

08/20/19  
City Council Meeting

Handouts received after  
agenda posted



*We are Humanity<sup>®</sup>*

**Lemoore City Council**  
**August 20, 2019**







## **We'll Cover:**

- ❖ **Humanity Wellbeing...who we are**
- ❖ **Our Approach**
- ❖ **Humanity Team**
- ❖ **City of Lemoore Benefits**
- ❖ **Local Connection**



## Humanity Wellbeing: Vision

Our vision is to define the future of North America's adult-use cannabis industry by building an interdependent network of cannabis-centric consumer packaged goods, retail dispensaries, and contract manufacturing operations that advance consumer shifts toward natural and holistic health and wellbeing.



## Humanity Wellbeing: Complete Solution

01

We are a science-based, cannabis-centric consumer product goods (CPG) company.

**CPG**

02

We are a game-changing health and wellness cannabis dispensary network.

**Retail**

03

We are a cannabis-forward, industry-serving turnkey contract manufacturer.

**Manufacturer**



## Humanity Wellbeing: Approach

*Humanity Cannabis Apothecary*<sup>®</sup> dispensaries are positioned to disrupt the dispensary category by offering current, untapped, and underserved consumers an opportunity to learn about the benefits of cannabis-based products within a welcoming, educational, and holistic cannabis-forward retail environment dedicated to health and wellbeing.







## Humanity Wellbeing: Approach

Conceived and designed in partnership with world-renowned experience agency, Brand Bureau, *Humanity Cannabis Apothecary*<sup>®</sup> ushers customers into a welcoming, immersive, & inspirational retail environment.

01

*Humanity Cannabis Apothecary*<sup>®</sup> offers unique customer journeys guided by knowledgeable and empathetic Master Herbalists focused on individual needs and building community.

03

*Humanity Cannabis Apothecary*<sup>®</sup> experience design will help guests navigate within a relevant, educational, and meaningful manner aligned with their individual needs — not a one size fits all approach.

02

*Humanity Cannabis Apothecary*<sup>®</sup> features trustworthy and consistent products that advance cannabis-forward health and wellbeing solutions.

04

*Humanity Cannabis Apothecary*<sup>®</sup> unique CRM training enhances customer satisfaction to achieve a 30% higher per-visit transaction than our competition.\*



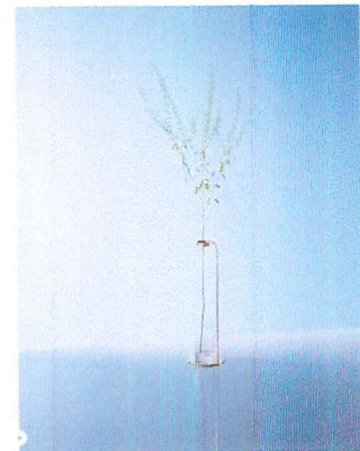
## Humanity Wellbeing: Approach

Ritual Rediscovered



### Mindful Medicine

Rediscovering ancient techniques that transform one's mindful state into a beneficial and healthy modern lifestyle.





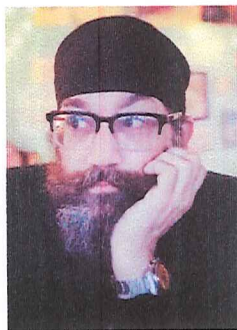
## Humanity Wellbeing: Key Executives

*James*

*Cofounder & CEO*

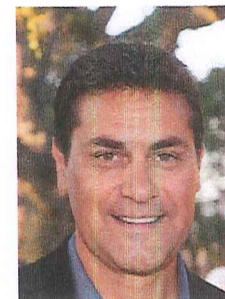


- Created several natural medicine Companies
- Produced award-winning documentaries
- Founded #2 retail dispensary in USA
- Built two of the cannabis industry's first trade association
- Helped shape the laws and industry for nearly ten years



*Cofounder & CMO*

- Created, launched, built, innovated or served many of the nations premier brands such as *Sprout Baby, Yogi Tea, Golden Temple, Tillamook, Coca-Cola, Seventh Generation* and *Dunkin*.
- Twice-published author and is the founder of *The Other Person is You Foundation*, a non-profit focused on helping us all see in others, ourselves.



*Chief Operating Officer (COO)*

- Seasoned Veteran across multiple industries: Automotive, Biotech, Internet, etc.
- BSME, MBA: Stanford, Cornell, UCLA, Pitt, Edinburgh UK
- Led three companies that were recognized as "Best Place to Work"
- Public Company Board Member



## Lemoore Added Public Benefit

- ❖ Tax revenue without negative externalities
- ❖ City Monuments (at the discretion of the city):
  - ❑ Two (2) city monument signs located at key entrances to city.
  - ❑ Three (3) directional signs directing traffic to and around the downtown area.
- ❖ Fox Street Beautification- Humanity Holdings. Inc., will fund the cost of initial dryscape and shrubs, as mutually agreed, for the key stretch of Fox Street between W. Hanford Armona Road and Cinnamon Drive.



## Local Investor: Lorenzo Neal





## Added Tidbits...

We founded two of the earliest cannabis industry trade associations in North America.

We built 15 cannabis dispensaries, including the #2 by volume dispensary in the USA, with an average of 30% higher ring per transaction.

Humanity's experience design will help guests navigate within a relevant, educational, and meaningful manner aligned with their individual needs — not a one size fits all approach.

Humanity's CRM training enhances customer satisfaction to achieve a 30% higher per-visit transaction than our competition. \*

Humanity's experience design will help guests navigate within a relevant, educational, and meaningful manner aligned with their individual needs — not a one size fits all approach.

Humanity offers unique customer journeys guided by knowledgeable and empathetic Master Herbalists focused on individual needs and building community.



*Humanity Wellbeing® serves our customer's needs and desires with a diverse offering of cannabis-based products.\**





## Humanity Wellbeing® Medicinal Formulas







# NATURAL HEALING CENTER

City of Lemoore  
Cannabis Storefront Retail Proposal

Version 1 – Updated August 19, 2019

Helios Dayspring  
helios@nhcgroverbeach.com  
805-201-1498

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Pictured above: Renderings of NHC's approved Morro Bay location.

## COVER LETTER

August 19, 2019  
City of Lemoore  
19 Fox Street  
Lemoore, CA 93245

### Dear Applicant Review Team,

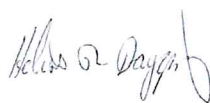
Natural Healing Center (NHC), the largest and most professional cannabis operator in San Luis Obispo County, is excited at the prospect of expanding to the City of Lemoore. We plan to bring a world-class retail storefront that will set a new standard for cannabis operators around the state. We hope this proposal is just the beginning of a long and fruitful partnership with the city.

NHC is a Central Coast success story, currently experiencing rapid growth through our vertically-integrated operations in cultivation, manufacturing, distribution, and retail. Our proven business model out-paces competitors and has led to NHC winning SLO County's "Best Dispensary" and "Best New Business of 2018" by our local publication, The New Times.

Additionally, our commitment to the communities where we operate is unwavering, with a long track record of charitable giving, participation, and community benefit programs that lead to a shared prosperity.

We thank you for your time and careful review. Please do not hesitate to reach out on my personal cell phone at 805-888-7823, or that of our COO, Nick Andre, at 401-714-8032.

Sincerely,



**Helios Dayspring**  
CEO, Natural Healing Center

## APPLICATION HIGHLIGHTS



### Experienced & Proven Operators

- Operating a world-class dispensary in Grover Beach & the Central Coast's largest cultivator.
- Ranked 1st place for retail licenses in San Luis Obispo and Morro Bay.



### Local Hire & Local Contractors

- A local hire preference for city residents.
- Local labor for construction.



### Upfront \$200k in Community Benefit Funds to the City

- Upfront payment to improve the community and offset impacts of the dispensary.



### \$24k in Community Donations Per Year

- A long history of giving back to the community.
- This is in addition to the yearly business license fee of \$28,500.



### 5% of Gross Receipts

- Significant tax revenue for the city.



### Downtown Revitalization

- Centrally located in the downtown core.
- New customer handbook promotes local downtown businesses.
- Roaming security guard & increased foot traffic.



### Community Relationships

- A Community Outreach Manager to pro-actively address issues and build relationships.
- A local Advisory Committee to assess and make recommendations.



### Committed to Medical Products

- Medical products are our focus, with dedicated areas for non-psychoactive items.



### Well Capitalized

- More than \$13 million in liquid assets.
- Access to \$3 million loan.



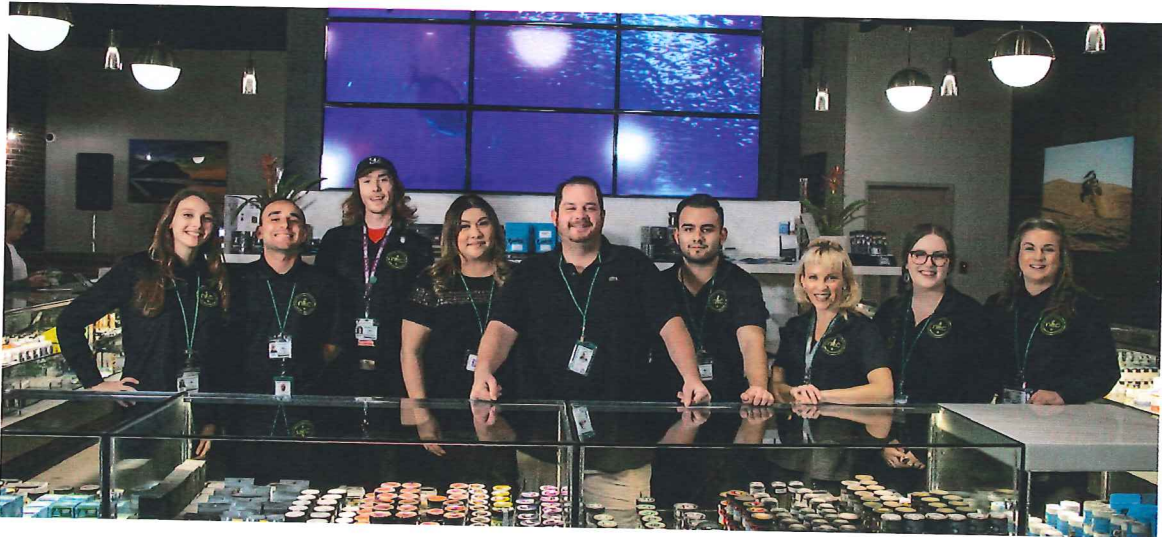


# 1. BUSINESS PLAN

A world-class cannabis retail establishment.



## 1.01 Introduction



Natural Healing Center (NHC) is a San Luis Obispo County based cannabis company that currently operates a state of the art medical and adult-use cannabis retail storefront in Grover Beach, CA. NHC has also been awarded licenses for additional storefronts in Morro Bay and the City of San Luis Obispo, ranking 1st place in both city's vetting processes. In addition to retail, NHC is "vertically integrated", owning over 18 cultivation sites on the Central Coast, as well as manufacturing and distribution facilities.

Our Grover Beach retail storefront is one of the city's largest sources of tax revenue, generating in excess of \$1 million in payments to the city on an annualized basis.

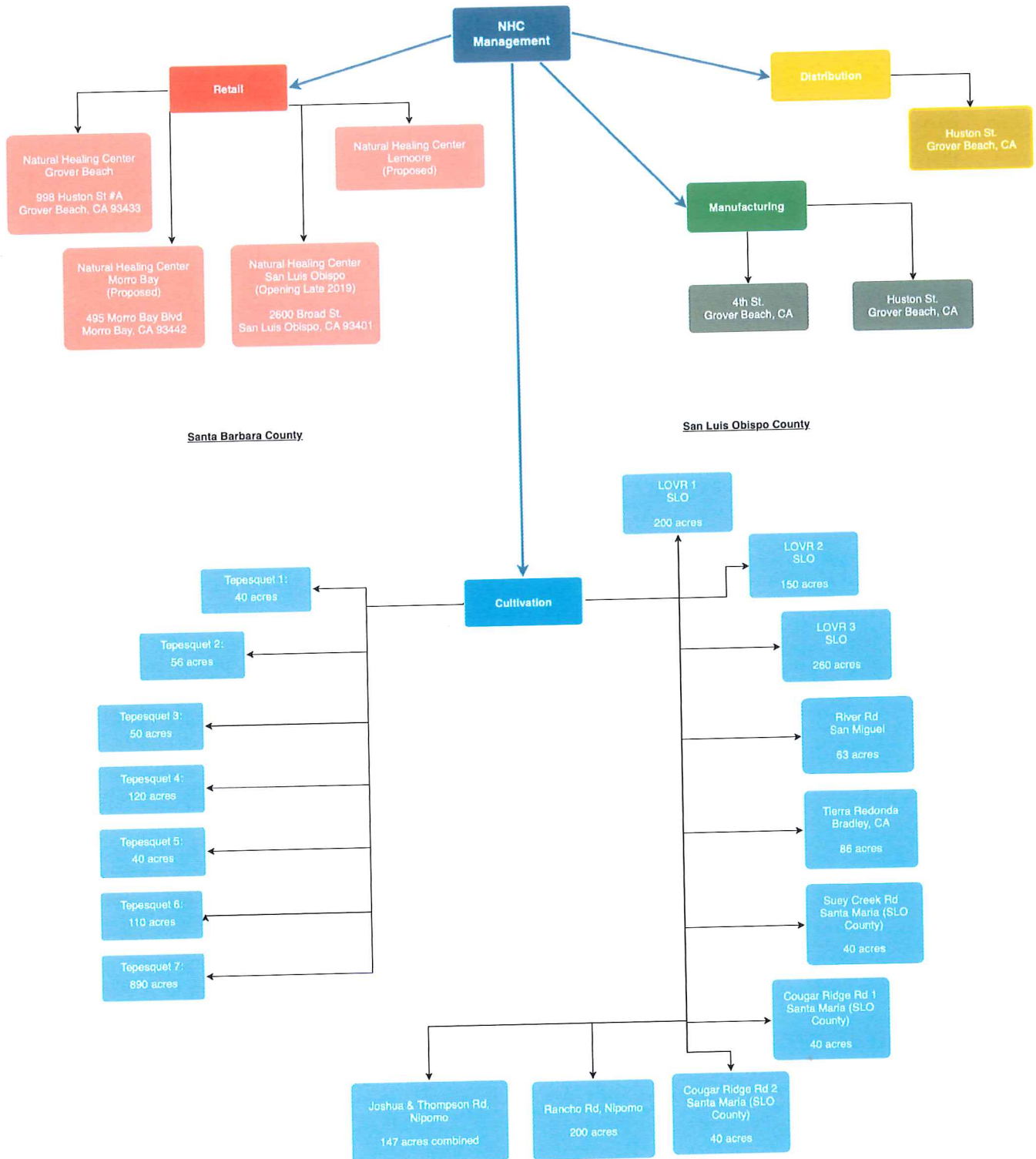
NHC's team of local business leaders and medical cannabis entrepreneurs have over 30 years of combined expertise in cannabis

agriculture, economic development, government & political affairs, and real estate development. This equips us with the knowledge and capital to bring our top-quality plans in Lemoore to fruition, while maintaining the quality of our existing operations.

NHC goes above and beyond in everything that we do, including giving priority shelf space to local brands, implementing local hire policies, offering equity to dedicated employees, and giving back to the community as much as possible.

Our passion and subject matter expertise are evident across the industry supply chain, and we are confident that the trust and relationships we have cultivated throughout our careers can be leveraged to provide incalculable benefit to the community.

# NHC Companies Overview



## 1.02 The NHC Team



### **Helios R. Dayspring**

#### **Executive Team - Chief Executive Officer**

Helios R. Dayspring, CEO of Natural Healing Center (NHC) was raised in Morro Bay, CA and is a master cannabis grower with over 15+ years of experience. He cultivates cannabis on a large high-quality scale using indoor, outdoor, as well as in light deprivation greenhouses. Helios' 18 cultivation properties span San Luis Obispo and Santa Barbara Counties, gaining him a wealth of knowledge in business development, entitlements, and contract negotiation.

Helios also has invaluable experience in retail operations and is now bringing distribution, manufacturing, and additional cultivation to Grover Beach, CA with 120,000 square feet of approved new development, reinvigorating the local economy.

Additionally, Helios's previous Prop 215 delivery service, House of Holistics, has been the only San Luis Obispo County company to successfully throw a large-scale

cannabis event. The Pozo Saloon's "Higher Ground Music Festival" had over 10,000 attendees and our staff were able to verify Medical Recommendations for over 2,000 new patients that same day. Our operations that day were executed with zero incidents.

Coming from humble beginnings, giving back to the community is important to Helios, and NHC has hosted multiple charity events over the past several years including Thanksgiving Dinner giveaways to local families; Christmas toy drives, among others. NHC has also sponsored numerous community events including being an annual sponsor for the 2019 Good Morning SLO breakfasts (SLO Chamber of Commerce), sponsoring the 2018 Morro Bay Avocado & Margarita Festival, the Muscular Dystrophy Association Muscle Walk, the Mayor's Cup Golf Tournament, and several homeless services fundraisers. Additionally, NHC is a member of all Chambers of Commerce where it operates, and has given charitable contributions to many organizations including the SLO Food Bank, RISE, historical societies, and many more.

When other cannabis businesses were operating in the shadows without paying taxes, Helios Dayspring raised the bar by implementing self-regulatory policies and complying with all tax laws, evident in his 8+ years of tax history and his operations running with the highest standards in the industry.



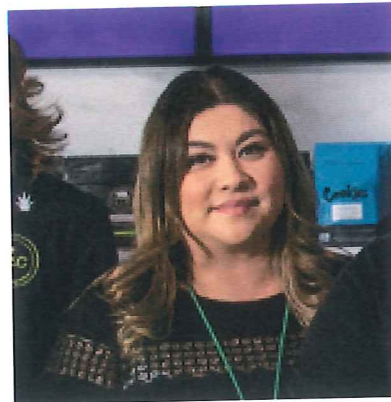


**Bill Szymczak**  
Retail & Cultivation Partner

Bill Szymczak is the former Director of the US Department of Housing and Urban Development (HUD) in the San Francisco Region, serving from 1970 to 1985. He then went on to be the Executive Vice President/Chief Underwriter with PNC Multifamily Finance in San Francisco from 1985 to 1999.

Currently, Bill is the Owner and Founder of Preservation Partners Development, LLC and Preservation Partners Management Group Inc. Headquartered in California, Preservation Partners are the owners, developers and property managers of over 8,000 affordable housing units in 8 states.

2019 will mark Bill's 50th year in affordable housing. He holds a BS and MA degrees from Loyola University of Chicago and serves on NHC's Advisory Board. Bill's compliance experience working in highly regulated industries is invaluable to NHC and his confidence in the company has led to personal investment in excess of \$18 million into NHC's cultivation operations.



**Valnette Garcia**  
General Manager

Valnette Garcia's professional career started out with 9 years as an office manager in the construction industry. In this role, Valnette was responsible for accounts receivable, accounts payable, and payroll. During this time Valnette also attended American Career College graduating with honors.

Valnette's career in the cannabis industry started as a receptionist and she quickly rose through the ranks. Her duties included managing front end operations, restocking products, scheduling, hiring, and payroll. Her leadership was instrumental in House of Holistics delivery service being voted #1 in New Times' Best Medical Marijuana Delivery Services. Valnette also spearheaded many of the company's charitable events.

She has more than 7 years of experience in the cannabis industry and her dedication and diligence has earned her equity in the company. It is through actions like these that NHC is valuing and rewarding employees that work hard and show dedication by vesting ownership and equity in the business outside their wages.



**Nick Andre****Executive Team - Chief Operating Officer**

Nick Andre oversees business development, processes, IT systems, and overall operations for the company. Nick also leads NHC's implementation of CA's Track-and-Trace system.

Prior to joining the company, Nick was founder and CEO of Kumani Inc, a City of San Luis Obispo based IT company that specialized in e-commerce and cloud systems implementation. Nick also previously worked as a consultant for the Cal Poly Small Business Development Center located in the Cal Poly HotHouse. His work there involved advising and assisting local small businesses with their websites, business systems, and IT needs. This service, free to the business owner, helped dozens of local businesses thrive. In that past he also worked in the accounting industry and for toy company Hasbro, Inc. He holds a bachelor's degree in business administration with a concentration in accounting from the University of Rhode Island.

**Jacob German****Executive Team - Controller**

Jacob German serves as NHC's Controller, overseeing all accounting operations for financial planning and decision making. Jacob's past work experience includes serving as Controller for Coastal Community Builders in Pismo Beach, CA, as well as Troesh Coleman Pacific, Inc. in Nipomo, CA. He also holds an MBA from National University in La Jolla, CA.

Jacob grew up in Lemoore, and now lives in Arroyo Grande with his wife Tiffany and their two dogs. He is a huge proponent of helping others and giving back to the community in which he lives. As an active Rotarian, he participates in multiple fundraisers and events each year. He also volunteers as the Finance Committeeman for SLO Habitat for Humanity. If he's not in the office, you can find him on the beach catching waves, mountain biking the Johnson Ranch Trail, or wine tasting in Edna Valley.

**Stacey Wooten****Head of Compliance**

Stacey Wooten is the founder of Cal Coast Compliance, a compliance firm that specializes in the cannabis industry, and is head of compliance for NHC. Ms. Wooten, has 20 years of regulatory compliance experience, with the last five years, specializing in cannabis.

**Chris Bowyer****Head of Security**

Chris Bowyer enlisted in the Marine Corps in 2004 at the age of 17, attended boot camp nine months later. Over the course of six years, he attained the rank of Sergeant, and was deployed three times in support of combat and humanitarian operations all over the globe. During his military career, he held two primary military occupational specialties; Infantry Rifleman, and Logistics and Embarkation Specialist. After his discharge, Chris attended the University of Colorado, Denver, in pursuit of a BA in English. While attending college, he began working as a security provider for the newly-legalized cannabis market in Colorado. Quickly rising in the ranks, his experience in security spans from working as a guard on the ground, to operational and strategic leadership as upper-level management, eventually becoming COO of Xiphos Corp., an organization providing specialized security solutions.

As Head of Security for NHC, Chris and Xiphos Corp. bring a team of U.S. Army Special Forces (Green Berets) to provide the highest level of security for all Natural Healing Center operations. They leverage their specialized military training and pair it with their years of experience working security in the legal cannabis space and the latest available technology. They also are committed to helping newly transitioned military personnel integrate into the civilian workforce.

**Craig Smith****Architect & Project Development**

Architect Craig Smith, AIA, founded CRSA Architecture in 1986 and has established it as an innovator and award winning firm. Craig deals with architectural design, land use, and other related issues for NHC.

**Jane Heath****Legal Representative**

Jane received her Juris Doctor from the University of San Francisco School of Law and practiced as a Litigation Partner at Duggan Smith & Heath LLP, before striking out on her own at the Law Offices of Jane Heath in downtown Morro Bay. Jane is an expert in employment law, and provides legal counsel for NHC,

**Aaron Young****Real Estate Team & Community Outreach Manager**

Aaron is a veteran of the United States Air Force. His last station brought him back to California to Vandenberg Air Force Base later returning home to work as a Manager and Director for one of the largest tour and transportation companies in CA. Aaron has served on the Tourism Bureau in Morro Bay, CA and is now a licensed Real Estate Agent and serves as a member of Natural Healing Center's real estate team, facilitating the acquisition of property and helping previous tenants re-locate. Aaron also serves as the Community Outreach Manager, helping NHC foster positive relationships with neighboring businesses and community members.

**Susan Wood****Advisory Board & Cultivation Partner**

Susan was orphaned at a young age in Scotland and came to America an immigrant with only a high school and city college education. She started a career in the service industry, bartending and then managing in restaurants, while simultaneously taking business classes. She was eventually able to purchase her own restaurant and obtain a liquor license. She has successfully managed a business with all of the requirements of a specialty license for nearly 20 years.

She went on to purchase apartment buildings in Los Angeles and rentals throughout California, moving on to purchase 27 single family homes in Milwaukee which she offers to veterans at a discounted rate. She was first introduced to cannabis at the age of 12 when her mother was diagnosed with terminal colon cancer. She became aware of the plant's medicinal values as it helped her mother induce her appetite, ease her pain, and help her sleep.

**Additional Team Members**

NHC also has multiple other attorneys retained for various matters, including Crapo Douglas from Diehl & Rodewald and Ty Green from Adamski Moroski Madden Cumberland & Green LLP. We also retain the services of marketing consultants and other professionals.

