and employee training.	5	4	3
<i>Employee Safety Education</i> - Quality of employee safety education plan; including training regarding, product handling, burglary protocols, robbery protocols, and other potential hazards of the cannabis business.	5	4	3
<i>Security Experience</i> – Security experience of individual/firm designing the security plan (individual/firm should be identified & experience described).	4	4	3
<i>Product Deliveries</i> - Quality of plan for securing product deliveries to the business (from distribution vehicle to building).	5	3	4
<i>Employee Theft Reduction Measures</i> – Quality and extensiveness of employee theft reduction measures including audits and check in/out.	5	3	4
<i>Security Guards</i> – Quality of the anticipated security guard plan for the business; including, number of guards, hours, protocols, and day-to-day procedures/operations.	5	3	3
<i>Video Camera Surveillance</i> - Security Plan includes video camera surveillance at, or greater, than State minimum requirements. Additionally, overall quality of the applicant’s plan to use cameras; including number of cameras, locations, resolution, and how long images are saved.	5	4	3
<i>Armored Car</i> - Daily pick-up of cash deposits.	5	4	3
<i>Product Access Protocols</i> – A separate check-in area where identification is checked to ensure only employees gain access to cannabis products and storage.	5	3	4

<i>Background Checks</i> – Explain application process for background checks in the employee hiring process.	5	3	4
<i>Driver Security and Safety Procedures</i> – Quality and detail of distribution driver security and safety procedures/plan, including driver education related to potential hazards.	5	3	3
<b>SECTION 4: EXPERIENCE</b>			
<i>Experience</i> - Cannabis industry, or a similarly state regulated industry for the owner/owners directing, controlling, and/or managing the day-to-day operations of the business. Total points awarded will be based on quality of experience.	5	4	3
<i>Cannabis Industry Knowledge</i> – Overall knowledge of the cannabis industry (as demonstrated throughout the screening application), including industry best practices, and state regulations.	5	3	3
<i>Ownership Team</i> – 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.	5	3	3
<i>Diversity of Owners</i> – Not having ownership in whole or in part in other applications in the same category	5	3	4
<i>Quality and Thoroughness of Application Materials</i>	4	3	4
<b>TOTALS</b>	<b>250</b>	<b>183</b>	<b>190</b>
<b>FINAL SCORE</b>	<b>623</b>		