**References for Our Entire Team:**

Jeff Lee, Mayor of Grover Beach: [jlee@groverbeach.org](mailto:jlee@groverbeach.org)

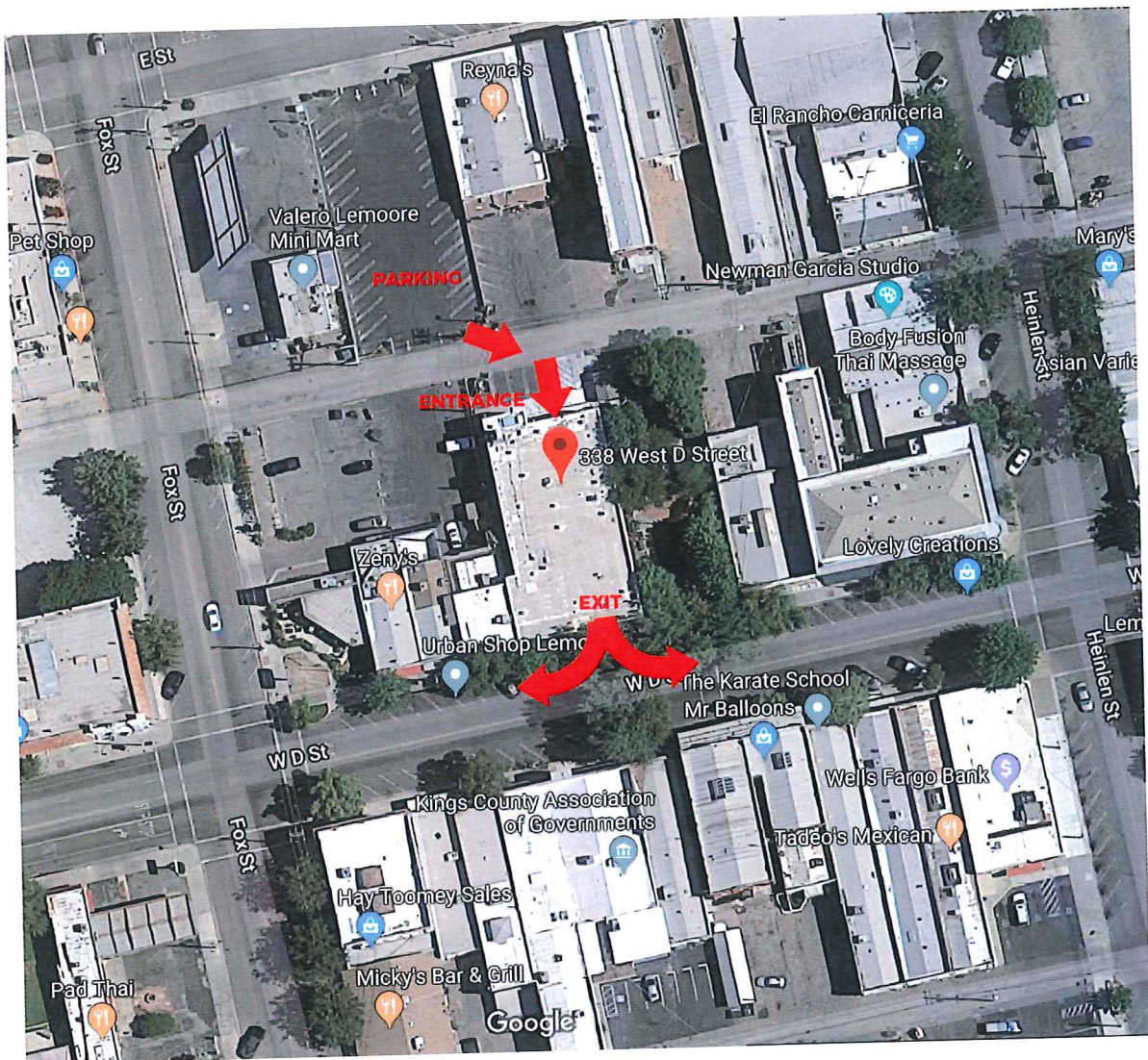
Matt Bronson, Grover Beach City Manager: [mbronson@groverbeach.org](mailto:mbronson@groverbeach.org)



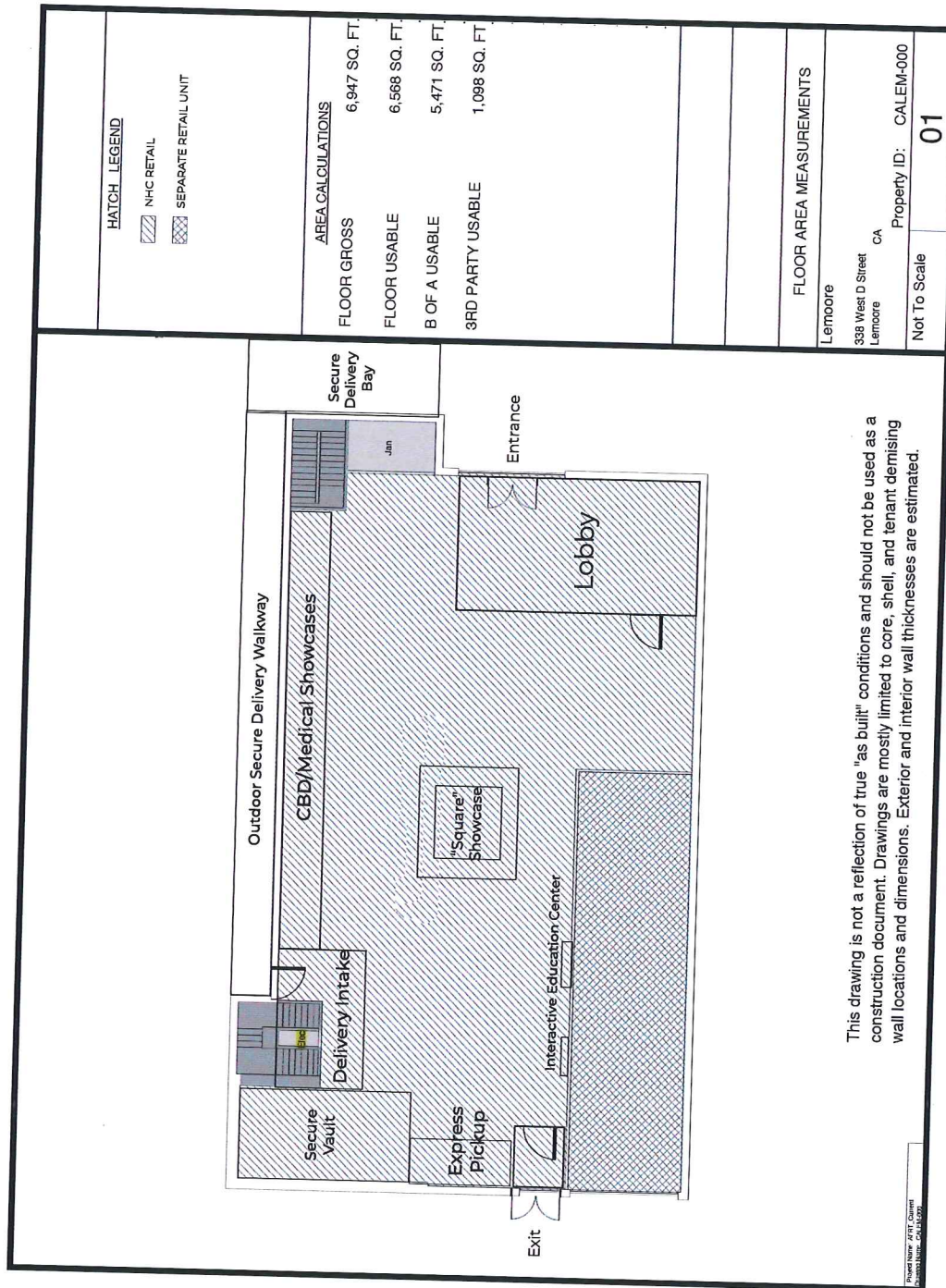
## 1.03 Proposed Business Location

NHC has entered into a purchase agreement for 338 West D Street (the former Bank of America building) in downtown Lemoore. Customers would park in the large lot at the rear of the building, where they would enter the facility, shop, and then exit through the front of the building directly onto D Street in the downtown core.

To encourage customers to patron other local businesses, every new customer that visits the store will receive an educational handbook that will promote nearby businesses. Currently NHC in Grover Beach sees 500-700 customers per day, and this type of foot traffic exiting right into downtown Lemoore would help revitalize the area.







## 1.04 Business and Operation Plan

### Proposed Operation

Natural Healing Center proposes a medical and adult-use cannabis retail storefront located in the City of Lemoore. Only those 21 years of age and older will be allowed to enter, except those 18+ with a valid medical card. The operation will comply with all local and state laws, obtaining a Bureau of Cannabis Control "Adult-Use and Medicinal - Retailer License - Type 10" after being issued a permit by the City of Lemoore. NHC seeks to be open for business by January 1, 2020.

NHC's average customer is 55 years of age and older, and is seeking products for a medical benefit. In fact, our highest grossing product is a non-psychoactive topical balm used for pain and inflammation relief. Despite our customer demographics, being licensed as adult-use is imperative. NHC's Grover Beach location began as medical only, and when it transitioned to adult-use, sales of products exclusively used for medical purposes skyrocketed. We found that a large segment of those needing medical relief were not comfortable obtaining a medical cannabis card, however they would visit the store if they only had to show their driver's license. We find this particularly true among older age groups.

### Store Layout/Customer Experience

NHC's cannabis retail layout has two main shopping areas, one for more traditional cannabis products that contain higher amounts of THC, and another for CBD based, less psychoactive products. The THC side will be an identical setup to NHC's Grover Beach location with glass product showcases setup in an "island" around a tower with product displays and digital screens. The CBD side will have showcases in front of a wall with additional product displays. This setup will provide a full service, one-on-one model where customers can ask questions and become educated.



For those who prefer self-service, a section of the store will feature interactive touchscreen displays where customers can learn detailed information about products and cannabis in general, as well as place orders. For fast service, customers will also be able to place pickup orders from home via NHC's website or phone number. In the future NHC may also offer deliveries upon city approval.

## Hours of Operation

NHC proposes to be open for business from 7:00 a.m. to 9:00 p.m., Monday through Sunday. Supplier deliveries will be accepted with an appointment window Monday through Friday, during regular business hours.

## Neighborhood Compatibility

We will ensure that operations do not negatively effect the surrounding community and in fact, enhance the neighborhood. No odor, excessive noise or loitering will be allowed. In addition:

### 01 Community Outreach Manager

NHC has a designated Community Outreach Manager who is responsible for building relationships with all residents, businesses and organizations and addressing any concerns brought by the community. The contact information for the Community Outreach Manager will be posted in the retail facility in plain view of customers.

### 02 Neighborhood Meetings

Through its Community Outreach Manager, NHC will personally introduce itself to all businesses and residents within 750 feet of the retail location. All individuals within that radius will be invited to semi-annual neighborhood meetings to assess and address the impacts of NHC on the community.

### 03 Communication with Lemoore PD & City Staff

NHC builds solid relationships with local law enforcement and city staff and meets with them regularly to addresses concerns and take proactive measures.

### 04 Industry Self-Regulation Program

NHC plans to organize a self-regulatory program with all other cannabis license holders in the city to mitigate negative impacts. This program will be designed to prevent problems before they occur, and ensure that the cannabis industry has only positive impacts on the community.



## Products

NHC carries an extensive selection of fully compliant products that can at times exceed 1,000 different SKUs. Our vast selection sets us apart from our competitors and offers the consumer a wide range of options.

### Zero Tolerance on Product Performance Issues

All products will be thoroughly inspected before being placed on the shelf. Once on the shelf, if any concerns are raised the product will be removed from the shelf until it is reviewed at multiple levels and passes further inspection. Any medicine that does not meet our strict quality standards will be returned to its distributor and never made available to patients.

### Product Line

PRODUCT LINE	COMMENTS
<b>Flower</b>	Dried cannabis "buds" that can be rolled into papers, smoked in a standard pipe or a water pipe, or vaporized with vaporizer products (believed to be the safest form of inhalations).
<b>Extracts</b>	Extracts are manufactured by separating the trichomes (semi-transparent, granular, hair-like outgrowths) from the cannabis flowers to create a concentrated dose of this specific part of the cannabis plant.
<b>Preparations</b>	Joints, tinctures, dermals, nectars, salves and capsules. These products are particularly intriguing to senior patients in communal living environments where smokable products would not be tolerated.
<b>Edibles</b>	Cannabis oil in edible cannabis usually takes longer to take effect (20 minutes to an hour or more), and the effects generally last longer than smoking or vaporizing. We will make an effort to offer specialty edibles that will appeal to our senior patients, including confections with low sugar content for those patients battling diabetes.
<b>Medical Delivery Devices</b>	Vaporizers and other devices commonly used to administer medical cannabis to qualified patients.
<b>Books</b>	Books and DVDs relating to medical cannabis use. As well as additional books related to holistic health and wellness.
<b>Apparel</b>	Exclusive branded apparel and merchandise including, t-shirts, hats, key chains, posters, delivery systems.



### Medically Focused Products

Each product line described in the prior chart has a variety of products with different formulations. NHC is focused on providing products that are produced primarily for medical purposes and has dedicated retail sections for non-psychoactive CBD based products. Medically focused products are one of the fastest growing segments of the market and at NHC's Grover Beach location 60%+ of customers are age 55+ looking for medically focused products.

## Packaging

NHC ensures that all product meets or exceeds state packaging standards, particularly child-proofing. Any product determined to be improperly packaged will be refused; documentation indicating return of the product will be maintained within our system.

Once purchased by a customer, all products will be placed in an additional sealed container (opaque sealed bag, child-proof) for transport.

## METRC - Track-and-Trace

NHC utilizes point-of-sale software that is METRC certified and NHC's team is experienced in track-and-trace compliance. Inventory audits are performed more often than the required 30 day cycles. NHC's procedures and software prevent sales from occurring over regulatory limits, handle the proper disposal of cannabis waste generated from returns or defective product, and all other areas of compliance.

## Development Agreement Proposal

NHC proposes:

- The City of Lemoore receive 5% of gross receipts, paid monthly, and;
- A once per year business license fee of \$28,500.
- NHC will make a one-time \$200,000 unrestricted payment to the City upon issuance of a cannabis retail permit. NHC is recommending that this be used to offset any impacts of our dispensary. However, the use of these funds are ultimately at the City's discretion.
- NHC will guarantee at least \$24,000 in annual donations to community programs within the City of Lemoore. We have a long history of giving back to the communities where we operate and we want to set a guaranteed minimum level.
- NHC will include a local hiring preference that gives residents of Lemoore priority for jobs at Natural Healing Center.
- NHC will include a local contractor provision that guarantees the use of local labor in the renovations of the facility.

## 1.05 Proposed Philanthropy Plan



For years, NHC has built a track record of deep community involvement. We organize:

- An annual turkey giveaway for families in need. Families get a frozen turkey along with sides and desserts. This event has been held 3 years in a row and we've given out over 900 turkeys. In 2018 we also donated turkeys to local churches, homeless shelters, and the SLO Food Bank.
- An annual Christmas toy giveaway for families in need. Thousands of toys have been given away over the past 3 years. In 2018, NHC arrived at KSBY's studio with a truck containing thousands of toys for their final day of the Season of Hope toy drive.
- Other events including an Easter Egg Hunt and Halloween event at the Grover Beach Exploration Station. Plans are actively underway to replace those events with a new annual benefit for veterans.

We were/are sponsors of numerous charitable and community events and have also made numerous donations to organizations including a \$5,000 contribution to RISE to help them expedite a 2-3 month backlog of sexual assault and domestic abuse victims seeking their services. We've also made sizable donations to help preserve open space, assist homeless shelters, advance medical research and more.

These efforts are built into the culture of the company and we will continue giving back for years to come. Specifically for Lemoore, we commit to helping the community, both charitably and economically through:



**01 LOCAL CONTRACTORS**

NHC is committed to using local contractors and workers for site and building improvements. All companies hired to work on the project will be required to utilize local labor.

**02 LOCAL EMPLOYEES**

NHC will include a local hire preference that will specifically prioritize residents of the City of Lemoore. Our goal is that 70%+ of our employees be city residents.

**03 EDUCATIONAL SEMINARS**

NHC will team up with other local cannabis professionals to hold periodic educational seminars regarding responsible use, diversion prevention, etc.

**04 COMMUNITY DONATIONS**

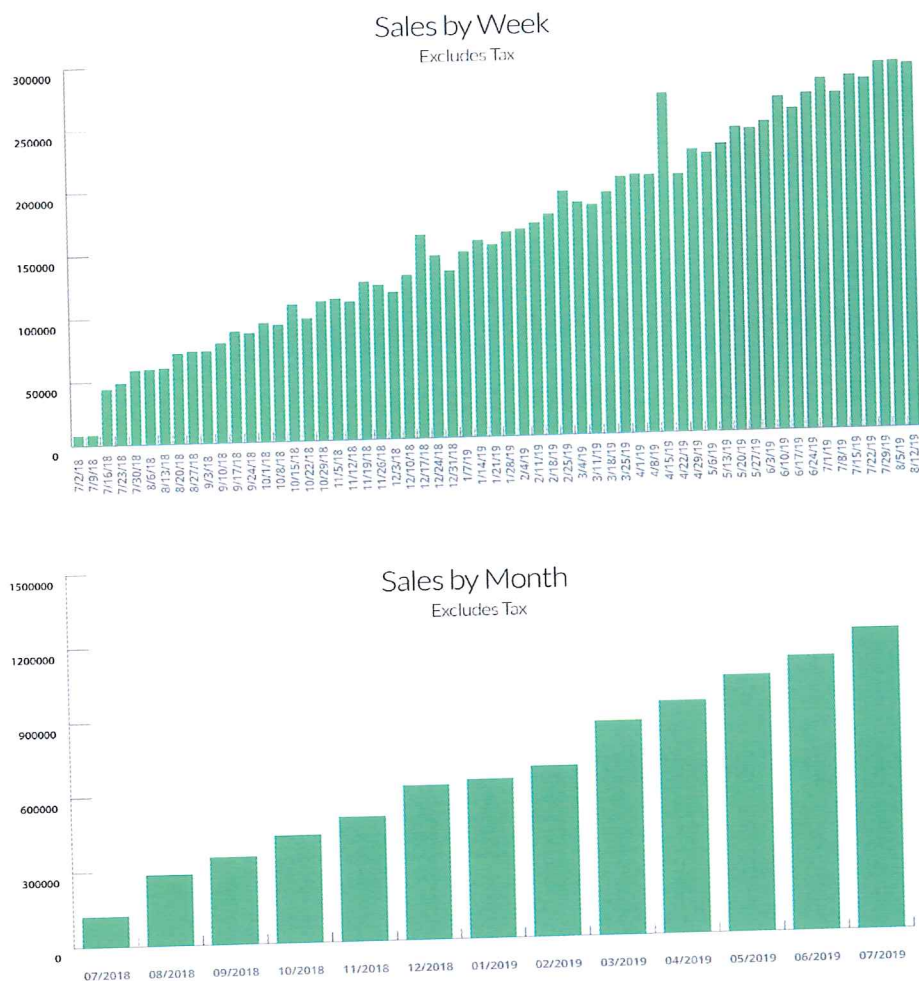
At minimum NHC will provide \$2,000 per month in charitable donations to community programs.



## 1.06 Economics

NHC's Grover Beach location is grossing over \$1.2 million per month (excluding taxes). Coupled with our team's strong financial capacity, NHC has sufficient assets to build and operate the proposed Lemoore location.

Sales Data from NHC Grover Beach



In the attached Exhibits we have included personal financial statements and backup documentation showing over \$13 million in liquid assets from the principals, in addition to over \$60 million in real estate and other assets. In addition NHC has access to a \$3 million loan and the company and its related entities have expected cashflows well above \$10 million in 2019.



# Tax Revenue

“Grover Beach raking in tax dollars from cannabis businesses”



NHC is the single **largest source** of cannabis tax revenue in the City of Grover Beach.

Estimated Annualized Retail Tax Revenue to Grover Beach:

**\$1,000,000 +**



## 1.07 Preliminary Security Proposal

NHC takes security extremely seriously. All of NHC's businesses are secured by an expert security team led by Chris Bowyer from Xiphos Corp. The security team includes ex-special forces agents who are highly trained and have extensive experience in the legal cannabis industry.

The following are highlights of the security plan:

- Complete security camera coverage of all interior and exterior areas. Security footage is recorded 24/7 in high definition (minimum resolution of 1280x720), saved for at least 90 days on site, and is exportable to standard video formats. A live feed of the camera system will be available to Lemoore PD at all times.
- All staff will have access to panic buttons to discretely alert the authorities to an emergency.
- A licensed roaming security guard will be present during all operating hours.
- Entry to the retail facility will be restricted, receptionist will have buzzers to let verified customers in to the showroom floor.
- Double door vestibule entrances and exits will be built for added security.
- A secure delivery bay will exist for the intake of vendor deliveries. The vendor will pull their vehicle into the bay, and the bay doors will close and lock, before any product or money is exchanged.
- The building will be equipped with an alarm system, including motion detectors and glass break detectors.
- Exterior windows will be bullet resistant.
- Product not readily for sale will be stored in a 2-hour fire rated, steel reinforced vault with restricted access.
- All employees will wear their cannabis work permit badges while on the premises.
- A backup generator will be installed capable of running the facility during a power outage.
- Security diagrams outlining the locations of cameras, restricted access areas, etc will be provided to the City and Lemoore PD.

A more detailed preliminary security plan can be found in the attached Exhibits.





## 2. EXHIBITS

Copy of BCC retail license, Security Plan, Financials,  
Etc.

- Additional state licenses for cultivation and other uses can be provided upon request.



**BUREAU of  
CANNABIS  
CONTROL**  
CALIFORNIA

Bureau of Cannabis Control  
(833) 768-5880

**Adult-Use and Medicinal - Retailer License  
Provisional  
Storefront**

**LICENSE NO:  
C10-0000388-LIC**

**LEGAL BUSINESS NAME:  
NATURAL HEALING CENTER, LLC**

**PREMISE:  
998 HUSTON ST  
GROVER BEACH, CA 93433**

**VALID:  
7/9/2019**

**EXPIRES:  
7/8/2020**



*Non-Transferable*

*Prominently display this license  
as required by Title 16 CCR § 5039*



6500 Florin Perkins Rd.  
Sacramento, CA  
95828



www.xiphoscorp.com  
info@xiphoscorp.com  
916-573-9223

## Security Plan

Provided on behalf of the client listed below by Xiphos Corporation.

### Client information

Company/Organization Name: Natural Healing Center, Lemoore

Address: 338 West D Street  
Lemoore, CA  
93245

Contact: Nick Andre

C: 401-714-8032

E: Nick@NHCCalifornia.com

APN: NA

CUP: NA

License(s): None current. Seeking retail license.

### Regulatory references:

BCC -California Code of Regulations, Title 16, Division 42. Bureau of Cannabis Control

Lemoore California City Code 4-8-4, §17 & §18

### Summary:

Natural Healing Center, Lemoore (NHC, LEMOORE) is a proposed cannabis business seeking state and local issued licenses for retail.

Accordingly, the elements of this security plan address the state-wide regulations of the Bureau of Cannabis Control. Additionally, this location falls under the jurisdiction of the city of Lemoore. Therefore, all regulations pertinent to the receipt of a Lemoore Commercial Cannabis Operation Permit apply. In the case of Lemoore, the requirements for the city are complex and comprehensive, however they also are compatible and largely concurrent with the regulations implemented by the Bureau of Cannabis Control. Accordingly this plan defers to both local and state regulations with additional measures being created per the Xiphos team's operational experience as a security provider in the legal, regulated cannabis industry.

This security plan has been created by Xiphos Corporation (PPO license number 120282)– a California corporation specializing in security solutions. Xiphos Corp. was founded in 2017 by two U.S. Army Special Forces (Green Berets) and a U.S. Marine Corps veteran. The Xiphos executive team recognized a growing demand throughout the U.S. for an organization capable of providing specialized and flexible security solutions to any market.

“Competence, Capability, Community,” are the pillars that Xiphos is founded upon, and they guide every decision we make. These words describe the sum of our collective experiences which guides our vision and the implementation of the services we offer. In addition to our local community outreach, we have made it a priority

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to be active in the veteran community. One of the goals of Xiphos is to help newly transitioned military personnel integrate into the civilian workforce.

Unique to Xiphos is our ability to leverage our specialized military training and pair it with our years of experience working security in the legal cannabis space. The Xiphos executive team has an aggregate sum of over 25 years in the U.S. Military's Special Operations Community, and a further aggregate sum of 11 years consulting and providing security to the legal and regulated cannabis markets across the United States.

Our methodology for building a security plan for any client is to first review all the applicable regulations and ensure that they are sufficiently addressed. We then draw from our military experiences in conducting site exploitations and threat and vulnerability assessments in order to implement the measures necessary to keep our clients – as well as their employees, assets, and communities – safe. The measures implemented, and the regulations addressed are the bulk of our security plans. Each plan is customized to the client's needs and is written in plain English with each concern addressed in turn. This security plan breaks down into the following sections: The Summary, Regulatory Concerns, Enclosures List, Concerns Addressed, and Additional Considerations.

As the COO of Xiphos Corp., and acting on behalf of the client, I am confident that security plan detailed below sufficiently addresses the security concerns for Natural Healing Center, Lemoore, in accordance with the regulations published by State of California and the city of Lemoore. If there are any questions or concerns, please don't hesitate to contact me directly on my cell: (720) 840-9936, or via email at [Chris@xiphoscorp.com](mailto:Chris@xiphoscorp.com).

Sincerely,

Chris Bowyer  
Chief Operations Officer, Xiphos Corporation

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### Regulatory concerns:

BCC - California Code of Regulations, Title 16, Division 42. Bureau of Cannabis Control

1. § 5002. Annual License Application Requirements ...

An application must be submitted to the Bureau for each location and each license type. An application for an annual cannabis license includes the following:

(D) Security Procedures

(i) The applicant's procedure for allowing individuals access to the premises. Bureau of Cannabis Control Emergency Regulations Readopt Text – Readopt June 2018 Page 8 of 120 –

(ii) A description of the applicant's video surveillance system, including camera placement and procedures for the maintenance of video surveillance equipment.

(iii) How the applicant will ensure that all access points to the premises will be secured, including the use of security personnel.

(iv) A description of the applicant's security alarm system.

2. Article 5. Security Measures

§ 5042. Limited-Access Areas



- (a) Licensees shall ensure that any person on the licensed premises, except for employees and contractors of the licensee, are escorted at all times by the licensee or at least one employee of the licensee when in the limited-access areas of the premises.
- (b) Entrances to all limited-access areas shall have a door and a lock meeting the requirements of section 5046 of this division. The door shall remain closed when not in use during regular business hours.
- § 5043. Licensee Employee Badge Requirement All agents, officers, or other persons acting for or employed by a licensee shall display a laminated or plastic-coated identification badge issued by the licensee at all times while engaging in commercial cannabis activity. The identification badge shall, at a minimum, include the licensee's "doing business as" name and license number, the employee's first name, an employee number exclusively assigned to that employee for identification purposes, and a color photograph of the employee that clearly shows the full front of the employee's face and that is at least 1 inch in width and 1.5 inches in height.
- § 5044. Video Surveillance System
  - (a) Each licensed premises shall have a digital video surveillance system with a minimum camera resolution of 1280 × 720 pixels.
  - (b) The surveillance-system storage device or the cameras shall be transmission control protocol (TCP) capable of being accessed through the internet.
  - (c) The video surveillance system shall at all times be able to effectively and clearly record images of the area under surveillance.
  - (d) Each camera shall be permanently mounted and in a fixed location. Each camera shall be placed in a location that allows the camera to clearly record activity occurring within 20 feet of all points of entry and exit on the licensed premises, and allows for the clear and certain identification of any person and activities in all areas required to be filmed under subsection (e).
  - (e) Areas that shall be recorded on the video surveillance system include the following:
    - (1) Areas where cannabis goods are weighed, packed, stored, loaded, and unloaded for transportation, prepared, or moved within the premises;
    - (2) Limited-access areas;
    - (3) Security rooms;
    - (4) Areas storing a surveillance-system storage device with at least one camera recording the access points to the secured surveillance recording area; and
    - (5) Entrances and exits to the premises, which shall be recorded from both indoor and outdoor vantage points.
  - (f) Retailers shall also record point-of-sale areas and areas where cannabis goods are displayed for sale on the video surveillance system. At each point-of-sale location, camera placement must allow for the recording of the facial features of any person purchasing or selling cannabis goods, or any person in the retail area, with sufficient clarity to determine identity.
  - (g) Cameras shall record continuously 24 hours per day and at a minimum of 15 frames per second (FPS).
  - (h) The physical media or storage device on which surveillance recordings are stored shall be secured in a manner to protect the recording from tampering or theft.
  - (i) Surveillance recordings shall be kept for a minimum of 90 days.
  - (j) Surveillance recordings are subject to inspection by the Bureau, and shall be kept in a manner that allows the Bureau to view and obtain copies of the recordings at the licensed premises immediately upon request. The licensee shall also send or otherwise provide copies of the recordings to the Bureau upon request within the time specified by the Bureau.





- (k) Recorded images shall clearly and accurately display the time and date. Time is to be measured in accordance with the United States National Institute Standards and Technology standards.
- (l) The video surveillance system shall be equipped with a failure notification system that provides notification to the licensee of any interruption or failure of the video surveillance system or video surveillance-system storage device.

§ 5045. Security Personnel

- (a) A retail licensee or microbusiness licensee who is engaged in retail sale shall hire or contract for security personnel who are at least 21 years of age to provide security services for the licensed retail premises. All security personnel hired or contracted for by the licensee shall be licensed by the Bureau of Security and Investigative Services and shall comply with Chapters 11.4 and 11.5 of Division 3 of the Business and Professions Code.

§ 5046. Locks A licensee shall ensure that the limited-access areas described in section 5042 of this division can be securely locked using commercial-grade, nonresidential door locks. A licensee shall also use commercial-grade, nonresidential door locks on all points of entry and exit to the licensed premises.

§ 5047. Alarm System

- (a) A licensee shall maintain an alarm system as defined in Business and Professions Code section 7590.1(n) at the licensed premises.
- (b) A licensee shall ensure a licensed alarm company operator or one or more of its registered alarm agents installs, maintains, monitors, and responds to the alarm system.
- (c) Upon request, a licensee shall make available to the Bureau all information related to the alarm system, monitoring, and alarm activity.

**3. Lemoore California; City Code, Title 4, Chapter 8, Part 4: LIMITED COMMERCIAL CANNABIS OPERATIONS PURSUANT TO REGULATORY PERMIT AND PROJECT DEVELOPMENT AGREEMENT:**

**Section(s) 17 & 18**

17. Secure Building: All commercial cannabis operations shall occur entirely inside of a building or temporary greenhouse that shall be secure, locked, and fully enclosed, with a ceiling, roof or top, and entirely opaque except that a temporary greenhouse may be constructed of all non-opaque materials as set forth in the regulatory permit and Project Development Agreement. Notwithstanding the foregoing, the roof may be of solid non-opaque material, provided other security measures exist to ensure that the commercial cannabis operation cannot be seen, heard or smelled beyond the property line. The building shall include a burglar alarm monitored by an alarm company or private security company. The building or temporary greenhouse, including all walls, doors, and the roof, shall be of solid construction meeting the minimum Building Code requirements for industrial structures (including, without limitation, commercial greenhouse structures). The precise building construction parameters and materials to be used shall be identified and provided with the application to the City prior to construction.

18. Premises Security: The following security conditions shall apply:

- a. Alarm system (including perimeter, fire and panic).
- b. Remote monitoring of alarm systems.
- c. Perimeter lighting systems (motion sensor) for after-hours security.



- d. Perimeter security and lighting as approved by the Police Chief.
- e. Use of drive gates with card key access or similar to access the facility.
- f. Entrance areas to be locked at all times, and under the control of a designated responsible party.
- g. Use of access-control systems to limit access to inventory, grow and processing areas.
- h. Exterior and interior camera systems approved by the Police Chief. The camera systems shall meet the minimum requirements of State law, include interior monitoring of all access points to the site from the interior, and be of a minimum five (5) mega-pixel resolution.
- i. All security systems at the site are attached to an uninterruptable power supply providing 24-hour power.
- j. 24-hour security patrols by a recognized security company licensed by the California Department of Consumer Affairs or otherwise acceptable to the Police Chief. All current contact information regarding the security company shall be provided to the Police Chief.
- k. Lemoore Police Department or department designee shall have access to all security systems.
- l. Internet protocol ("IP") access for remote monitoring of security cameras by the Lemoore Police Department or a department designee upon request.
- m. Any and all video or audio tape recordings made for security purposes shall be marked with the date and time made and shall be kept, in an unaltered state, for a period of at least thirty (30) days and must be made available to the Lemoore Police Department or department designee for duplication upon demand. In addition, upon request by the Lemoore Police Department, the responsible party shall duplicate the records for the Lemoore Police Department or the department designee.
- n. Hardened bullet-resistant windows for exterior windows as part of any new or existing construction.
- o. Accounting software systems need to be in place to provide audit trails of both product and cash, where applicable.
- p. Electronic track-and-trace systems for cannabis products as required by State law and regulations.
- q. The City may inspect the premises and audit the records of the commercial cannabis operations for compliance on a quarterly basis, or in the event of a suspected violation with twenty four (24) hours' notice or as allowed by a court order or search warrant.
- r. Security protocols and equipment need to be in place to protect computer information.



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## Enclosures:

- (1) Facility Floor Plan
  - (2) "What is Legal For Adult Use?" Pamphlet
- 

## Concerns addressed:

1. Access to facility.
  - a. As a retail operation, public access shall be restricted to the lobby area and the retail floor (to include the restrooms.). No member of the general public shall be permitted to access to any other part of the facility at any time.
  - b. The single point of pedestrian entry into the facility shall lead from the parking lot in the rear of the building into the entrance vestibule/lobby area. From there, all pedestrians must approach a reception area and have their identification/credentials verified, prior to entry. Upon entry into the lobby floor, shoppers may browse and make their purchases, at which time they shall exit through onto the sidewalk from the single exit point. Customers who parked in the back area shall walk around the building back to their vehicles. No customer shall be permitted to pass through the entry vestibule when exiting.
  - c. All locks on doors leading into the limited access areas and into the facility of the licensee shall be commercial-grade, nonresidential door locks, in accordance with the BCC Emergency Regulations, §5046. These commercial-grade, nonresidential locks shall permit electronic access by encoded key fob/card. The locks leading from the lobby area into the retail space shall also be able to be unlocked remotely by the reception personnel. All doors shall remain closed when not in use during regular business hours, per BCC Emergency Regulations §5042.
  - d. Regular business hours shall be in compliance with the City of Lemoore's municipal code, and the business shall not operate between the hours of 8 PM and 9 AM.
  - e. The delivery entryway is located as annotated on the site plan. The loading area/dock entry point shall be secured using a Porvane Door, Series 400 rolling steel door, constructed out of 22 Gauge Steel, or a product of similar design and specifications.
  - f. The entry ways leading into the vault and administrative spaces from the delivery area shall be secured at all times and monitored.
  - g. The entry way leading into the retail area from the administrative spaces shall be secured at all times and monitored.
  - h. All electronic access shall be logged continuously and an audit report detailing user entry/exit shall be retained and archived on site.
2. Cameras, video monitoring, archiving.
  - a. Cameras shall be contracted for and installed by a licensed security camera company. Natural Healing Center proposes to use a local camera installers and ACO for all physical security infrastructure. NHC will be conducting an RFP from Hoffman Electronics and Premier Security Solutions as well as other service providers in the central valley.
  - b. Cameras utilized on this facility shall operate, at a minimum, at a camera resolution of 1280 X 720 pixels.
  - c. The surveillance-system storage device or the cameras shall be transmission control protocol (TCP) capable of being accessed through the internet.





- d. TCP login credentials and associated software shall be provided to the Lemoore Police Department by the designated Security Liaison.
  - e. The video surveillance system shall at all times be able to effectively and clearly record images of the area under surveillance.
  - f. Cameras shall record continuously 24 hours per day and at a minimum of 15 frames per second (FPS).
  - g. The storage device on which surveillance recordings are stored shall be secured in a manner to protect the recording from tampering or theft. All storage devices shall be secured in a fashion that would meet federal standards for secured access – i.e. limited access space, within a server rack that is secured by a commercial lock.
  - h. The storage device shall retain recordings for 90 days, with the capability of being upgraded further, should the need arise.
  - i. Surveillance recordings shall be kept in a manner that allows local and state authorities to view and obtain copies of the recordings at the licensed premises immediately upon request. These recordings shall be capable of being formatted and stored on a USB flash drive.
  - j. Recorded images shall clearly and accurately display the time and date. Time is to be measured in accordance with the United States National Institute Standards and Technology standards.
  - k. The video surveillance system shall be equipped with a failure notification system that provides notification to the licensee of any interruption or failure of the video surveillance system or video surveillance-system storage device.
  - l. The video surveillance system shall also constitute an Uninterruptible Power Supply capable of continuing power to all cameras and recording devices for one hour, in the event of a power-outage.
  - m. A backup power generator shall be kept on the premises so as to be able to power the video surveillance system and alarm system indefinitely, in the event of an extended power outage.
  - n. Cameras shall be placed so as to record the following areas:
    - i. All entryways and exits leading to/from the limited access areas
    - ii. The entry-ways and exits into the entrance vestibule, both interior and exterior vantage points
    - iii. The Delivery entry point interior and exterior vantage points.
    - iv. Storage vault.
    - v. All areas where goods are weighed, packed, stored, loaded and unloaded, or moved within the premises.
    - vi. Recording the facility's windows from an interior vantage point.
    - vii. All avenues of approach on the sidewalk and leading into the parking lot.
    - viii. Covering the patient/customer parking area.
3. Miscellaneous security features and concerns.
- a. Facility will be armed with a reliable, commercial alarm system to be installed and monitored by a licensed alarm/security company. NHC will be conducting an RFP from Hoffman Electronics and Premier Security Solutions as well as other service providers in the central valley.
  - b. Passive Infrared motion detectors will be installed in interior areas and incorporated into the commercial alarm system.
  - c. Glass-break detectors will be installed for exterior windows.
  - d. All exterior windows shall – at a minimum -be reinforced using 3M ultra series window film (ballistic film) or an equivalent product, so as to disrupt, frustrate, and/or impede any attempts at forcible entry.
  - e. The alarm system will include all gates, doors, and windows to be protected and alarmed with contacts that are tied into the alarm system. All access control and door locks will be used in conjunction with the video surveillance system to track all movement throughout the premises.



- f. Alarm system will emit audible sound and will include an automatic resetting device, causing the system to be re-armed upon automatic shutoff.
  - g. Panic buttons will be installed at workers stations in the interior of the premises, and one additional panic button shall be retained by the leading manager on duty. The panic buttons shall be placed in locations in the reception area, retail area, vault, vehicle holding area, and all other limited access areas.
  - h. The alarm system shall provide notifications to the monitoring agency and NHC senior management for fire, power disruption, or unauthorized entry.
  - i. All cannabis and cannabis products shall be stored in the vault when not being received, loaded, transported, unloaded, or sold, or any other reasonable activity within the scope of the retail process.
  - j. Automatic security lighting illuminating the parking lot shall be used overnight and while the store is closed.
- 4. Prevention of product diversion, theft, and loss.
  - a. The following policies will be in effect at all times in order to prevent product diversion, theft, and loss.
    - i. All employees shall only be able to enter the facility through an access point which leads from the entrance vestibule into the limited access areas at the beginning of the work day.
    - ii. Prior to crossing into the limited access areas, employees shall be checked in by security personnel.
    - iii. Employees will not be permitted to bring bags, purses, or any personal accessories which can be used to carry cannabis, into the limited access areas.
    - iv. Employees will take lunch and breaks in either a designated breakroom, parking lot, or off site. No employee will be permitted to take any type of break inside a limited access area.
    - v. Employees will be briefed that – as a condition of their employment – Natural Healing Center, Lemoore reserves at any time and in accordance with all laws, the right to request to search any personal possessions brought onto the property, to include but not limited to, vehicles, bags, purses, and briefcases.
    - vi. Upon conclusion of their work day, all employees will exit the limited access area into the lobby, past security personnel while being visually inspected to ensure that they are not illegally carrying any product out of the facility.
    - vii. Should security personnel have sufficient grounds to believe that an employee is attempting to take product out of the facility – with approval of Natural Healing Center, Lemoore management – they will ask the employee to submit to a pat-down, under supervision of management. Should the employee decline the pat down, management will be notified, and the employee asked to remain on the premises while the situation is investigated, to include a review of security footage. If reasonable cause exists to assume that the employee is in any way attempting to steal or divert cannabis, local law enforcement shall be notified and asked to assist. Should the employee depart against the wishes of management, rather than speak to law enforcement or for the duration of the investigation by internal security, management shall notify law enforcement and provide all information possible, to include cause for suspicion, evidence, as well as the employee's address of record and license plate number – if applicable.
- 5. Employee training
  - a. During their on-boarding process, employees shall receive an employee handbook which details policies and expectations for all personnel working at Natural Healing Center, Lemoore.
  - b. All Employees shall receive the, "What is Legal for Adult Use," pamphlet, created and provided by the California Department of Public Health. This pamphlet describes what is legal for adult as well as medical use, and is derived from the text of MAUCRSA. The pamphlet cites all references, as well as





- providing information for individuals to learn more at their discretion. For further clarification, please reference enclosure 4.
- c. At the conclusion of onboarding, all employees shall sign a statement indicating that they have received and reviewed the aforementioned materials and understand the content within.
  - d. Employees shall be encouraged to discuss any questions or concerns about the aforementioned materials with the HR supervisor, as well as their own supervisors.
6. Employee badging
- a. NHC, LEMOORE shall use a badging program, compliant with BCC regulations.
  - b. Access will be determined during hiring, and an appropriately coded badge/keycard shall be issued accordingly.
  - c. All badges shall be printed on 30 mm thick, PVC composite plastic cards, measuring 2 1/8" X 3 3/8".
  - d. Badges shall contain the following information on the front side:
    - i. Employees full first and last name
    - ii. Date of birth
    - iii. Photo, passport quality and dimensions, with no hats (excluding religious headgear), or non-prescription glasses
    - iv. A printed watermark of the Natural Healing Center Logo
  - e. Badges shall contain the following information on the back side:
    - i. All licenses associated with the permitted access as indicated by the badge color
    - ii. Natural Healing Center contact information for lost badge/if found.
    - iii. White Badges Shall contain on their front side a prominent, "V," in the center with the printed water mark of the NATURAL HEALING CENTER, LEMOORE logo, and text indicating that visitors may only access areas while escorted by badged personnel. The backside contact information in the event the badge is lost.
7. Police Department Cannabis access identification cards
- a. The Lemoore Police Department and local fire department shall be provided with means to quickly gain access to the facility in the event of an emergency.
  - b. Natural Healing Center, Lemoore shall provide the Lemoore Police Department with a binder which shall include this security plan, TCP-login credentials, facility contact rosters, operating hours, and a graphic showing an example of the employee badges and detailing their levels of access within the facility.
  - c. Natural Healing Center, Lemoore shall make every reasonable effort to communicate with the Police Department and facilitate access where possible in order to assuage any concerns that may arise in the future.
  - d. Natural Healing Center, Lemoore shall make every reasonable effort to turn over security footage to the Police Department for review, in the event that an incident occurs which the retail operation was not involved with, but which it was able to observe vis-à-vis their security system.
8. Measures regarding employees not wearing identification cards.
- a. All employees shall operate on a, "three-strike," policy with regard to failing to wear their badges.
    - i. The first offense shall constitute a verbal warning from their immediate supervisor, which shall be annotated in the employee's personnel file.
    - ii. Second offense shall result in a written counseling by the HR manager, or General Manager, which the employee shall sign, and which shall be retained in their personnel file.
    - iii. Third offense will result in termination if occurring within 90 days of second offense. If longer than 90 days, employee shall receive another written counseling.
    - iv. Upon receipt of a third written counseling, an employee shall be terminated, regardless of the time span between infractions, unless management sees fit to engage in an alternative corrective measure. This shall be determined solely by Natural Healing Center, Lemoore, and will constitute a review of the employee's conduct at large, the frequency of infractions, and the quality of work provided by the employee.



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95828



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### Additional considerations:

1. Contact information for all local law enforcement agencies shall be retained on the premises, and standard operating procedures relating to contacting law-enforcement are in place.
2. Any changes which fundamentally alter the scope of this security plan shall be immediately documented and forwarded to the appropriate authorities in the city of Lemoore for review and retention.
3. Natural Healing Center, Lemoore has contracted Xiphos Corporation to provide licensed security personnel twenty four hours a day per city ordinance. All security operators shall be compliant with California Business and Professions Code Chapters 11.4 and 11.5 of Division 3.
4. Security Management of all Natural Healing Center operations falls to the Chief Operations Officer of Natural Healing Center – Nicholas Andre.

# PERSONAL FINANCIAL STATEMENT

NAME Helios Dayspring

DATE 7/22/2019

NET WORTH 18,332,386.08

## ASSETS

### CASH AND BANK ACCOUNTS

Amount

Cash	\$ 2,650,000.00
Cash on hand - NHC Grover Beach LLC	\$ 271,000.00
Dama Checking Account - xxxx1228	\$ 1,802,808.98
Wells Fargo Business Checking - NHC Grover Beach LLC	\$ 790,345.69

### TOTAL CASH AND BANK ACCOUNTS

\$ 5,514,154.67

### INVESTMENTS (market value)

Amount

Farm Property - Tep 1.0	\$ 175,000.00
Farm Property - Tep 2.0	\$ 100,000.00
Farm Property - Tep 3.0	\$ 125,000.00
Farm Property - Tep 4.0	\$ 150,000.00
Farm Property - Tep 5.0	\$ 150,000.00
Farm Property - Tep 6.0	\$ 337,500.00
Farm Property - Tep 7.0	\$ 396,000.00
Farm Property - 8901 Cougar Ridge	\$ 350,000.00
Farm Property - 7840 Cougar Ridge	\$ 925,000.00
Farm Property - 7710 Suey Creek	\$ 325,000.00
Farm Property - 1255 Tierra Redonda	\$ 500,000.00
Farm Property - 7510 LOVR	\$ 2,500,000.00
Farm Property - 8910 LOVR	\$ 1,445,000.00
Farm Property - 13350 San Miguel	\$ 850,000.00
Farm Property - 530 Joshua (Reflects 50% Ownership)	\$ 1,365,000.00
Property - 821 S. 4th St - Grover Beach	\$ 481,000.00
Property - 495 Morro Bay Blvd. - Morro Bay (Reflects 50% Ownership)	\$ 400,000.00
Property - 939 Main St - Morro Bay	\$ 315,000.00
Property - 953 Huber St. - Grover Beach	\$ 300,000.00
Property - 998/1030 Huston Commercial Building - Grover Beach (Reflects 50% Ownership)	\$ 3,445,000.00

### TOTAL INVESTMENTS

\$ 14,634,500.00

### TOTAL ASSETS

\$ 20,148,654.67

## LIABILITIES

### LOANS

Amount

Seller Promissory Note - 530 Joshua (Reflects 50% Ownership)	\$ 865,000.00
Capital Benefit Finance Company - 7840 Cougar Ridge	\$ 446,893.59
Seller Promissory Note - 7710 Suey Creek	\$ 106,000.00
Outstanding Loan on Farm	\$ 248,375.00
Property Seller Note - Fuller Trust, 953 Huber St. - Grover Beach (Reflects 50% Ownership)	\$ 150,000.00

### TOTAL LOANS

\$ 1,816,268.59

### TOTAL LIABILITIES

\$ 1,816,268.59



Accounts

Pay & Transfer

Account Management

Add/Edit Partners

Jake German



Logout

Natural Healing Center, LLC  
(xxxxxx1228)

\$1,802,808.98  
Available balance

Natural Healing Center, LLC  
(xxxxxx7030)

\$0.00  
Available balance

Natural Healing Center, LLC([xxxxxx1228](#))

Available Balance as of 07-23-2019 11:27:02 AM  
\$1,802,808.98

Statements

Transfer Money

SHOWING: 1 - 12 of 12

All Transactions

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Date	Description	Type	Partner	Amount	Balance
Jul 18, 2019	ZIGSGA4AGPUT	Cash Pick Up Fee		-\$0.00	\$1,802,808.98



## Business Fundamentals Chk - 7564

### Summary

Available balance (as of today): **\$790,345.69**

[What does this include?](#)

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Date	Description	Type	Status	Amount	Available Balance
Amount included in Available Balance					
Processing	ACH HOLD Nissan Auto Loan ON 07/23	⊖	[P]	-209.89	790,345.69
Processing	ACH HOLD Nissan Auto Loan ON 07/23	⊖	[P]	-209.89	790,555.58
Processing	ACH HOLD Nissan Auto Loan ON 07/23	⊖	[P]	-209.89	790,765.47



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**Cash Back Deals**

Cash back deals on top of

**WILLIAM E. & TERESA B. SZYMCAK I SZYMCAK FAMILY TRUST**  
**PERSONAL FINANCIAL STATEMENT**  
June 30, 2019

**ASSETS**

A	Cash CitiBank	\$	118,857	June Balance
B	Comerica Personal Checking	\$	343	June Balance
B	Comerica Personal CD # 0476	\$	316,576	June Balance
C	Ameritrade Account- Not tax deferred 1280	\$	477,558	June Balance
C	Ameritrade Account- Not tax deferred 4198	\$	555,423	June Balance
D	Comerica Business Checking- PPD III LLC	\$	3,599,005	June Balance

**Total Cash or Cash Equivalent** \$ 5,067,762

	Land Purchase 7510 LOVR	\$	5,000,000	
	Land Purchase 8901 LOVR	\$	2,900,000	
	Land Purchase 8901 LOVR	\$	4,141,000	
	Land Purchase 6860 LOVR	\$	2,730,000	
	Land Purchase NAPOM	\$	1,750,000	
	Corona Commercial Building	\$	2,400,000	
	998/1030 Huston Grover Beach Commercial Building	\$	46,557,331	
	Equity in Real Estate Partnerships	\$	4,000,000	
	Single Family Residence- Primary House	\$	172,000	
	Automobiles	\$	50,000	
	Personal Property	\$	69,700,331	
	<b>Sub Total: Other Assets</b>	\$	<b>74,768,093</b>	

**TOTAL ASSETS**

**LIABILITIES**

A	Citi bank Credit card and Checking Plus line	\$	1,222	
	*Tax on Sale of Real Estate	\$	16,295,066	
E	First Note on Single Family Residence	\$	2,498,793	
	Payables due PPD III LLC	\$	1,850,000	

**TOTAL LIABILITIES**

**NET WORTH**

**TOTAL LIABILITIES & NET WORTH**

\$ 20,645,081

\$ 54,123,012

\$ 74,768,093

**\*NOTE** - Tax On Sale of Real Estate assumes  
the estimated tax due if all assets were to be sold



**WILLIAMS & SON, INC.**  
1000 N. 10TH ST., SUITE 100  
DENVER, CO 80202  
303.733.1111  
WWW.WILLIAMSANDSON.COM

2007

1. *What is the purpose of this study?*

[illegible]

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10





**Ameritrade**

PO BOX 2577  
OMAHA NE 68103-2577

WILLIAM & TERESA SZYMCAK TRS FBO  
SZYMCAK FAMILY TRUST  
UA 04/13/2005  
11 WILDHORSE LANE  
PLS VRDS EST, CA 90274



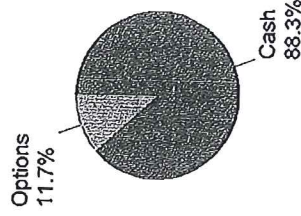
**Ameritrade**

Statement Reporting Period:  
06/01/19 - 06/30/19

800-669-3900  
TD AMERITRADE  
DIVISION OF TD AMERITRADE INC  
PO BOX 2209  
OMAHA, NE 68103-2209  
TD Ameritrade Clearing, Inc., Member SIPC

Statement for Account # 881-151280  
WILLIAM & TERESA SZYMCAK TRS FBO  
SZYMCAK FAMILY TRUST  
UA 04/13/2005  
11 WILDHORSE LANE  
PLS VRDS EST, CA 90274

Portfolio Summary					
Investment	Current Value	Prior Value	Period Change	% Change	Estimated Income
Cash	\$421,689.95	\$421,686.49	\$3.46	-	\$
Insrd Dep Acct (IDA)	-	-	-	-	-
Money Market	-	-	-	-	-
Short Balance	-	-	-	-	-
Stocks	-	-	-	-	-
Short Stocks	-	-	-	-	-
Fixed Income	-	-	-	-	-
Options	55,868.20	33,684.00	22,184.20	65.9%	-
Short Options	-	-	-	-	-
Mutual Funds	-	-	-	-	-
Other	-	-	-	-	-
<b>Total</b>	<b>\$477,558.15</b>	<b>\$455,370.49</b>	<b>\$22,187.66</b>	<b>4.9%</b>	<b>\$ 0.00</b>
<b>Margin Equity</b>	<b>100.0%</b>				<b>0.0%</b>



#### Cash Activity Summary

	Current	YTD
Opening Balance	\$421,686.49	\$4,169,274.48
Securities Purchased	-	-
Securities Sold	-	-
Funds Deposited	-	1,080,000.00
Funds Disbursed	-	(4,827,620.59)
Income	3.46	36.06
Expense	-	-
Other	-	-
<b>Closing Balance</b>	<b>\$421,689.95</b>	<b>\$421,689.95</b>

#### Income & Expense Summary

	Reportable	Non Reportable	YTD
Income	\$	\$	\$
Dividends	-	-	-
Interest	3.46	-	36.06
Other	-	-	-
Expense	-	-	-
Interest	-	-	-
Fees	-	-	-
Other	-	-	-
<b>Net</b>	<b>\$3.46</b>	<b>\$0.00</b>	<b>\$36.06</b>

#### Performance Summary

Cost Basis As Of - 06/30/19 **	\$63,219.18
Unrealized Gains	-
Unrealized Losses	(7,350.98)
Funds Deposited/(Disbursed) YTD	(3,747,620.59)
Income/(Expense) YTD	36.06
Securities Received/(Delivered) YTD	0.00

\*\*To view realized gains and losses for your account, login at [www.tdameritrade.com](http://www.tdameritrade.com) and visit My Account > Gain/Loss.



**Ameritrade**

PO BOX 2577  
OMAHA NE 68103-2577

WILLIAM SZYMCAK & TERESA SZYMCAK  
JT TEN  
11 WILDHORSE LN  
ROLLING HILLS ESTATES, CA 90274-1528



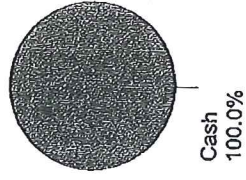


800-669-3900  
TD AMERITRADE  
DIVISION OF TD AMERITRADE INC  
PO BOX 2209  
OMAHA, NE 68103-2209  
TD Ameritrade Clearing, Inc., Member SIPC

Statement Reporting Period:  
06/01/19 - 06/30/19

Statement for Account # 491-394196  
WILLIAM SZYMCAK & TERESA SZYMCAK  
JT TEN  
11 WILDHORSE LN  
ROLLING HILLS ESTATES, CA 90274-1528

Portfolio Summary					
Investment	Current Value	Prior Value	Period Change	% Change	Estimated Income
Cash	\$555,423.54	\$555,418.98	\$4.56	-	\$ -
Insrd Dep Acct (IDA)	-	-	-	-	-
Money Market	-	-	-	-	-
Short Balance	-	-	-	-	-
Stocks	-	-	-	-	-
Short Stocks	-	-	-	-	-
Fixed Income	-	-	-	-	-
Options	-	-	-	-	-
Short Options	-	-	-	-	-
Mutual Funds	-	-	-	-	-
Other	-	-	-	-	-
<b>Total</b>	<b>\$555,423.54</b>	<b>\$555,418.98</b>	<b>\$4.56</b>	<b>-</b>	<b>\$ 0.00</b>
					<b>0.0%</b>



Cash Activity Summary			
Current	YTD		
Opening Balance	\$555,418.98	\$555,396.03	
Securities Purchased	-	-	
Securities Sold	-	-	
Funds Deposited	-	-	
Funds Disbursed	-	-	
Income	-	-	
Expense	4.56	27.51	
Other	-	-	
<b>Closing Balance</b>	<b>\$555,423.54</b>	<b>\$555,423.54</b>	

Income & Expense Summary			
Income	Reportable	Non Reportable	YTD
Income	\$ -	\$ -	\$ -
Dividends	-	-	-
Interest	4.56	-	27.51
Other	-	-	-
Expense	-	-	-
Interest	-	-	-
Fees	-	-	-
Other	-	-	-
<b>Net</b>	<b>\$4.56</b>	<b>\$0.00</b>	<b>\$27.51</b>

Performance Summary			
Cost Basis As Of - 06/30/19 **			
Unrealized Gains	-	-	\$ -
Unrealized Losses	-	-	-
Funds Deposited/(Disbursed) YTD	-	-	-
Income/(Expense) YTD	-	-	27.51
Securities Received/(Delivered) YTD	-	-	0.00

\*\*To view realized gains and losses for your account, login at [www.tdameritrade.com](http://www.tdameritrade.com) and visit My Account > Gain/Loss.

June 1 - June 30, 2019 Page 1 of 4  
Citi Priority Account 42011511468

**CITI PRIORITY SERVICES**  
PO Box 769007  
San Antonio, Texas 78245  
For banking call: Citi Priority Services at (888) 275-2484\*  
For speech and hearing impaired customers only: TTY 800-788-6775  
Website: www.citibank.com

**WILLIAM E SZYMCAK**  
**TERESA B SZYMCAK**  
**11 WILDHORSE LANE**  
**ROLLING HILLS ESTATE CA 90274-1528**

Citi Priority is a service of Citibank, N.A. The following summary portion of the statement is provided for informational purposes.

Value of Accounts		Last Period	This Period
Citibank Accounts			
Checking		36,111.89	118,857.86
Checking		\$36,111.89	\$118,857.86
Citi Priority Relationship Total			
Citibank Accounts			
Checking		2.18	15.55
Checking		\$2.18	\$15.55
Citi Priority Relationship Total			

\* To ensure quality service, calls are randomly monitored and may be recorded.



Best New Business in 2018  
Best Retail Medical Marijuana Store



NHC Lemoore  
SALES FORECAST - FIRST YEAR

	Year 1	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>Unit Sales</b>	<b>Total</b>												
Flower	16,806.77	-	-	-	-	-	-	-	-	-	5,437.50	5,600.63	5,768.64
Concentrate (Waxes)	12,054.51	-	-	-	-	-	-	-	-	-	3,900.00	4,017.00	4,137.51
Edibles (Solid/Liquid)	15,299.96	-	-	-	-	-	-	-	-	-	4,950.00	5,098.50	5,251.46
Topicals	1,854.54	-	-	-	-	-	-	-	-	-	600.00	618.00	636.54
Pre-Rolls	10,895.42	-	-	-	-	-	-	-	-	-	3,525.00	3,630.75	3,739.67
Tinctures	3,399.99	-	-	-	-	-	-	-	-	-	1,100.00	1,133.00	1,166.99
<b>Unit Prices [from "Assumptions"]</b>													
Flower	-	38.74	38.74	38.74	38.74	38.74	38.74	38.74	38.74	38.74	38.74	38.74	38.74
Concentrate (Waxes)	-	43.22	43.22	43.22	43.22	43.22	43.22	43.22	43.22	43.22	43.22	43.22	43.22
Edibles (Solid/Liquid)	-	32.94	32.94	32.94	32.94	32.94	32.94	32.94	32.94	32.94	32.94	32.94	32.94
Topicals	-	31.71	31.71	31.71	31.71	31.71	31.71	31.71	31.71	31.71	31.71	31.71	31.71
Pre-Rolls	-	12.23	12.23	12.23	12.23	12.23	12.23	12.23	12.23	12.23	12.23	12.23	12.23
Tinctures	-	41.43	41.43	41.43	41.43	41.43	41.43	41.43	41.43	41.43	41.43	41.43	41.43
<b>Total Sales</b>													
Flower	651,094.22	-	-	-	-	-	-	-	-	-	210,648.75	216,968.21	223,477.26
Concentrate (Waxes)	520,995.92	-	-	-	-	-	-	-	-	-	168,558.00	173,614.74	178,823.18
Edibles (Solid/Liquid)	503,980.52	-	-	-	-	-	-	-	-	-	163,053.00	167,944.59	172,982.93
Topicals	58,807.46	-	-	-	-	-	-	-	-	-	19,026.00	19,596.78	20,184.68
Pre-Rolls	133,251.02	-	-	-	-	-	-	-	-	-	43,110.75	44,404.07	45,736.19
Tinctures	140,861.59	-	-	-	-	-	-	-	-	-	45,573.00	46,940.19	48,348.40
<b>Totals</b>	<b>2,008,990.73</b>	-	-	-	-	-	-	-	-	-	<b>649,969.50</b>	<b>669,468.59</b>	<b>689,552.64</b>



Schedule B-4

NHC Lemoore  
COSTING OF GOODS OR SERVICES

Flower	Concentrate (Waxes)	Edibles (Solid/Liquid)	Topicals	Pre-Rolls	Tinctures
\$38.74	\$43.22	\$32.94	\$31.71	\$12.23	\$41.43

Unit Price [from "Assumptions"]

Unit Costs, if applicable:

Flower
Concentrate (Waxes)
Edibles (Solid/Liquid)
Topicals
Pre-Rolls
Tinctures

18.21					
	20.31				
		15.48			
			14.90		
				5.75	
					19.47

Total variable cost per unit

Gross profit per unit

Gross profit margin %

<b>\$18.21</b>	<b>\$20.31</b>	<b>\$15.48</b>	<b>\$14.90</b>	<b>\$5.75</b>	<b>\$19.47</b>
\$20.53	\$22.91	\$17.46	\$16.81	\$6.48	\$21.96
53.0%	53.0%	53.0%	53.0%	53.0%	53.0%



NHC Lemoore  
COST OF GOODS/SERVICES

	Year 1	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>Unit Sales [from Sales Forecast Sched B-2]</b>	<b>Total</b>												
Flower	16,806.77	-	-	-	-	-	-	-	-	-	5,437.50	5,600.63	5,768.64
Concentrate (Waxes)	12,054.51	-	-	-	-	-	-	-	-	-	3,900.00	4,017.00	4,137.51
Edibles (Solid/Liquid)	15,299.96	-	-	-	-	-	-	-	-	-	4,950.00	5,098.50	5,251.46
Topicals	1,854.54	-	-	-	-	-	-	-	-	-	600.00	618.00	636.54
Pre-Rolls	10,895.42	-	-	-	-	-	-	-	-	-	3,525.00	3,630.75	3,739.67
Tinctures	3,399.99	-	-	-	-	-	-	-	-	-	1,100.00	1,133.00	1,166.99
<b>Unit Cost [from Costing Sched B-4]</b>													
Flower	18.21	18.21	18.21	18.21	18.21	18.21	18.21	18.21	18.21	18.21	18.21	18.21	18.21
Concentrate (Waxes)	20.31	20.31	20.31	20.31	20.31	20.31	20.31	20.31	20.31	20.31	20.31	20.31	20.31
Edibles (Solid/Liquid)	15.48	15.48	15.48	15.48	15.48	15.48	15.48	15.48	15.48	15.48	15.48	15.48	15.48
Topicals	14.90	14.90	14.90	14.90	14.90	14.90	14.90	14.90	14.90	14.90	14.90	14.90	14.90
Pre-Rolls	5.75	5.75	5.75	5.75	5.75	5.75	5.75	5.75	5.75	5.75	5.75	5.75	5.75
Tinctures	19.47	19.47	19.47	19.47	19.47	19.47	19.47	19.47	19.47	19.47	19.47	19.47	19.47
<b>Total Cost [calculated]</b>													
Flower	306,014.28	-	-	-	-	-	-	-	-	-	99,004.91	101,975.06	105,034.31
Concentrate (Waxes)	244,868.08	-	-	-	-	-	-	-	-	-	79,222.26	81,598.93	84,046.90
Edibles (Solid/Liquid)	236,870.84	-	-	-	-	-	-	-	-	-	76,634.91	78,933.96	81,301.98
Topicals	27,639.51	-	-	-	-	-	-	-	-	-	8,942.22	9,210.49	9,486.80
Pre-Rolls	62,627.98	-	-	-	-	-	-	-	-	-	20,262.05	20,869.91	21,496.01
Tinctures	66,204.95	-	-	-	-	-	-	-	-	-	21,419.31	22,061.89	22,723.75
<b>Totals</b>	<b>944,225.64</b>	-	-	-	-	-	-	-	-	-	<b>305,485.67</b>	<b>314,650.23</b>	<b>324,089.74</b>





**NHC Lemoore  
PROJECTED PAYROLL - FIRST YEAR**

Total		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
A - Number of persons in each category (excluding Officers and Owner/Managers)													
Manager	-	-	-	-	-	-	-	-	-	-	-	-	-
Asst. Manager	-	-	-	-	-	-	-	-	1.00	2.00	2.00	2.00	2.00
Bud Tenders	-	-	-	-	-	-	-	-	1.00	2.00	2.00	2.00	2.00
									-	10.00	15.00	15.00	15.00
B - Average monthly gross pay per person													
Manager	-	-	-	-	-	-	-	-	3,600.00	3,600.00	3,600.00	3,600.00	3,600.00
Asst. Manager	-	-	-	-	-	-	-	-	2,560.00	2,560.00	2,560.00	2,560.00	2,560.00
Bud Tenders	-	-	-	-	-	-	-	-	2,400.00	2,400.00	2,400.00	2,400.00	2,400.00
C - Total (A times B)													
Manager	32,400.00	-	-	-	-	-	-	-	3,600.00	7,200.00	7,200.00	7,200.00	7,200.00
Asst. Manager	23,040.00	-	-	-	-	-	-	-	2,560.00	5,120.00	5,120.00	5,120.00	5,120.00
Bud Tenders	132,000.00	-	-	-	-	-	-	-	-	24,000.00	36,000.00	36,000.00	36,000.00
	187,440.00	-	-	-	-	-	-	-	6,160.00	36,320.00	48,320.00	48,320.00	48,320.00
Total "Other Payroll", to Income Statement):													
	187,440.00	-	-	-	-	-	-	-	6,160.00	36,320.00	48,320.00	48,320.00	48,320.00



**NHC Lemoore**

[illegible]



NHC Lemoore  
PROJECTED CASH FLOWS - FIRST YEAR

Net profit [per income State.]

Add:

Depreciation

Less:

Increase in receivables ( - )

Increase in inventory ( - )

Add:

Increase in accounts payable

Cash from operations

Cash used for investment in capital assets

Tenant Improvements

Other depreciable assets

Cash used for investment

Cash from financing activities

Capital paid in by owners

Long-term borrowing (repaid)

Short-term borrowing (repaid)

Cash from financing

Net increase (decrease)

Cash - beginning balance

Cash - ending balance

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Total	302,392.39	-	-	-	-	-	-	(207,207.20)	(47,444.40)	215,669.44	254,503.95	86,870.60
	-	-	-	-	-	-	-	-	-	-	-	-
	(0.00)	-	-	-	-	-	-	-	-	(0.00)	(0.00)	(0.00)
	(310,430.35)	-	-	-	-	-	-	-	-	(301,300.93)	(4,519.51)	(4,609.90)
	71,368.70	-	-	-	-	-	-	-	-	67,271.84	2,018.16	2,078.70
63,330.74	-	-	-	-	-	-	-	(207,207.20)	(47,444.40)	(18,359.65)	252,002.59	84,339.40
	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-
650,000.00	-	-	-	-	-	-	-	250,000.00	400,000.00	-	-	-
650,000.00	-	-	-	-	-	-	-	250,000.00	400,000.00	-	-	-
713,330.74	-	-	-	-	-	-	-	42,792.80	352,555.60	(18,359.65)	252,002.59	84,339.40
1,444,121.29	-	-	-	-	-	-	-	-	42,792.80	395,348.40	376,988.75	628,991.34
2,157,452.02	-	-	-	-	-	-	-	42,792.80	395,348.40	376,988.75	628,991.34	713,330.74





**NHC Lemoore**  
**PROJECTED BALANCE SHEET - FIRST YEAR**

Beginning Balances	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Cash (per Cash Flow)	-	-	-	-	-	-	-	42,792.80	395,348.40	376,988.75	628,991.34	713,330.74
Accounts receivable	-	-	-	-	-	-	-	-	-	0.00	0.00	0.00
Inventory	-	-	-	-	-	-	-	-	-	301,300.93	305,820.44	310,430.35
Other current assets	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Current Assets</b>	-	-	-	-	-	-	-	42,792.80	395,348.40	678,289.68	934,811.78	1,023,761.09
Office Equipment	-	-	-	-	-	-	-	-	-	-	-	-
Tenant Improvements	-	-	-	-	-	-	-	-	-	-	-	-
Other depreciable assets	-	-	-	-	-	-	-	-	-	-	-	-
Less: accumulated deprec	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Assets</b>	-	-	-	-	-	-	-	42,792.80	395,348.40	678,289.68	934,811.78	1,023,761.09
Liabilities	-	-	-	-	-	-	-	-	-	67,271.84	69,290.00	71,368.70
<b>Total liabilities</b>	-	-	-	-	-	-	-	-	-	67,271.84	69,290.00	71,368.70
Paid-in capital (Cash Flow)	-	-	-	-	-	-	-	250,000.00	650,000.00	650,000.00	650,000.00	650,000.00
Retained earnings at beginning of year	-	-	-	-	-	-	-	-	-	-	-	-
Net profit - current year	-	-	-	-	-	-	-	(207,207.20)	(254,651.60)	(38,982.16)	215,521.79	302,392.39
<b>Total equity</b>	-	-	-	-	-	-	-	42,792.80	395,348.40	611,017.84	865,521.79	952,392.39
<b>Total liabilities &amp; equity</b>	-	-	-	-	-	-	-	42,792.80	395,348.40	678,289.68	934,811.78	1,023,761.09



Exhibit B

NHC Lemoore  
PROJECTED INCOME STATEMENTS

	Year 1	Year 2	Year 3	Year 4
	Per Sched. B-1			
	%	%	%	%
Sales	2,008,990.73	9,501,117.95	9,786,151.49	10,079,736.03
Cost of Goods Sold (Sched. B-3)	944,225.64	4,465,525.44	4,599,491.20	4,737,475.94
Gross Profit	1,064,765.09	5,035,592.51	5,186,660.29	5,342,260.10
Operating expenses:				
Management Fee	25,500.00	105,060.00	108,211.80	111,458.15
Other payroll (Sched. B-5)	187,440.00	597,235.20	615,152.26	633,606.82
Payroll taxes	31,941.00	105,344.28	108,504.61	111,759.75
Employee benefits	4,258.80	14,045.90	14,467.28	14,901.30
Advertising	13,800.00	42,642.00	43,921.26	45,238.90
Depreciation	-	150,000.00	10,000.00	10,000.00
Lemoore Cannabis Fee (est.)	30,000.00	20,400.00	20,808.00	21,224.16
Security	13,500.00	55,080.00	56,181.60	57,305.23
Rent	64,500.00	18,000.00	18,000.00	18,540.00
Insurance	2,850.00	11,628.00	11,860.56	12,097.77
Utilities	2,550.00	10,404.00	10,612.08	10,824.32
Office Supplies	2,400.00	9,792.00	9,987.84	10,187.60
Computer/ Internet	1,800.00	7,344.00	7,490.88	7,640.70
Legal and accounting	1,500.00	5,610.00	5,722.20	5,836.64
Telephone	555.00	2,264.40	2,309.69	2,355.88
Lemoore Development Agreement	200,000.00	-	-	-
Donations	24,000.00	24,000.00	24,000.00	24,000.00
Total operating expenses	606,594.80	1,178,849.78	1,067,230.05	1,096,977.23
Profit before interest and taxes	458,170.29	3,856,742.73	4,119,430.23	4,245,282.87
Less: Interest expense	-	-	-	-
Profit before taxes	458,170.29	3,856,742.73	4,119,430.23	4,245,282.87
Less: income taxes	(155,777.90)	(1,311,292.53)	(1,400,606.28)	(1,443,396.18)
Net profit	302,392.39	2,545,450.20	2,718,823.95	2,801,886.69
Sales needed to break even	1,144,518.49	2,224,244.88	2,013,641.61	2,069,768.35



Exhibit C

NHC Lemoore  
PROJECTED CASH FLOWS

	Year 1 Per Sched C-1	Year 2	Year 3	Year 4
Net profit [per Income Statement]	302,392.39	2,545,450.20	2,718,823.95	2,801,886.69
Add:	-	60.00	260.00	260.00
Depreciation	-	-	-	-
Less:	(0.00)	0.00	-	-
Increase in receivables ( - )	(310,430.35)	(56,599.14)	(11,010.88)	(11,341.21)
Increase in inventory ( - )	-	-	-	-
Add:	71,368.70	2,141.06	2,205.29	2,271.45
Increase in accounts payable	-	-	-	-
<b>Cash from operations</b>	<u>63,330.74</u>	<u>2,491,052.12</u>	<u>2,710,278.36</u>	<u>2,793,076.93</u>
<b>Cash used for investment</b>	-	(1,500.00)	(5,000.00)	-
Office Equipment	-	-	-	-
Tenant Improvements	-	-	-	-
Other depreciable assets	-	-	-	-
<b>Cash used for investing</b>	<u>-</u>	<u>(1,500.00)</u>	<u>(5,000.00)</u>	<u>-</u>
<b>Cash from financing activities</b>	650,000.00	-	-	-
Capital paid in by owners	-	(2,366,556.50)	(2,231,810.79)	(2,304,930.13)
Capital Distributions	(100,449.54)	(475,055.90)	(489,307.57)	(503,986.80)
City of Lemoore 5% of Gross Sales	-	-	-	-
Short-term borrowing (repaid)	-	-	-	-
<b>Cash from financing</b>	<u>549,550.46</u>	<u>(2,841,612.40)</u>	<u>(2,721,118.36)</u>	<u>(2,808,916.93)</u>
<b>Net increase (decrease)</b>	<u>612,881.20</u>	<u>(352,060.27)</u>	<u>(15,840.00)</u>	<u>(15,840.00)</u>
<b>Cash - beginning balance</b>	-	612,881.20	260,820.93	244,980.93
<b>Cash - ending balance</b>	<u>612,881.20</u>	<u>260,820.93</u>	<u>244,980.93</u>	<u>229,140.93</u>





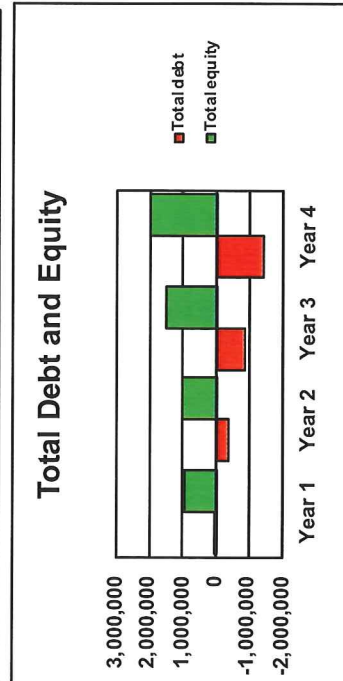
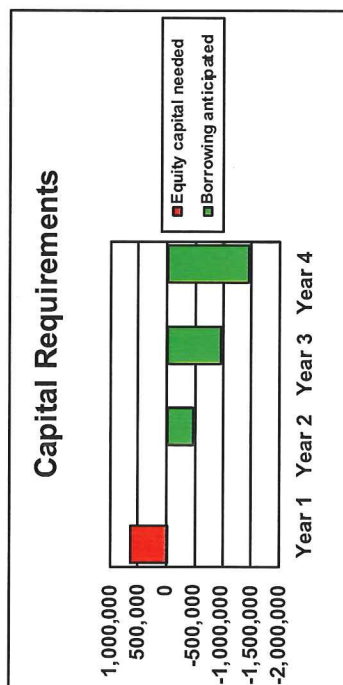
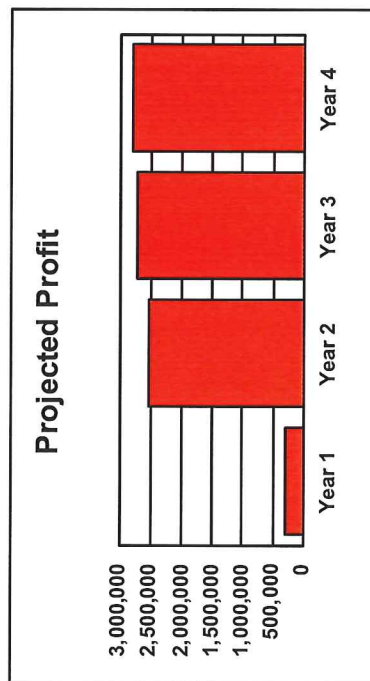
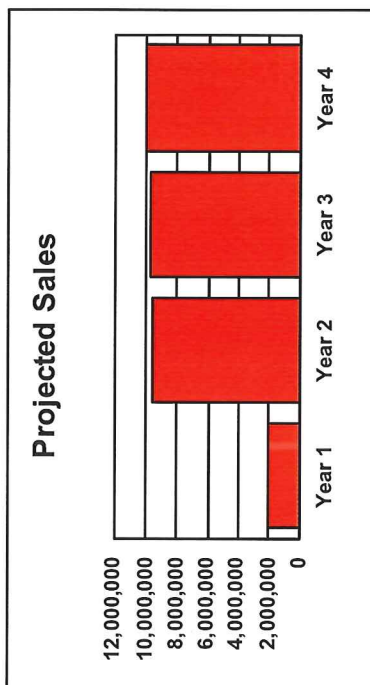
**NHC Lemoore  
PROJECTED BALANCE SHEETS**

	Year 1 Per Sched. A-1	Year 2	Year 3	Year 4
Cash (per Cash Flow)	713,330.74	260,820.93	244,980.93	229,140.93
Accounts receivable	0.00	-	-	-
Inventory	310,430.35	367,029.49	378,040.37	389,381.58
<b>Total Current Assets</b>	<u>1,023,761.09</u>	<u>627,850.42</u>	<u>623,021.30</u>	<u>618,522.51</u>
Office Equipment	-	1,500.00	6,500.00	6,500.00
Tenant Improvements	-	-	-	-
Other depreciable assets	-	-	-	-
Less: accumulated deprec	-	(60.00)	(320.00)	(580.00)
<b>Total Assets</b>	<u>1,023,761.09</u>	<u>629,290.42</u>	<u>629,201.30</u>	<u>624,442.51</u>
Liabilities	71,368.70	73,509.76	75,715.05	77,986.50
<b>Total liabilities</b>	<u>71,368.70</u>	<u>(401,546.14)</u>	<u>(888,648.42)</u>	<u>(1,390,363.77)</u>
Capital Accounts/ Distributions	650,000.46	(1,817,006.04)	(4,048,816.83)	(6,353,746.96)
Retained earnings	-	302,392.39	2,847,842.59	5,566,666.54
at beginning of year	302,392.39	2,545,450.20	2,718,823.95	2,801,886.69
Net profit - current year	952,392.85	1,030,836.55	1,517,849.72	2,014,806.28
Total equity	<u>1,023,761.55</u>	<u>629,290.42</u>	<u>629,201.30</u>	<u>624,442.51</u>
<b>Total liabilities and equity</b>	<u>1,023,761.55</u>	<u>629,290.42</u>	<u>629,201.30</u>	<u>624,442.51</u>



**NHC Lemoore**  
**PROJECTED FINANCIAL STATEMENT RATIOS**

Industry	Year 1	Year 2	Year 3	Year 4
<b>Profitability Ratios</b>				
Gross Profit Margin (if applicable)	53.0%	53.0%	53.0%	53.0%
Net Profit Margin	15.1%	26.8%	27.8%	27.8%
Return on Assets (= ROI)	29.5%	404.5%	432.1%	448.7%
Return on Equity	31.8%	246.9%	179.1%	139.1%
<b>Asset Management Ratios</b>				
Inventory turnover	3.0	12.2	12.2	12.2
<b>Debt Ratios</b>				
Debt to Net Worth (Debt to Equity)	0.1	-0.4	-0.6	-0.7
Debt to Assets	0.1	-0.6	-1.4	-2.2
<b>Liquidity Ratios</b>				
Current Ratio	14.3	8.5	8.2	7.9
Quick Ratio	10.0	3.5	3.2	2.9







**VALLEY  
PURE™**



# Our Mission

- To create a one-of-a-kind customer experience.
- To be ethical and responsible business leaders.
- To play a key roll in the betterment of our community.
- To provide safe access to high-quality products.
- To be effective stewards of our industry.
- To thrive in our host city and become an integral part of its community, promoting existing and new local businesses.



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[t](#)
[in](#)


**1**


Published 3:49 p.m. PT Jan. 5, 2018 | Upd



(Photo: Danielle A Martin)

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Roughly 40 percent of Tulare County voted in favor of Proposition 64 permitting the retail sale and use of

recreational marijuana.

While many towns opposed the idea of making the drug more easily accessible, the small town of Woodlake saw the demand and decided to welcome not just one but two businesses into town.

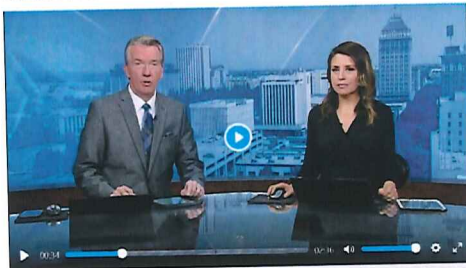


BY LEWIS GRISWOLD  
[lgriswold@fresnobee.com](mailto:lgriswold@fresnobee.com)

May 03, 2018 04:49 PM  
Updated May 03, 2018 04:56 PM

The first store to legally sell recreational marijuana in the central San Joaquin Valley has opened in Woodlake, a town of about 7,700 people east of Visalia in Tulare County.

## Valley's first pot dispensary opens for business



Office DEP  
OfficeMa



Avery Easy Peel Permanent Label Adhesive, 1/2" x 1/2" x 1/2" (1/2" x 1/2" x 1/2")

Office Depot Brand Copy Paper, Laser Size Paper, 500 Sheets Per Ream, Ca

POWER  
A, PTD210  
99

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# Valley Pure In The News



## Our Team

- **Weston Hardin, *District Manager***

With over 15 years of experience in the commercial cannabis industry, Wes is well-respected by his peers and a fixture in the industry. Wes has served as a member of numerous boards, committees and political action groups to advance the positive impact and expansion of the cannabis industry in California. Wes is a United States Air Force Veteran and strives for excellence in every endeavor he undertakes.



## Our Team

- **Tony Caudle**, *District Manager*

Tony has over 15 years of experience in the cannabis industry, having previously owned and operated a cannabis delivery business. Tony is adept in cannabis business administration and marketing, with a passion for the industry, having worked from the ground up establishing lasting relationships with patients, vendors, and businesses alike. During his career, Tony has also worked with multiple city councils and state officials, helping to create new laws and regulations.



## Our Team

- **Thomas Hamon**, *Director of Cultivation*  
*GSFC, LLC*

Thomas has 10 years of experience in cannabis cultivation. Thomas has extensive knowledge of all stages of cannabis growth: clone, vegetative, and flowering. Thomas is also a licensed pest control advisor, and has a private applicator license, issued from the California Department of Agriculture. Thomas has vast knowledge and experience in insect identification, pesticide handling and safety precautions.





## Our Team



- **Kevin Biernacki**, *Operations Manager*  
*GSFC, LLC*

Kevin has 17 years of experience in the cannabis industry. Kevin started deep in the heart of Humboldt County, where he worked on developing industry-wide standards that led to him designing and building one of the most respected and well-known cannabis cultivation centers in Las Vegas, Nevada. With Kevin's desire to expand his knowledge and growth in this ever-expanding market, Kevin has joined our team, bringing him back to his California roots. Kevin has been featured in many industry videos and magazines, including a full-cover feature in both *Marijuana Business Magazine* and *Cannabis Now*.



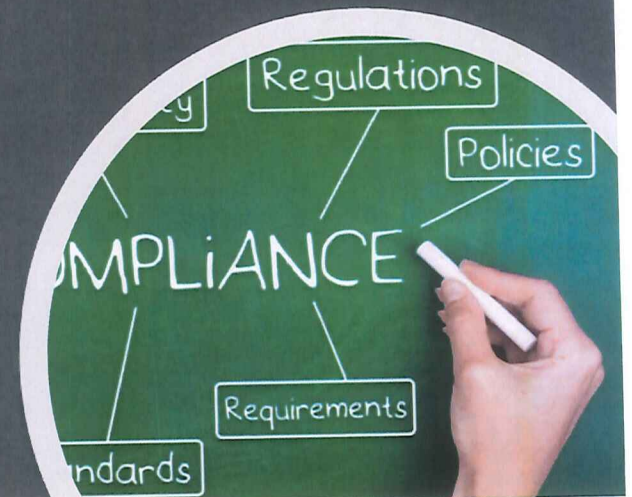
# Why Valley Pure?

- Simply put we care. We care about our customers; we care about our staff; and we care about our community, providing the best and highest quality service and product throughout the Valley.
- Valley Pure is positioned through our strategic partnership with Green Smart Farmer Corp. to provide the greatest value to our customers.
- Through Valley Pure's Community Improvement Program, we are dedicated to leaving our communities better than we found them. Our unique array of philanthropic programs can be tailored to fit every community we serve.



# Valley Pure Means Compliance.

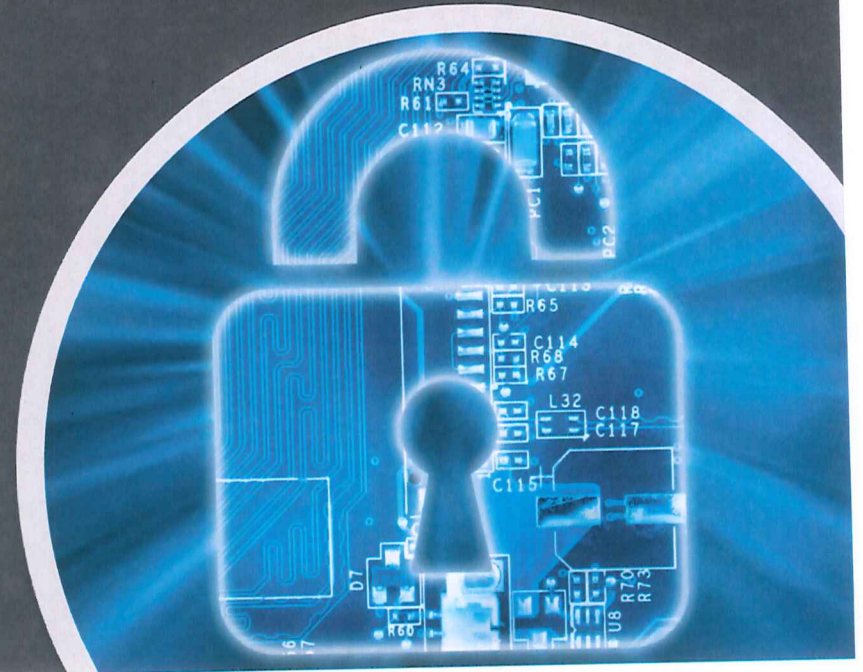
- In this industry, compliance is vital to Valley Pure and its success in the community it represents.
- Through strategic, tested policies and standard operating procedures, Valley Pure has implemented a compliance system to ensure the highest quality product is provided to its customers, at the same time adhering to security, track and trace, and end product delivery procedures that enhance the customer experience and create a level of compliance above and beyond our competitors.
- The Valley Pure management team has been working for years with state and local agencies to create a system that works for all of the legal, legislative and commercial aspects of the cannabis industry.
- Valley Pure takes pride in our vertically integrated system, which allows us unprecedented access to the safest tested and compliant product in the State.
- Valley Pure has implemented quality control and quality assurance testing of all products to earn trust of our customers and the community we serve.





# SECURITY

- At Valley Pure, security and safety are our top priority. We pride ourselves on being a leader in this vital aspect of the commercial cannabis industry.
- We have a proven track record of working with local law enforcement to ensure the safety of our customers, staff and community, promoting lasting relationships and the betterment of the community.
- Our industry leading security policies and procedures ensure safety at an unparalleled level, in full compliance with State and local rules and regulations.





## Community Outreach

- At Valley Pure, we believe we are only as good as the communities we serve. Community outreach and betterment are the pillars of our service.
- Working with community leaders, we have developed philanthropic programs targeting and fulfilling specific community needs.
- From the formation of scholarships, contributions to sports program, Veteran assistance or providing backpacks with school supplies to those in need, Valley Pure strives to give back to the community.
- Valley Pure supports and promotes existing local businesses, and actively seeks to attract new business to the communities it serves.
- Valley Pure seeks to rejuvenate blighted areas within the community, promoting growth, rebuilding and revitalization of downtown areas and community centers.





# Community Benefits

- Repair of Fire Damage to Train Depot Building
- Remodeling of Train Depot Building (Estimated Costs of \$300,000)
- Annual High School Senior Scholarships
- Annual Backpack Drive Program
- Downtown Revitalization
- Local Business Support and Promotion
- Local Hiring Preference





# Our Partners

## Green Smart Farmer Corporation

Located in Woodlake, California, Green Smart Farmer Corp. has positioned itself as an industry leader. Our 75,600 sq. ft. facility is a fully vertical integrated model providing the best in organic products of every variety. Our partnership with this cultivation/manufacturing and distribution powerhouse provides Valley Pure with direct access to the highest quality and safest products in the State, providing an extreme value to the consumer.







## Central Coast Wellness, LLC

Located in beautiful Ben Lomond, California,  
Central Coast Wellness is also owned by United Property Interests Corp.  
and is also a part of the Valley Pure Family.





- Unparalleled Customer Experience.
- Designed for an excellent customer experience, efficiency, and comfortability.
- State-of-the-art security and safety.
- A one of a kind retail space and experience.
- Working with the City and community of Woodlake, Valley Pure Woodlake has become our flagship dispensary and training ground for statewide expansion.

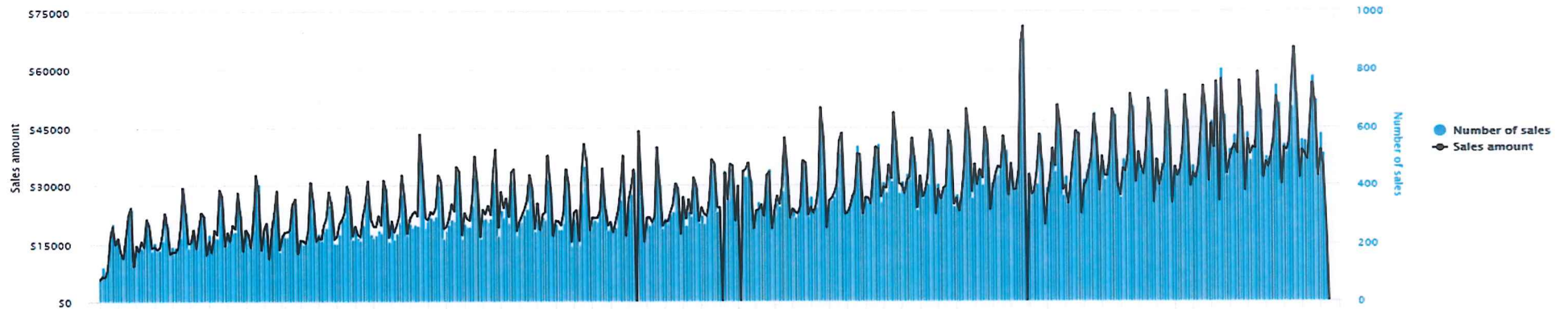
## VALLEY PURE WOODLAKE



# Valley Pure Woodlake, Sales to Date

Register: All Register ▾ Shelf: All Shelves ▾ Payment Method: All Payment Meth ▾ Customer Type: All Customer Type ▾ Order Type: All Order Type ▾ Order Source: All Order Source ▾ From - To: 04/30/2018 12:00 am - 08/15/2019 11:59 pm
 Search Reset Export

Sales By Date Range



	Total		Total		Total
Total Orders	175359	Gross Refunds ?	\$9,646.11	Custom Item Discounts	\$10,210.93
Average Order Total	\$76.32	Net Sales ?	\$11,761,154.25	Custom Cart Discounts	\$53,368.77
Total Sales ?	\$13,383,501.50	Unpaid Balance	\$420.73	Mark As Free	\$8.73
Gross Sales ?	\$11,770,800.36	Discounts Presets	\$52,642.22	Store Credit Used	\$45,628.74

	State	County	City	Total
Sales non-MMJ Tax ?	\$10,651.01	\$0.36	\$167.32	\$10,818.69
Sales MMJ Tax ?	\$1,018,110.46	\$0.76	\$2.77	\$1,018,114.00
Local MMJ Tax ?	\$4.27	\$0.00	\$582,309.49	\$582,158.09
Total Tax	\$1,028,765.74	\$1.12	\$582,479.58	\$1,611,246.44



**VALLEY  
PURE™**

*"If everyone is moving  
forward together, then  
success takes care of itself."  
-Henry Ford*





**SERRUYA PRIVATE EQUITY**

**CANNABIS  
INVESTMENTS**



## SERRUYA PRIVATE EQUITY INC.

Serruya Private Equity Inc. (SPE) is a global power-house private equity firm with transformative investments and over 4000 retail concepts worldwide. Proven collaborative strategies in business development and management leverage SPE's existing operational and financial resources.

SPE is also a leading force in the cannabis industry as an early investor of one of the country's largest cannabis producers, Aphria, Inc. and as well as a large shareholder of Liberty Health Sciences and Verano.

At SPE, the goal is to execute with a long-term vision and capitalize on the substantial opportunities that lay ahead across a broad range of industries.



# **SERRUYA PRIVATE EQUITY INC.**

## **Cannabis Investments -**

Verano Holdings  
Sol Global Investments Corp.  
Liberty Health Sciences Inc.  
Aphria, Inc.

F/ELD Extracts  
Honey Vape  
DomPen

Biscotti  
Big Pete's  
Plus

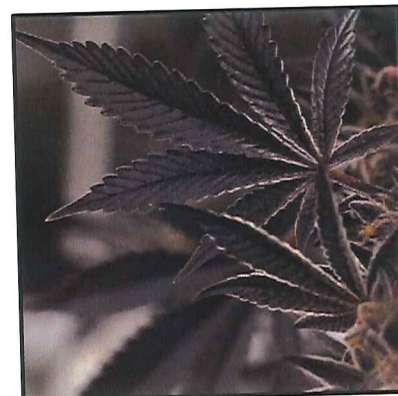
True Humboldt  
Northern Emeralds  
Old Pal  
Papa's Herb

DNA Genetics





Verano Holdings, Inc. is a national, vertically integrated operator of licensed cannabis cultivation, manufacturing and retail facilities dedicated to improving lives by providing safe access to effective pesticide-free cannabis products that profoundly impact the communities it serves. Verano develops and produces a well-rounded suite of limited edition, fashion-forward cannabis products, which offer superior medicinal therapies and inspirational product options. It designs, builds and operates unique Zen Leaf™ branded dispensary environments that ensure an exceptional shopping experience with unparalleled customer service and satisfaction in both medical and adult-use markets.







SOL Global (formerly Scythian Biosciences Corp.) is an international cannabis company with a focus on opportunities in legalized U.S. states. Its strategic investments and partnerships across cultivation, distribution and retail complement the company's R&D program with the University of Miami. This comprehensive approach positions SOL as a future frontrunner in the United States medical cannabis industry.



### University of Miami

SOL Investments has partnered with the University of Miami and its neuroscientific team to conduct pre-clinical and clinical trials of the impact of CBD on sport concussions.



### 3 Boys Farms

3 Boys Farms is an established Florida based medical cannabis company with innovative, state-of-the-art facilities and a license to operate as a Medical Cannabis Treatment Center.



### PRØHBTD

PRØHBTD is a media platform built exclusively to create, develop and market cannabis brands to global audiences.



**liberty health  
sciences**

With origins in a highly-regulated cannabis market like Canada, Liberty brings expertise and progressive approaches to cannabis products for customers in the United States.

In 2018, Liberty Health Sciences scored the highest Good Manufacturing Practice (GMP) audit score of all Florida dispensaries. We believe it's more important to exceed expectations, rather than simply settling for "good enough."

This philosophical approach permeates through our greenhouse and product standards as well as our desire to provide our customers with the greatest experience – and cannabis product – imaginable.

Through our diverse collection of pharmaceutical-grade cannabis products, we aim to improve our customers' quality of life and help them discover new found freedom.

### our brands



*Mary's*  
MEDICINALS™

a better experience  
**incredibles**  
Coming Soon

*Solei*  
Coming Soon

**RIFF**



**liberty health sciences**

Cannabis Education Center

Innovating cannabis care today... for better tomorrows.

Strategically-located in numerous locations in Florida, our Liberty Health Sciences Cannabis Education Centers offer best-in-class medical cannabis and patient care. We go above and beyond industry standards to ensure that your medical cannabis is clean, safe and pure.

Every patient's situation is unique, which is why we provide a diverse assortment of products carefully selected to help everyone lead a better quality of life. Our Patient Care Team is thoroughly educated on medical cannabis, and are committed to providing guidance and continued support throughout the entire patient experience.







Aphria, Inc. is one of the largest cannabis companies in the world and is a Health Canada Licensed Producer of medical cannabis products. Our quality medical cannabis is 100% greenhouse grown.

Seed-to-Sale Certified; from the day we started growing and producing medical cannabis products, Aphria has adopted a strict quality management program which includes 509 steps. In fact, most of the quality processes we put into place were adopted from the highly restricted and regulated pharmaceutical industry and go above and beyond cannabis industry regulations mandated by Health Canada.





Located in Leamington, Ontario, our facility sets the gold standard for the cannabis industry. Our greenhouse is powered by sunlight to provide optimal and natural growing conditions. From water sampling and nutrient profiling to integrated pest management systems and in-depth record keeping, we track and control every step of the growing process. We rely on biological controls – not unauthorized chemical pesticides – to ensure that optimal growing conditions are maintained.

Every cannabis product we produce undergoes extensive testing by our experienced in-house scientists and third-party laboratories test for potency levels as well as impurities. Our products are packaged and shipped, but only once they are certified and each lot is assigned a unique number to ensure full traceability.





# F/ELD

E X T R A C T S

F/ELD is a Los Angeles-based cannabis brand focused on the "ultra premium" portion of the cannabis market. F/ELD focuses on upper tier customers who demand quality above all else.

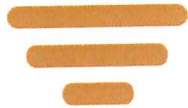
F/ELD partners with cannabis cultivators and extracts fine blends of cannabinoids and terpenes from plant material using cold water, pressure, and solvents.

World renowned for producing the most sought after cannabis products, F/ELD has been winning awards since its inception. Its reputation as a connoisseur brand continues to grow. Led by a team with a combined 30+ years of experience in the cannabis industry, F/ELD is primed to be a market leader.





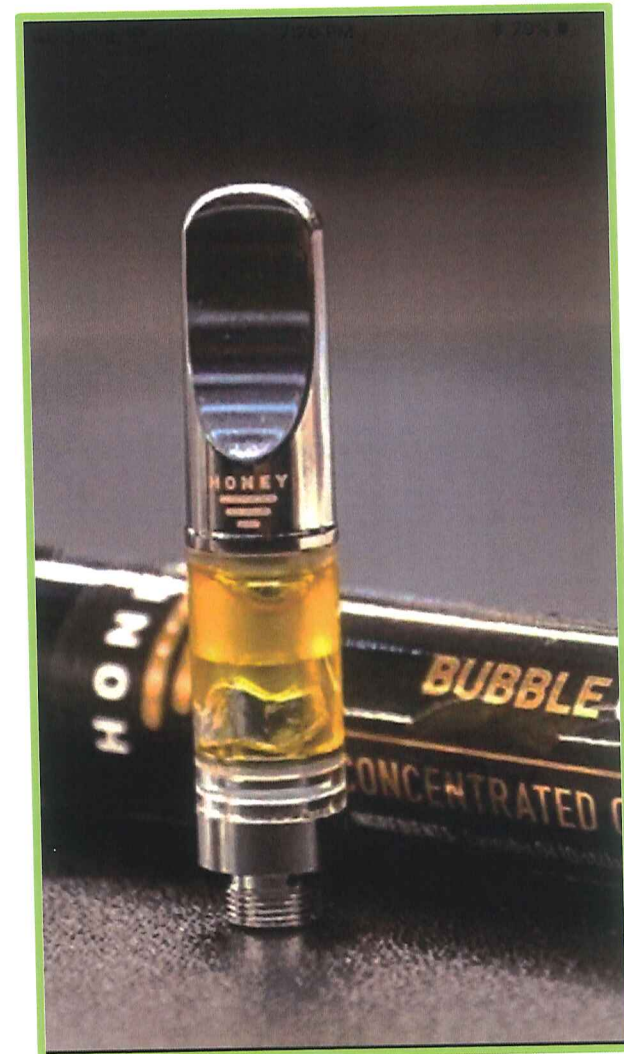
# HONEY®



HONEY® is a California state licensed adult use and medicinal cannabis company offering the best tasting, smoothest and most authentic flower like experience. Evolving from the first vertically integrated collective in Los Angeles, HONEY® revolutionized the industry as the first distillate vape cartridge.

HONEY® is easily recognized by its thick, golden/honey color, and sweet, warm taste crafted by our artisans. The unique, potent blend features the most complex and highest count of phytochemicals working together as an ensemble, delivering upon the true intent of the natural cannabis plant.

Only HONEY® has 100% of its flower collected from Humboldt family farmers. HONEY® products include THC and CBD vape cartridges, disposable pens, and capsules through legal dispensaries and delivery services throughout the Golden State. HONEY® is currently expanding the brand's distribution infrastructure and manufacturing assets globally.

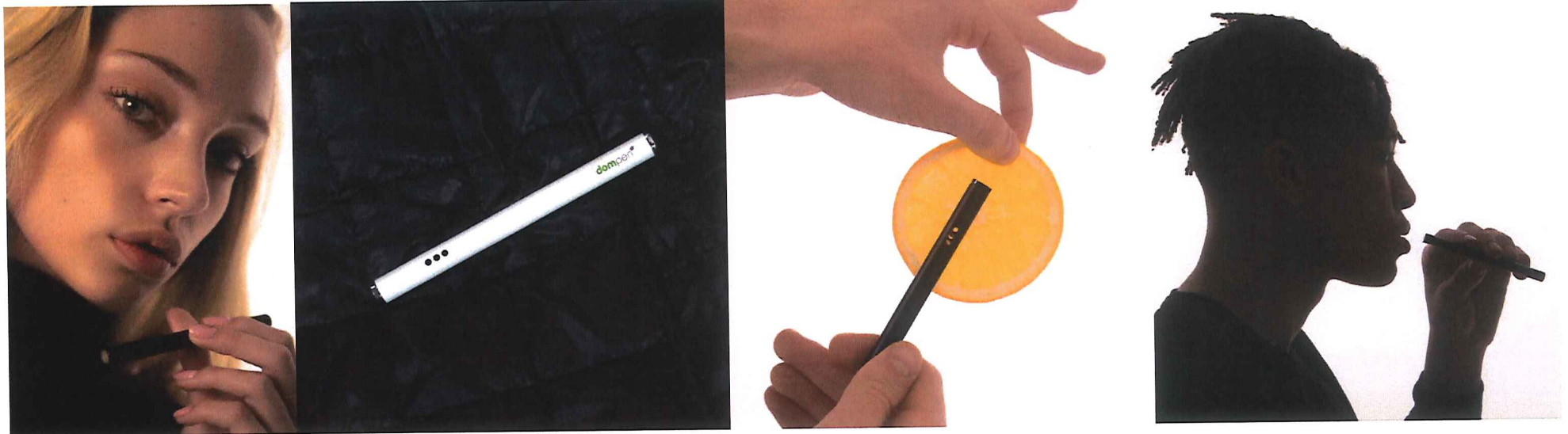




DomPen was founded on the idea that cannabis should be simple: to consume and understand. Vaping provides an immediate, easy-to-dose effect. Unlike conventional vape pen brands, DomPen strives to create the most consistent, flavorful, and user friendly vape products on the market.

Since its launch in 2016, DomPen has continuously expanded internally with new products and a seasoned team, as well as externally, having built lasting relationships with over 150 licensed retailers throughout California.

DomPen continues to release innovative cannabis products and brands, with a focus on new cannabinoids and customized vaporization hardware. Leveraging its multifaceted manufacturing and distribution capabilities, DomPen is expanding in both California and new jurisdictions.



# Biscotti



BORN IN ITALY

Biscotti is an Italian craft cannabis brand producing high-quality and expertly crafted products that push the boundaries of traditional cannabis brands.

## Products

Biscotti specializes in producing hash, one of the oldest cannabis extracts in the world, best known for its purity, flavour and powerful high. Biscotti currently offers high-quality and expertly crafted hash concentrates and hash infused prerolls.

## Process

Biscotti integrates traditional hash making techniques with advanced technology to produce high-potency and terpene rich cannabis products, without the use of chemicals. To ensure the purest products, Biscotti uses only water and ice in its extraction process.

## Craftsmanship

Each product is made with the quality and attention to detail for which Italian craftsmanship has been known for decades – handcrafted, glass jarred, and wax sealed to preserve the premium quality and flavour.



MADE IN CALIFORNIA





## Cookies That Treat You Right

A homegrown business operating in California since 2009, Big Pete's Treats established their presence on dispensary shelves very early, building a loyal customer base with enough demand to get their cannabis-infused baked goods on sale in over 200 retail locations. As one of the few edibles companies able to successfully navigate newly imposed state regulations for the adult-use marketplace without any interruption in availability, Big Pete's Treats smoothly transitioned into 2018, further solidifying this brand's trusted reputation for quality and consistency.

Using cannabis-infused butter as the active ingredient in five different classic cookie varieties ensures that consumers receive the same comforting effects every time they choose Big Pete's Treats.

Family-owned and operated by Pete Feurtado, his son Pete Jr. and daughter Katie, this brand is positioned to continue to grow and thrive in the legal market for cannabis-infused edibles.



# PLUS<sup>™</sup>

At PLUS<sup>™</sup>, our edibles are made from scratch using only carefully sourced high-quality extracts and kosher ingredients. The result? A consistent cannabis experience that is doseable and delicious.

Producing the best infused products at scale requires thoughtful collaboration among experts in many fields. At PLUS<sup>™</sup>, our team is comprised of Michelin-star chefs, Ivy League Chemists, Food Manufacturing Experts, Engineers, Machinists, Visionaries, Creatives and Strategists.





From the Earth to the World.

As the first fully-realized global cannabis brand, **HAOMA** is a way of life. It is an affirmation of all that is good, a symbol of abundance and beauty, inclusivity and communion. It is from the earth, for the world.

In concert with the roll out of the **HAOMA** holistic skincare line, we plan to further develop through printed material, a quarterly journal, various apparel & soft goods, original music, artistic collaborations, and branded product – setting the stage for what is to come.



HAOMA OFFERINGS

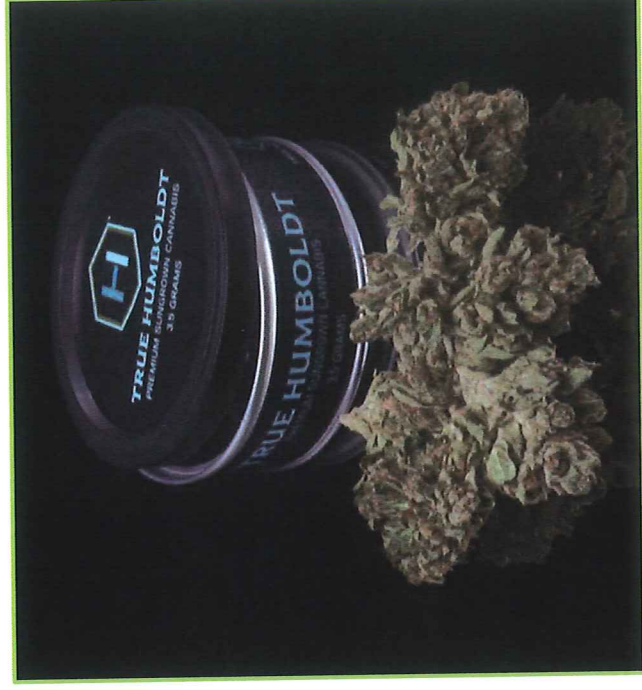




TRUE HUMBOLDT

**True Humboldt** - Sustainably cultivated on small farms in Humboldt County, our brand is supported by over 200 farmers. All of our products are tested for Pesticides, Microbiologicals, Terpenes and Potency to ensure that only clean, safe medicine reaches patients.

Whether you're a dispensary looking to produce your own branded product or an extractor looking for bulk, lab tested Trim and B Buds, True Humboldt has you covered.





NORTHERN EMERALDS

**Northern Emeralds** - The idea is to grow the best possible version of the plant to serve the intent of the seed and to cultivate the highest quality cannabis achievable. An every-evolving, innovative methodology – carried out by a smart, thoughtful, passionate collective of farmers and craftspeople – serves this idea.

Drawing from a rich history and deep knowledge, driven by a tireless curiosity and work ethic, Northern Emerald grows the best cannabis in California.





**Old Pal** - Old Pal is a lifestyle cannabis company focused on the value-oriented segment of the market. Through strategic partnerships within the trade, the brand has secured high quality, dependable production and distribution. With the incorporation of culture-focused design and marketing, Old Pal has defined a much-needed new space within the industry; a space curating an accessible lifestyle beyond stoner culture.





# PAPA'S HERB

**Papa's Herb** – Papa's got his stash and it's dank. It's what everyone is smokin' these days. It's Papa's Herb. An easy-going brand of bud that's easy on the wallet as well. We're not talking that high-fashion, hoity-toity stuff that's over-hyped and over-priced. With Papa's Herb, you're getting that everyday weed that you can share with friends and go back to every time. Papa's always going to treat you right.



Slide Lighter



Grinder

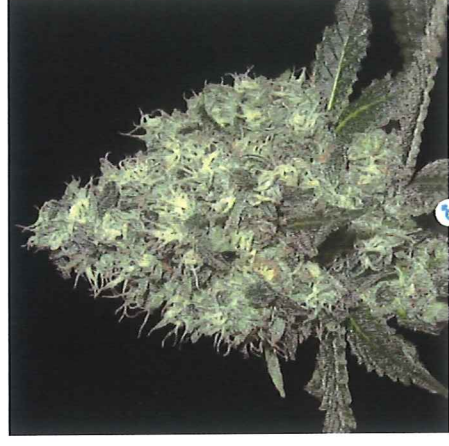
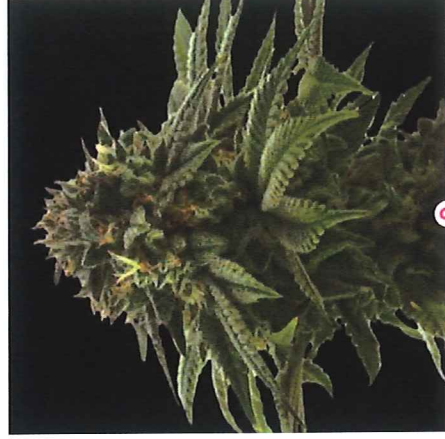
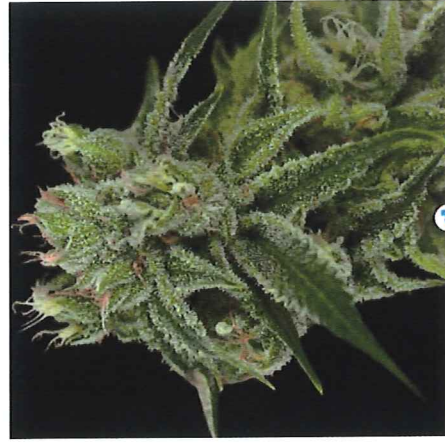


Branded pipe





**DNA Genetics** - perhaps one of the most well known and regarded cannabis brands in the world was established over thirteen years ago in Amsterdam. At the time it was the only market that provided a place for legal and commercial cannabis activity. During this period DNA Genetics were able to develop their brand as well as influence the global market, developing high quality seeds directly from California to the then only legal market in the world. While spending more than a decade building the brand for the European market, DNA simultaneously developed strategic partnerships throughout the world, entering each market as laws changed allowing for legal cannabis enterprises. DNA Genetics intentions have not changed from the moment the company was created and will continue to provide and supply the highest quality cannabis seeds for the medicinal and recreational markets.







 INTERNATIONAL  
FRANCHISE INC.

FOOD & BEVERAGE  
HOSPITALITY BRANDS





Seeded in 1986 with the opening of the very first Yogen Früz store, in Toronto Canada, International Franchise Inc. (IFI) has since become one of the most significant global players in the frozen dessert category, steadily creating franchise opportunities worldwide. Our focus is truly global with a portfolio of established brands in North America, Asia and South America. While continuing the growth in these markets, we constantly seek opportunities to expand.

We research, analyse and watch trends to identify high potential brands that align to a franchise model.

We provide the ingredients for success: research & development, product innovation, operations, training and merchandising. Working closely with our partners, we build businesses based on a disciplined brand standards approach with the flexibility to customize, for local market needs.

International Franchise Inc. is headquartered in Markham, Ontario, Canada.

# BRANDS

yogen früz

pinkberry®

SWENSEN'S®

SWEET JE<sup>+</sup>US™

Yogurtlys  
froyo

SU & BU™

yeh!



# yogen früz.



In 1986, two young brothers opened a revolutionary frozen yogurt retail concept in Toronto, Canada. It was a modest effort; a small store with an extraordinary product and a great design. A new concept was developed that offered customers a healthier snack experience unlike any they had tasted before. The core business is premium yogurt made with milk and individually frozen, vine-ripened fruit. With no preservatives and no artificial flavours, customers fell in lüv!

A strong following pursued and so did tremendous success. Today, Yogen Früz® is a world leader in the frozen snacks category.

Year established: 1986

Number of franchises: 1,374 locations

Number of countries: over 25

Website: [www.yogenfruz.com](http://www.yogenfruz.com)





Pinkberry® opened its first location in West Hollywood, California in 2005 and since then, it has become the most talked about, best-tasting frozen yogurt around. Soon, it became a California staple and a celebrity favourite.

Pinkberry International was purchased in 2015 and is well known for high-quality and fresh ingredients.

Pinkberry® is the original tart frozen yogurt with a one-of-a-kind taste that is truly unique to the brand.

Year established: 2005

Number of franchises: 310 locations

Number of countries: over 22

Website: [www.pinkberryworld.com](http://www.pinkberryworld.com)



"Ice cream is my life." – Earle Swensen

In 1948, Earle Swensen opened his first Ice Cream Shoppe in San Francisco and has since become a legacy in the world of ice cream. More than 70 years and over 300 flavours later, Earle would be proud of the international recognition Swensen's® continues to enjoy. The Swensen's® name is synonymous with extraordinary signature ice cream flavours, unique local specialties and the Ultimate Sundae Experience!

Today, there are over 380 Swensen's® outlets worldwide, including Asia, the Middle East and the United States. From full service, old-fashioned dine-in restaurants to counter-service kiosks, Swensen's® offers a range of sweet opportunities.

Year established: 1948

Number of franchises: Over 380 locations

Number of countries: Over 12

Website: [www.swensens.com](http://www.swensens.com)





# SWEET JESUS™



Sweet Jesus™ started with the idea that a dessert bar could be more than your everyday scoop of vanilla. That idea was taken to a whole other level, elevating the ice cream experience with hand-crafted, pimped out soft serve and amazing sweet treats.

Born out of a shared passion for injecting creativity into kitchens, a group of talented chefs experimented with desserts in the back of an established restaurant. Their creations quickly drew all sorts of attention, which led to the opening of their own distinct and dedicated space.

In September 2015, Sweet Jesus™ opened its first location and has since made it a mission to apply out-of-the-box creativity to desserts.

Year established: 2015

Number of franchises: 19 locations

Number of countries: 3

Website: [www.sweetjesusicecream.com](http://www.sweetjesusicecream.com)





Yogurtys® is proudly Canadian. Since our early roots, our mission is to bring customers, the best possible frozen yogurt, using premium ingredients, with the most amazing variety of flavours and toppings.

This is the age of customization and our self-serve stores allow customers to choose what they like and how they like it. That's the core experience.

The Yogurtys® concept allows customers to create their own frozen yogurt masterpieces, in an energetic, and whimsical shop environment.

Year established: 2010

Number of franchises: 20 locations in Canada

Website: [www.yogurtys.com](http://www.yogurtys.com)

# SU&BU™



SU&BU™ debuted in 2016 at the Canadian National Exhibition with huge success. Two months after the debut, SU&BU™ opened its first location in downtown Toronto serving up fusion creations inspired by Japanese, Mexican and Hawaiian cuisines.

Since opening, SU&BU™ has been franchising across Ontario with its edgy and captivating style. A totally innovative menu and attention-grabbing taglines make SU&BU™ one of the newest and most exciting franchise options in the market.

You're invited to — "Roll a fatty at SU&BU™".

Year established: 2016

Number of franchises: 5 locations in Canada

Website: [www.suandbu.com](http://www.suandbu.com)





Started in 2008, Yeh! Frozen yogurt & café® is Canada's first self-serve frozen yogurt concept. Customers enter a welcoming, urban environment of homemade yogurts and a wide assortment of toppings.

Customers are delighted by an ever evolving range of self-serve frozen yogurt and ice cream plus a variety of hot and cold selections including crêpes, waffles, shakes and specialty coffees.

Yeh! is a lifestyle brand built on three distinct beliefs:

- Fresh Ingredients
- Joyful Living
- Creative Thinking

Year established: 2008

Number of franchises: 10 locations in Canada

Website: [www.yehyogurt.com](http://www.yehyogurt.com)





FRANCHISE OPERATIONS BY GFG MANAGEMENT LLC

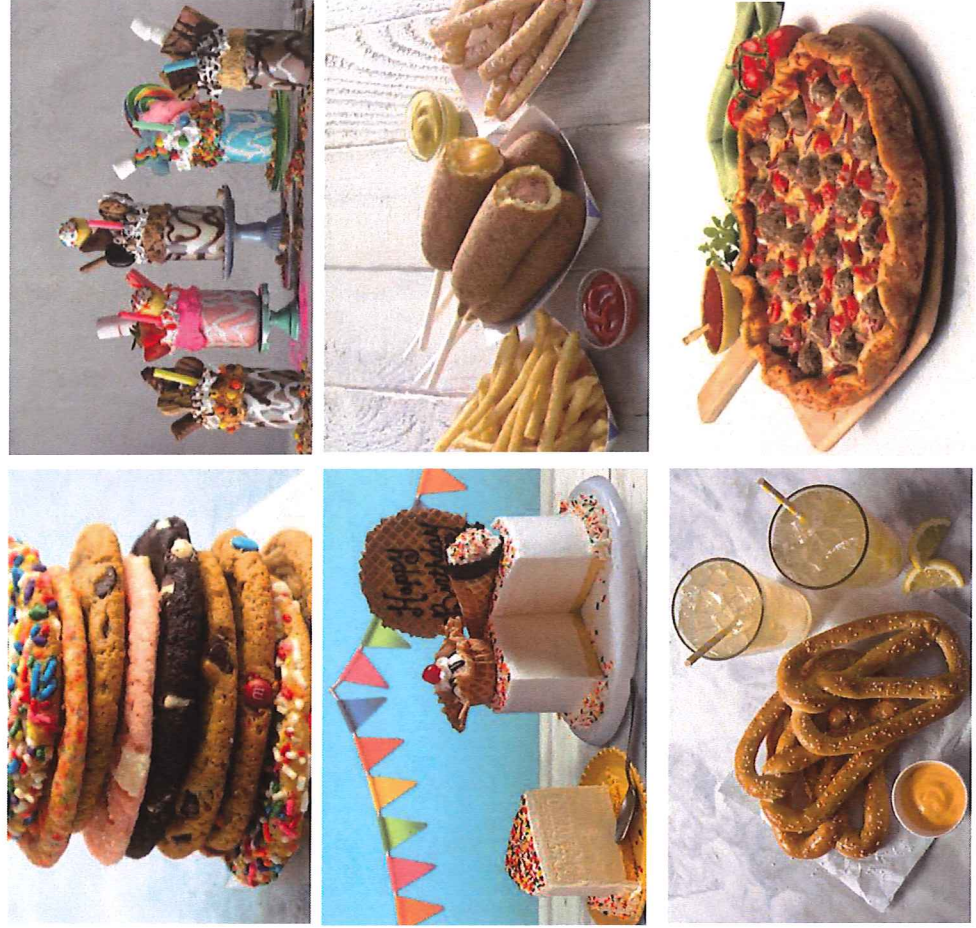


Global Franchise Group (GFG), LLC is a strategic brand management company with a focus on franchising. The company owns a portfolio of franchise brands that includes six primary quick service restaurant (QSR) concepts.

Great American Cookies®  
 Marble Slab Creamery®  
 Maggie Moo's Ice Cream & Treatery®  
 Hot Dog on a Stick®  
 Pretzelmaker®  
 Round Table Pizza®

We will empower the world's most successful franchise network by inspiring our people, thrilling our customers and enriching our investors.

Year established: 2010  
 Number of franchises: 1500+ locations  
 Number of countries: 16  
 Website: [www.globalfranchise.com](http://www.globalfranchise.com)



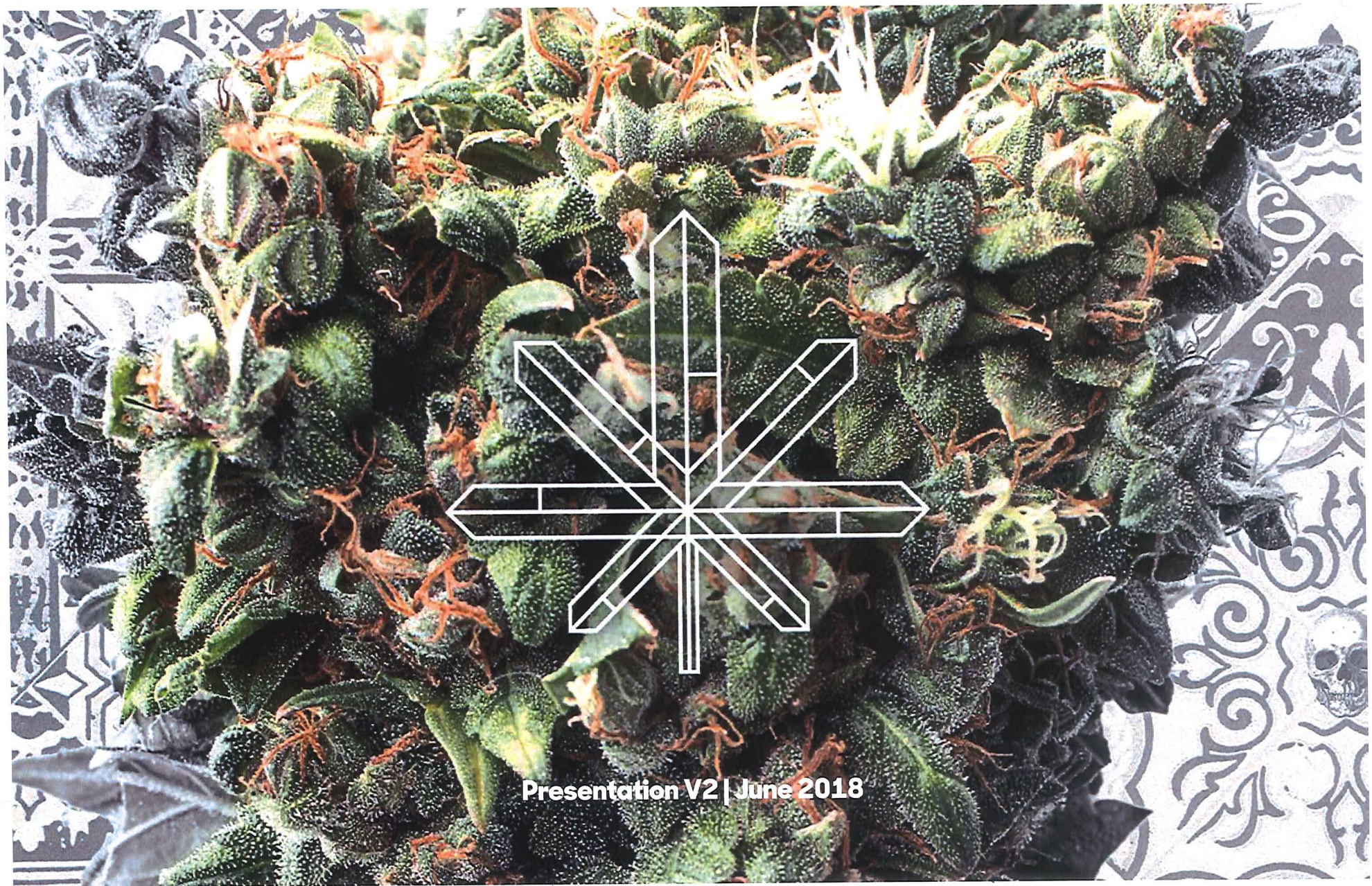


**CANNABIS  
INVESTMENTS**



**FOOD & BEVERAGE  
HOSPITALITY BRANDS**



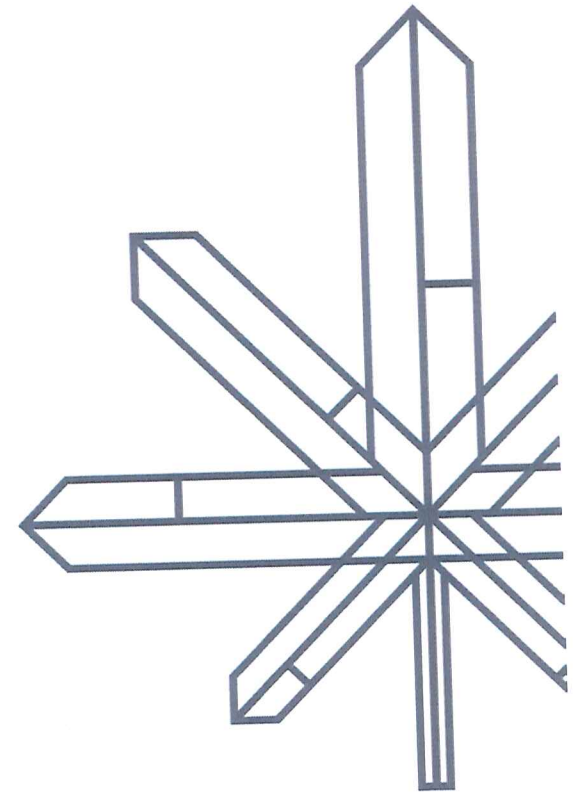


Presentation V2 | June 2018



# LET'S BE BUDS

One Plant is a new one-stop, not-a-head-shop for the cannabis connoisseur, curious first-timer and those seeking medical relief. We offer a broad selection of the highest quality cannabis, including flowers, edibles, topicals, and concentrates. All products are batch-tested for purity and curated with the modern consumer in mind. Our friendly and knowledgeable Cannabaristas are there to assist with all your needs, encourage conversation and invite questions.



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# A HIGHER QUALITY

This is a modern retail boutique featuring a fashion line, private label packaging and merchandising. This isn't your black light, Cheeto dust stoner experience. One Plant provides a comfortable and safe opportunity to explore and inquire about the highest, batch-tested cannabis products and accessories available in the market. You will feel as comfortable here as you would in an artisanal tea shop. Whether you are a recreational consumer or looking for medical relief our expert staff is comprised of knowledgeable compassionate Cannabaristas are equipped to answer all your questions in a comfortable and safe environment. We are committed to empowering consumers with the knowledge and access to what works best for them, be it recreationally or medicinally.



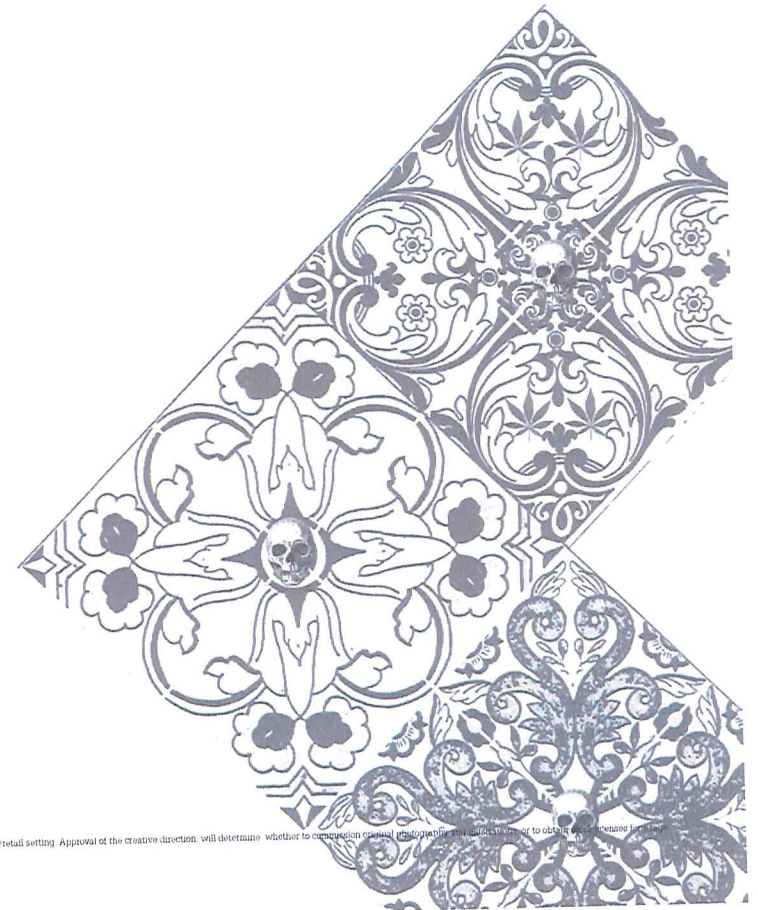
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# LET'S GROW SUCCESS

- The exterior must nod to the category in a subtle way, while being respectful of the area. If you're in the know, you know.
- Clean, modern and contemporary with an earthtone palette.
- Calming graphics meant to feel welcoming and safe for all.
- Stand for the freshest, finest products. You can't get mediocre here. Unique selection, best of the best.
- Create powerful strike zones to lead the customers through the experience.
- Deliver a branded kit of parts for scalability.
- Create memorable, private label packaging and products. Be the go-to destination.
- A balance of masculine and feminine, modern with timeless fashionable appeal.
- Lighting should be dramatic and used to highlight product and feature areas.
- Create an everyday, broad appeal for men and women, this is a one-stop shop.
- Create areas for brands to promote their product for a possible fee.
- Premium price = every touch point is important, right down to the packaging and merchandise.



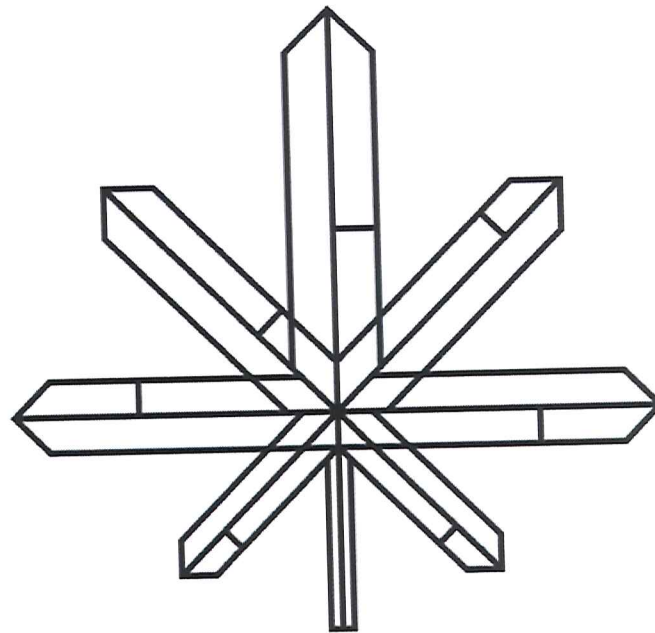
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jump

One  
Plant

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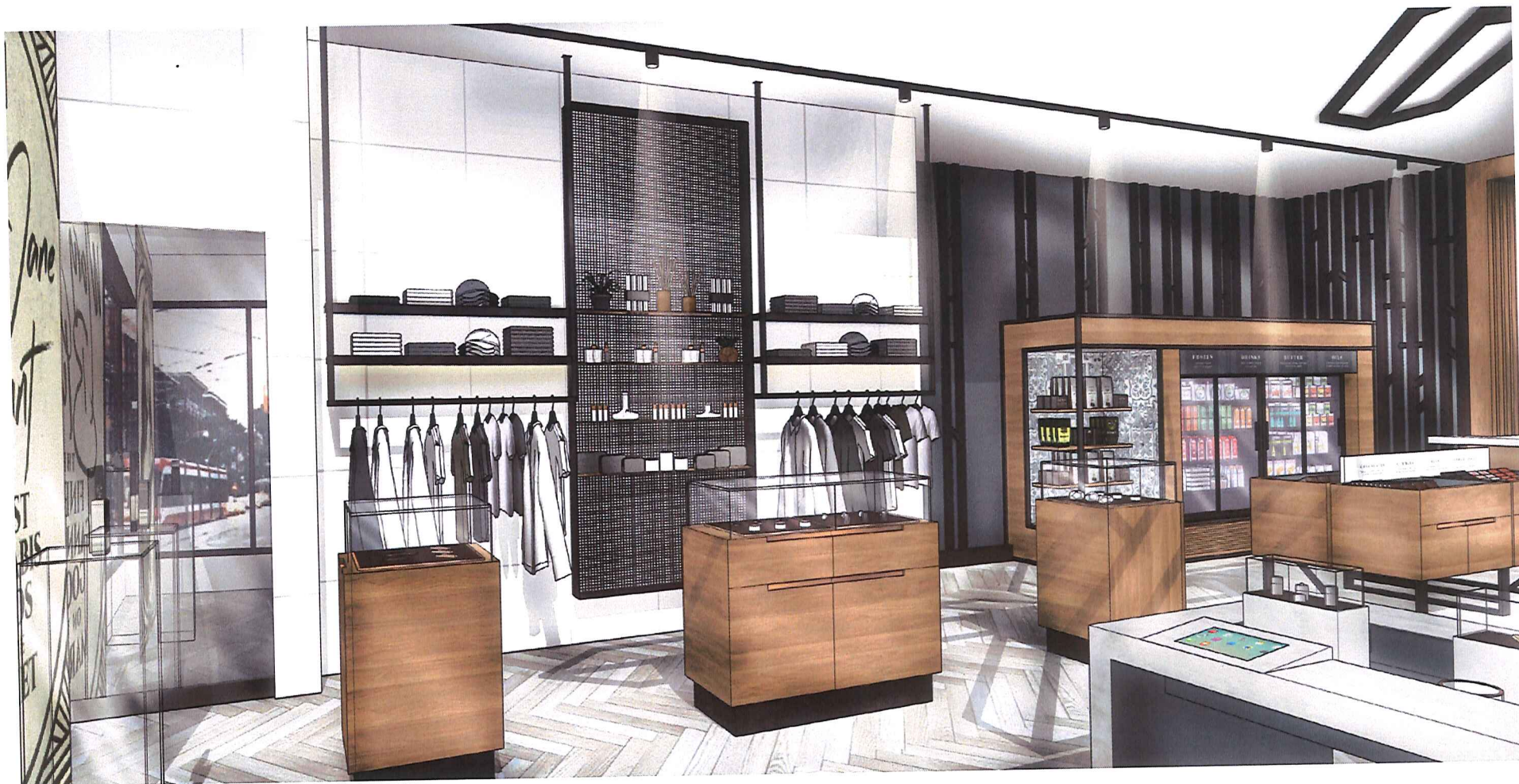


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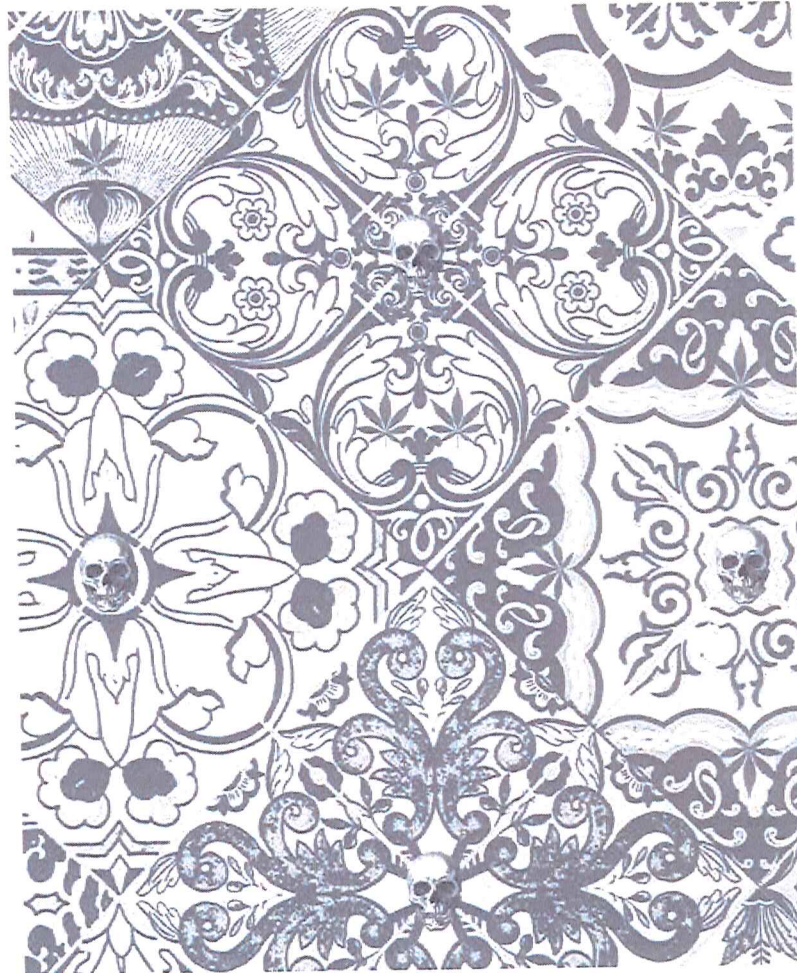


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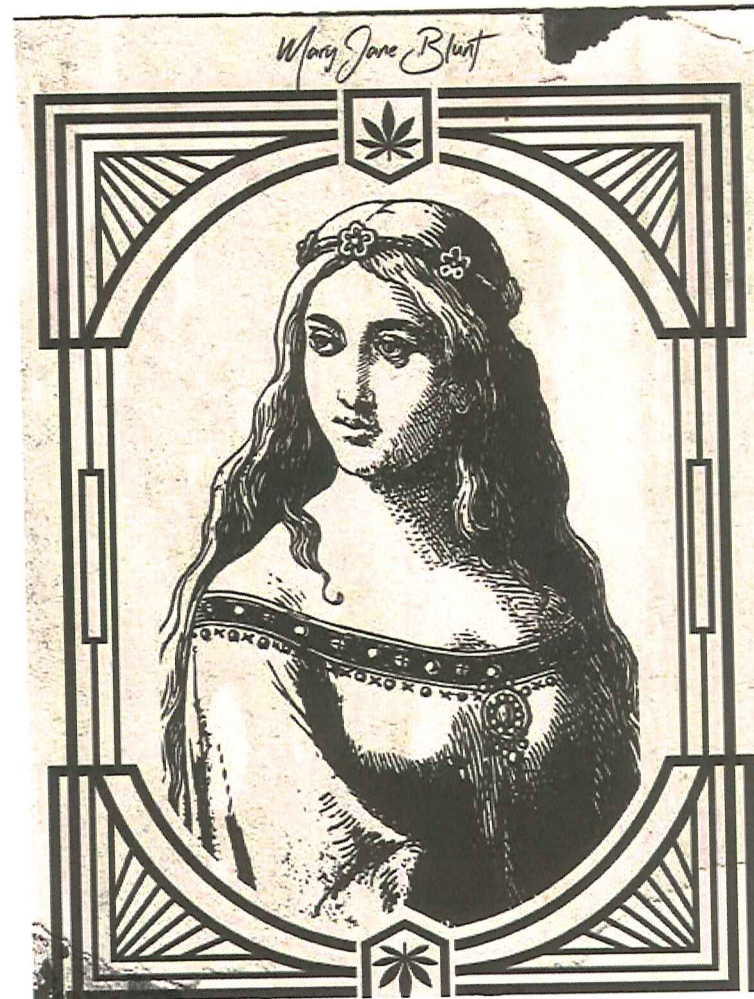




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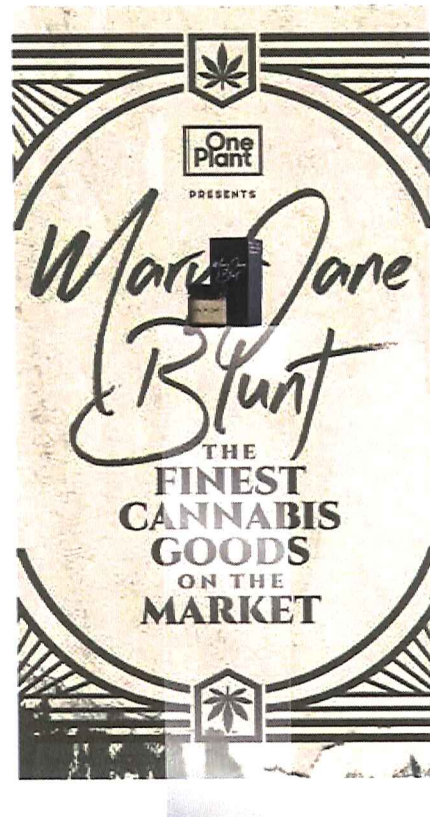
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One  
Plant

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## WINDOW DISPLAY - EXAMPLE OF BRAND TAKEOVER



Window display backdrop



Window display can change from private label to brand takeover for possible fee to brands who want to promote their product or seasonal marketing

Product displayed on plexiglass pedestal, internally lit, lighting colour can change with brand



## BENEFITS AND ADVERTISING OPPORTUNITY

# Indica vs Sativa

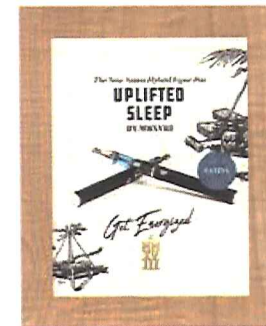
Indica strains are mellow and sedating, perfect for binge-watching shows or putting on your favourite playlist and unwinding after a long day. Sativas provide a more invigorating effect that pairs perfectly with physical activity, getting together with friends, and putting your creative juices in motion.

## INDICA

Great for sleep  
Relaxes your body and mind  
Motivation and focus  
Increases appetite  
Decreases nausea

## SATIVA

Perfect for daytime  
Increases focus and creativity  
Reduces anxiety and depression  
Increases happiness  
Helps with chronic pain



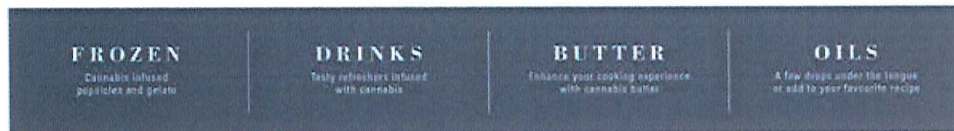
Ad space - promote private label or sell ad space to other brands sold in store



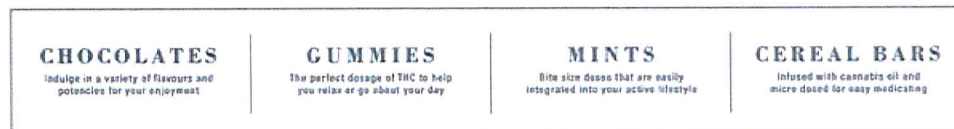
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## CATEGORY AND PRICE ITEM

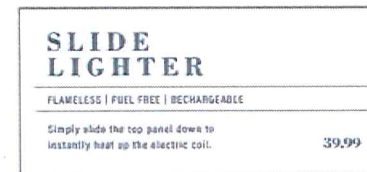
### Fridge category



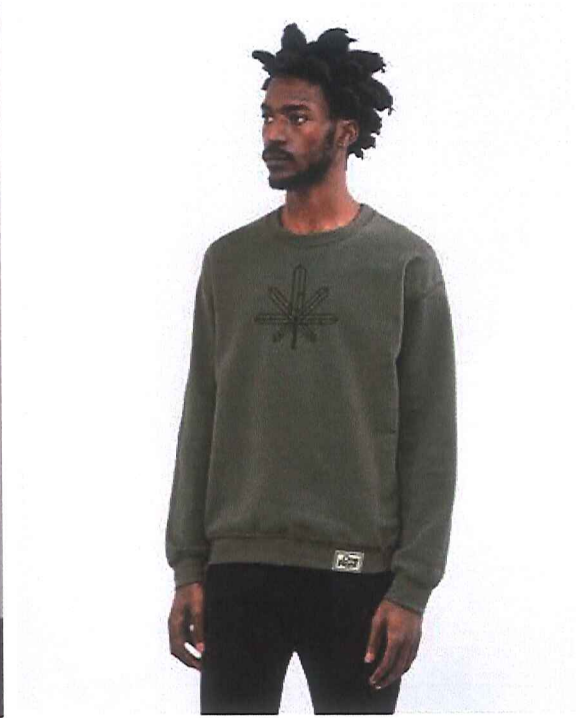
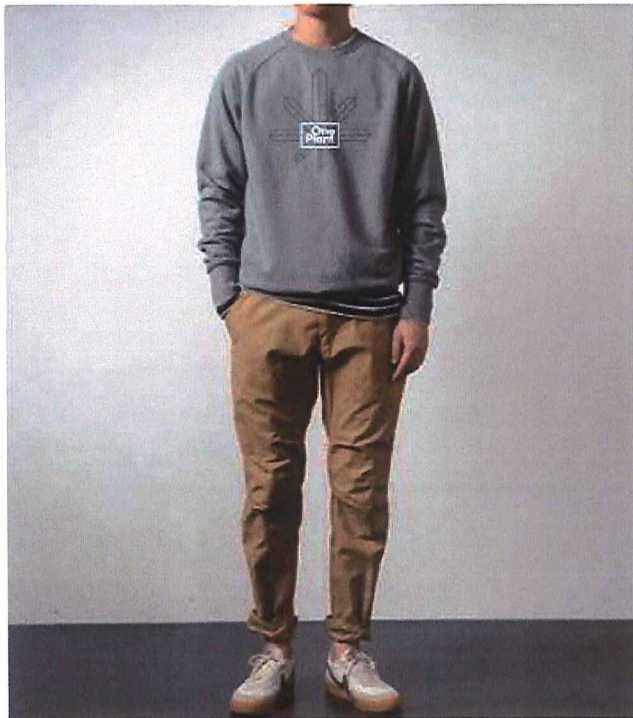
### Display category



### Price item



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## PRIVATE LABEL PACKAGING - MARY JANE BLUNT

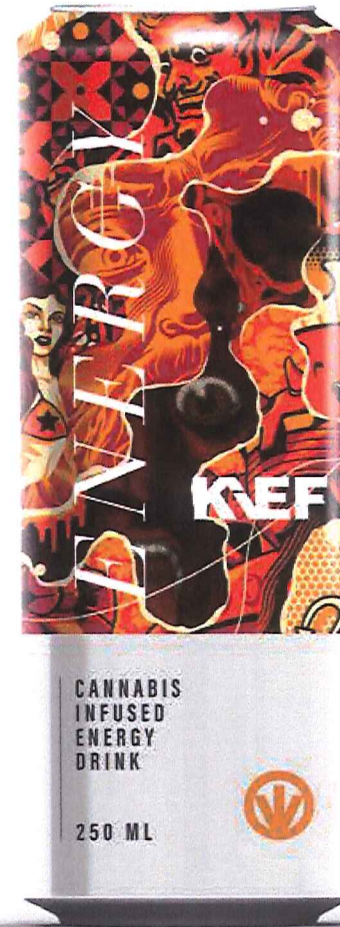


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## PRIVATE LABEL PACKAGING - KIEF



OXYGEN  
DEITY  
12 PREROLLED JOINTS  
3.0 G



jump

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PRIVATE LABEL PACKAGING - MMXVIII



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PRIVATE LABEL PACKAGING - PURPL FLOWR



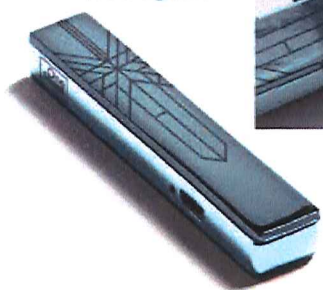
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## MERCHANDISE

One Plant branded pipe



One Plant slide lighter



Limited edition artist series shirts with cannabis sample bag



Illustrator and cannabis info card

One Plant Streetwear



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## SHOPPING BAGS



**jump**

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# COMMERCIAL BUILDING ON 4.25± ACRES FOR SALE

1356 WEST IONA AVENUE  
LEMOORE, CA 93245

## PROPERTY HIGHLIGHTS

- Highway 198 frontage
- An approximate 15,058 SF commercial building that can be used for retail and industrial uses.
- Great Owner/User opportunity
- Easy access to Highway 198 & Highway 41
- Fully fenced yard area
- Prime Lemoore location
- Cannabis commercial dispensary permitted



## PROPERTY INFORMATION

TYPE: COMMERCIAL/INDUSTRIAL  
MARKET SECTOR: LEMOORE  
LOCATION: 1356 W. IONA AVE.  
BUILDING AREA: APPROX 15,058 SF

FOR ADDITIONAL INFORMATION,  
PLEASE CONTACT:

**BILL DALY**

[BDALY@FORTUNEASSOCIATES.COM](mailto:BDALY@FORTUNEASSOCIATES.COM)

[WWW.FORTUNEASSOCIATES.COM](http://WWW.FORTUNEASSOCIATES.COM)

**(559) 490-2500**



**FORTUNE ASSOCIATES**  
*Commercial Real Estate Brokerage*

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1356 WEST IONA AVENUE  
LEMOORE, CA 93245

## PROPERTY SUMMARY

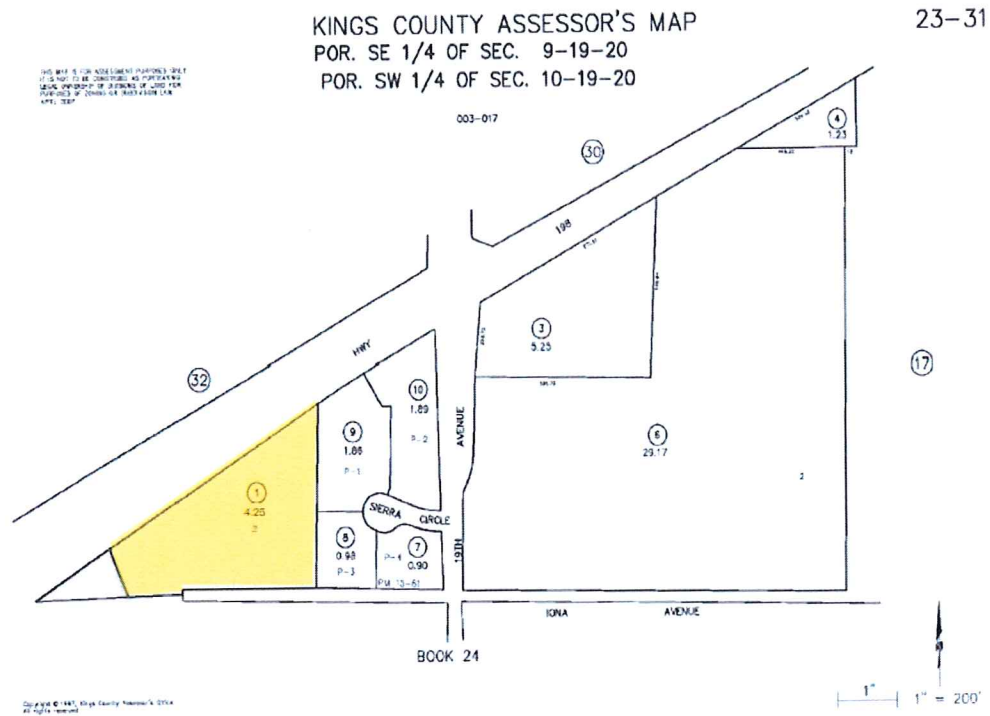
<b>Location:</b>	Near the southeast corner of Highways 198 & 41 on the southside of Highway 198 ¼ mile west of 19 <sup>th</sup> Avenue.
<b>Total Size:</b>	Approximately 15,058 SF total
<b>Land Area:</b>	Approximately 4.25 Acres
<b>Office Area:</b>	Showroom, two large open office areas, three restrooms and server room.
<b>Parts Area:</b>	Open office area with shelving and mezzanine storage.
<b>Warehouse Area:</b>	Approximately 8,750 SF Private office, break room, restroom, additional parts room, mezzanine storage, two Reznor-type heaters and floor drains throughout.
<b>Additional Features:</b>	Commercial carport and wash rack
<b>Clear Height:</b>	16' - 20'
<b>Warehouse</b>	1 - 20' x 20'
<b>Grade Level</b>	1 - 12' x 12'
<b>Doors:</b>	1 - 8' x 8'
<b>Electrical:</b>	200-amp, 240-volt, 3 Phase
<b>Zoning:</b>	RC (Regional Commercial, City of Lemoore)
<b>Fenced Yard:</b>	Yes, completely fenced
<b>Purchase Price:</b>	\$1,995,000
<b>APN:</b>	023-310-001
<b>Comments:</b>	Industrial and commercial building that can be used for a variety of uses including but not limited to a Cannabis commercial dispensary, automotive, truck, RV, boat sales and rentals.





1356 WEST IONA AVENUE  
LEMOORE, CA 93245

## PARCEL AND AERIAL MAPS

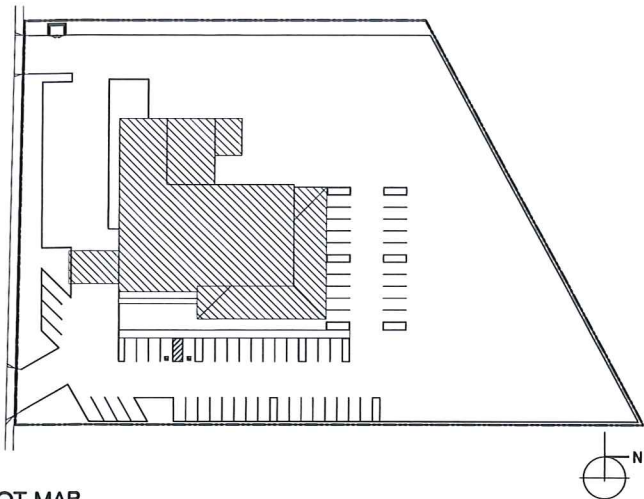


All information, representations and projections indicated in this brochure are based on information supplied by the owner or sources deemed reliable and are not warranted by FORTUNE ASSOCIATES. DRE00746807





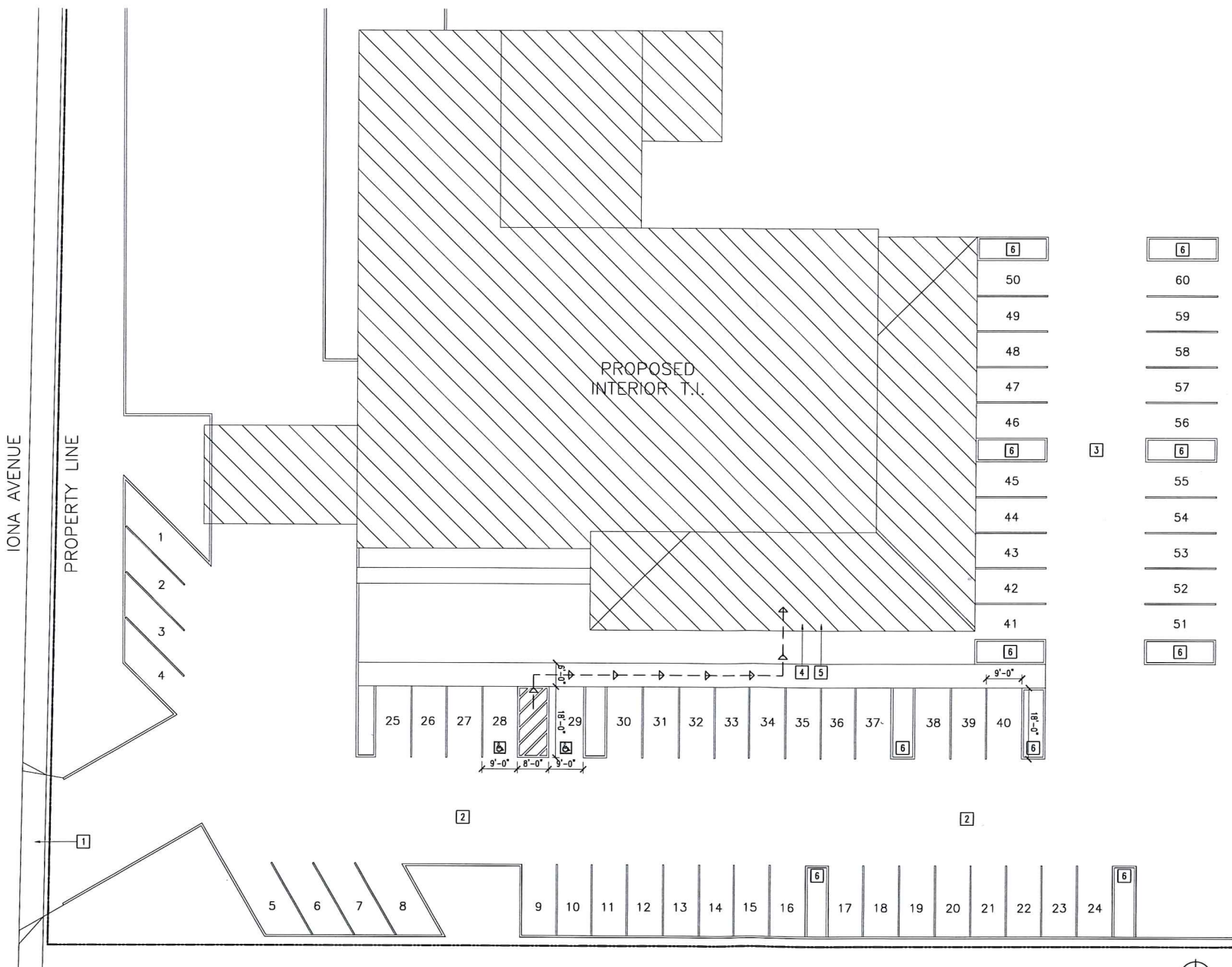




44 RENDERING

21 LOT MAP

SCALE: 1/64" = 1'-0"



34 NEW SITE PLAN

SCALE: 1/16" = 1'-0"

COMMERCIAL PARKING REQUIREMENTS (RETAIL STORE):

3.5 SPACES/1,000 SF = 15,000/1,000 SF = 15 X 3.5 = 53 SPACES

COMPACT PARKING MUST NOT BE MORE THAN 15% OF SPACES REQUIRED (7).

PROVIDED:

58 STANDARD SPACE  
2 ADA SPACES (VAN ACCESSIBLE)

TITLE 9: ZONING

CHAPTER 5: DESIGN STANDARDS

ARTICLE E: OFF STREET PARKING

12 PARKING CALCS

- (E) CURBCUT TO REMAIN.
- (E) PAVING TO REMAIN.
- (N) PARKING SPACE STRIPING.
- (N) ADA ACCESSIBLE ENTRANCE SIGN AT ENTRY DOOR PER CODE.
- (N) ADDRESS NUMBERS AT A MINIMUM OF 12 INCHES HIGH WITH STROKE WIDTH OF 3 INCHES MINIMUM. SEE ELEVATIONS.
- (N) LANDSCAPE PLANTER TO BE 5'-0" WIDE TO MEET CITY OF LEMOORE STANDARDS.

13 KEYNOTES

- POUR NEW CURB AND GUTTER
- EXISTING FENCE AT PROPERTY LINE
- ADA PATH OF TRAVEL (P.O.T.)
- PROPERTY LINE

NOTE: ALL EXISTING EXTERIOR DIMENSIONS ARE APPROX.

14 LEGEND

AGD  
ARCHITECTURE | DESIGN

ANDREW GOODWIN DESIGNS  
2050 PARKER STREET  
SAN LUIS OBISPO, CA 93401  
T: 805-439-1611  
WWW.ANDREWGOODWIN.US

ARCHITECT: ANDREW GOODWIN, AIA  
ANDREW@ANDREWGOODWIN.US

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REVISIONS

SEAL



PROJECT

ONE PLANT  
1356 W IONA AVE  
LEMOORE, CA 93245  
APN: 023-310-001

CLIENT

ONE PLANT  
CHRIS HESTER  
(916) 529-0028  
HEST916@GMAIL.COM

SHEET TITLE  
PROPOSED  
SITE PLAN

DATE

TECHNICAL: KRV

PROJECT MANAGER: ACG

DATE: AGD #201

SHEET NUMBER

A1.1





KINGSCOUNTY CANNABIS CAMPUS

A photograph showing rows of cannabis plants in brown pots, arranged in a greenhouse. The plants are lush green and appear to be in the vegetative stage. The pots are sitting on a white plastic-covered floor. The background shows the structure of the greenhouse with its translucent panels and support beams.

# LEMOORE CAMPUS

August 2019



# CONTENT

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PAGE **26** Management Team

PAGE **7** The Lemoore Campus

PAGE **30** Financials

PAGE **23** Market Opportunities

PAGE **34** Contact



# EXECUTIVE SUMMARY



## INTRODUCTION

Kings County Cannabis Campus (KC3) is a heavily funded company in the California cannabis industry, which will have the ability to vegetate over 75,000 plants and flowers concurrently within its first full year of operations.

KC3 is dedicated to creating proprietary cultivation and extraction processes, streamlined distribution channels, and retail/delivery outlets with a full range of products to service all areas of the exploding cannabis industry in the US and abroad.

KC3 is a state-of-the-art cultivation company that is integrating technology and innovation into its agricultural processes.

KC3 is also a brand of dispensaries and retail outlet stores that will provide an unparalleled shopping experience to its customers through its flagship store in the city of Lemoore, CA.





## MISSION

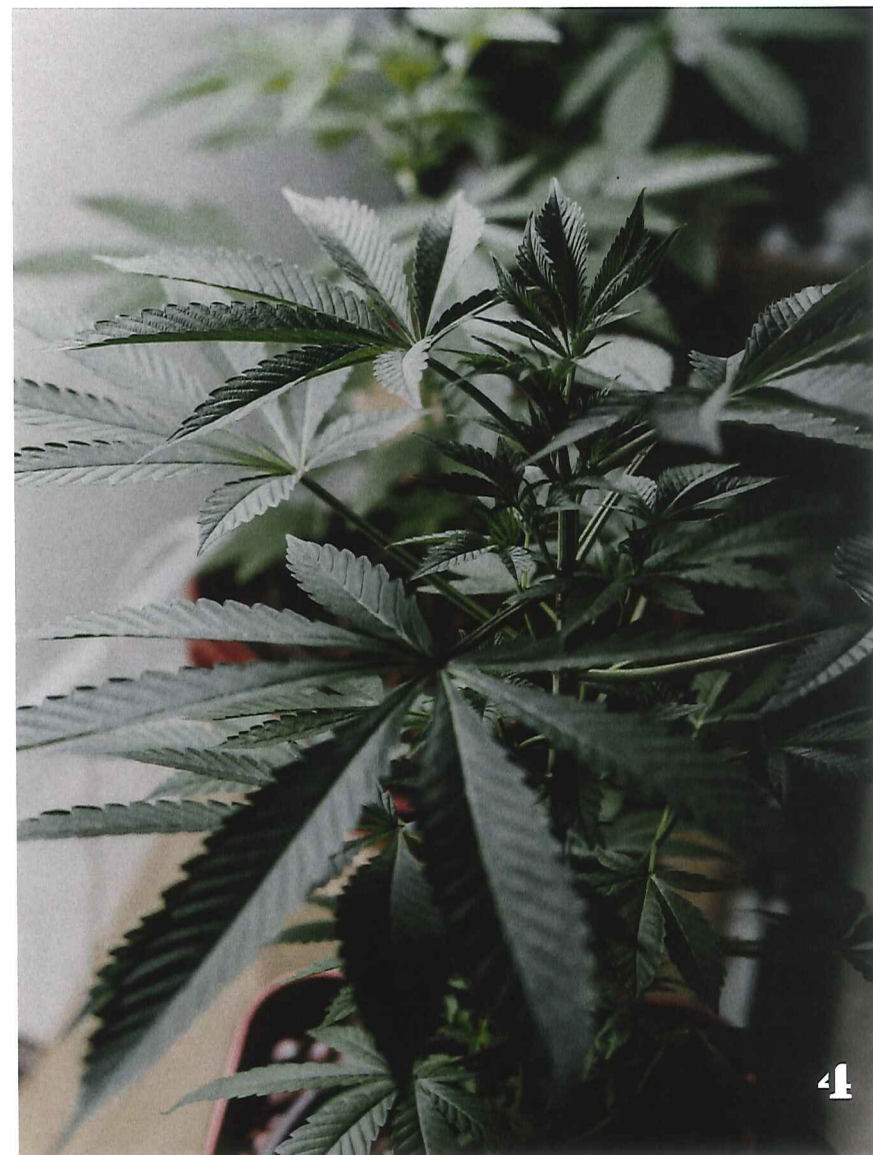
To build our brand on the core values of integrity, loyalty, and honesty and to share these values with everyone who comes into contact with our products and our people.

## TECHNOLOGY

Our goal is to own and operate cannabis cultivation, extraction, and manufacturing facilities in California utilizing our cutting edge and proprietary growing/extraction systems.

## PRODUCTS

Our promise is to cultivate, produce, and sell the highest-quality cannabis products possible.



# FINANCIAL SUMMARY

## Funds Verification Letter

"This is to confirm that the above account has more than the requested Ten Million Dollars (\$10,000,000.00) needed for this transaction."

A copy of this letter is available upon request.



The TD Bank logo consists of a green square with a white 'TD' inside, followed by the word 'Bank' in a bold, sans-serif font. Below the logo, the tagline 'America's Most Convenient Bank' is written in a smaller font, and 'Bank Verification Letter' is written in a standard font.

Thursday, August 15, 2019

Vendor/Customer Name: Stearns, Wagner, Miller,  
Weissler, Alhadeff & Sifton, P.A. Attention: Patricia  
Redmond, Esq.

Account Name: DEBILITY CAPITAL INC, Account  
Address: 19200 Von Karman Ave. 8th Floor Irvine, CA 92614

**Commercial Deposits:**

Account Number(s):	7683426		
Routing Number(s):			
Type of Account:			
Account Status:			
Date Account Opened:			
Date Account Closed:			
Current Balance:			
Available Balance:			
YTD Average Balance:			
Authorized Signer:	EPSTEIN, ROBERT AND BRBRAGHER, ALEXIS		

Comments: Account Verification only. TD Bank does not rate accounts or provide information on NSF or OD.

This is to confirm that the above account has more than the requested Ten Million Dollars (\$10,000,000.00) needed for this transaction. Should you have additional questions, please contact me by phone or fax at numbers listed below.

Sincerely,  
A handwritten signature in black ink, appearing to read 'Quetcy Reyes'.

Quetcy Reyes  
Commercial Loan Ops Rep IV  
6000 Alton Way  
Mt. Laurel, NJ 08054  
T: (856) 209-6847 (Direct)

This document is intended only for the use of the individual or entity to whom it is addressed, and may contain information which is privileged, confidential, and exempt from disclosure under applicable law. If the reader of this document is not the intended recipient or the employee or agent responsible for delivering the document to the intended recipient, you are hereby notified that any dissemination, distribution or copying of this communication is strictly prohibited. If you received this document in error please return it to the sender, delete it from the U.S. Postal Service.

The information set forth herein is based on identifying information provided by the requester and is derived from the bank's documents and records and returned as accurate as the bank's records reflect on such a date. The information is believed to be correct, neither the bank nor any of its agents or representatives make any representation or warranty, either express or implied, as to the accuracy or completeness of the information supplied. You agree that neither the bank nor any of its agents or representatives shall have any liability to you or any third party resulting from your use or reliance on the information supplied. Thank You.

QR: Signature Verified





# KC3 THE LEMOORE CAMPUS



## OVERVIEW

Kings County Cannabis Campus (KC3)'s Lemoore Campus will be a fully integrated seed-to-consumer operation with all aspects of cultivation, processing, distribution, retailing, delivery, and, consumption.

When complete the Campus will contain 4 million sq. ft. under glass with manufacturing and processing capabilities to produce proprietary KC3 brands to be sold state-wide and ultimately nation-wide.



## A PHASED APPROACH

- 1 The Campus will begin with the lease and build-out of a dispensary, a distribution center and a temporary manufacturing location.

- 2 Construction will then begin on the property with 10 acres of "Hoop Houses" (approximately 500,000 sq ft) to generate an immediate harvest and to fully commence manufacturing operations.

A permanent manufacturing facility will be constructed on the Property as well as office space, etc.

- 3 Permanent Green Houses will then commence construction.







VISITORS CENTER  
FACILITIES  
GREENHOUSES  
PARKING / OUTSIDE AREA

## KC3 CAMPUS AERIAL VIEW





MAIN GATE  
GUARD BOOTH  
SECURITY CAMERAS  
SIGNAGE  
LIGHTING

## KC3 CAMPUS ENTRANCE

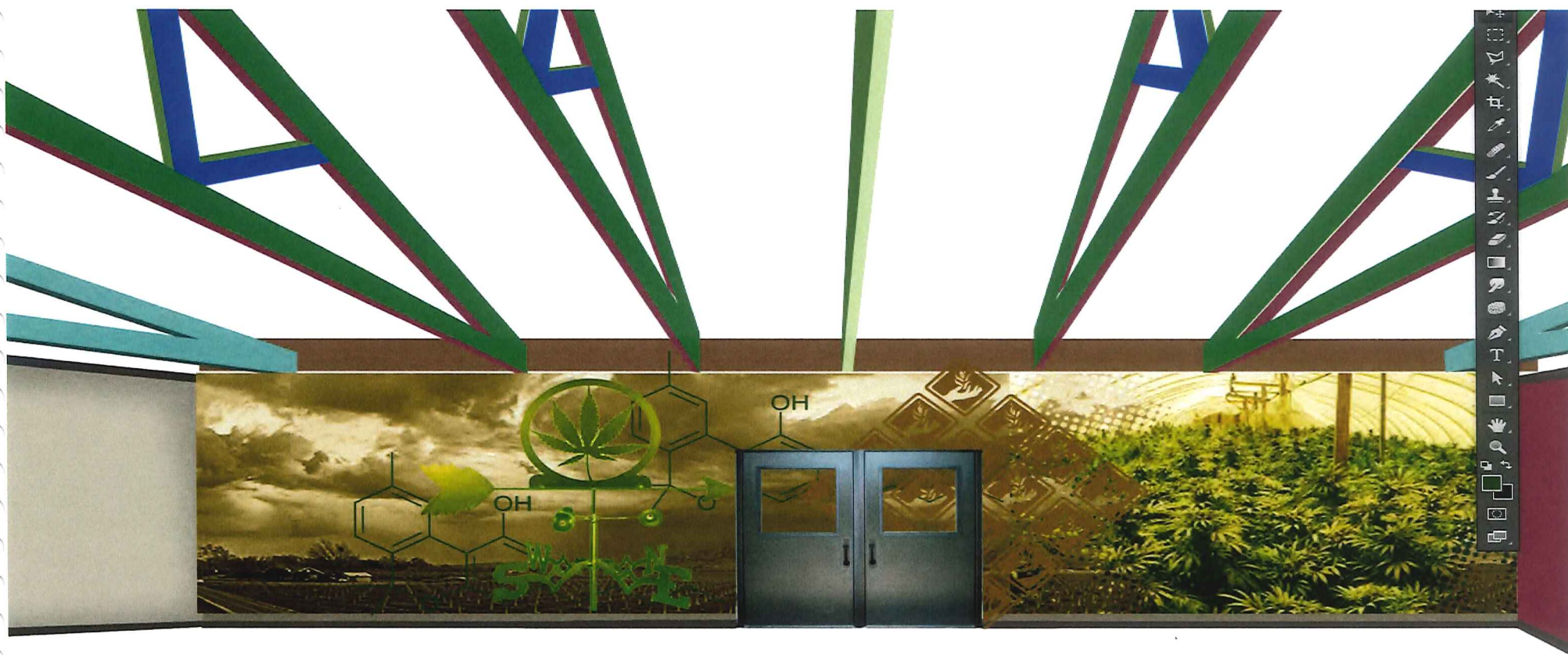
10



VISITORS CENTER  
HANDICAP ACCESS  
RAINWATER CAPTURE  
TIN ROOF  
ECOLOGICAL ELEMENTS

## KC3 CAMPUS VISITORS CENTER



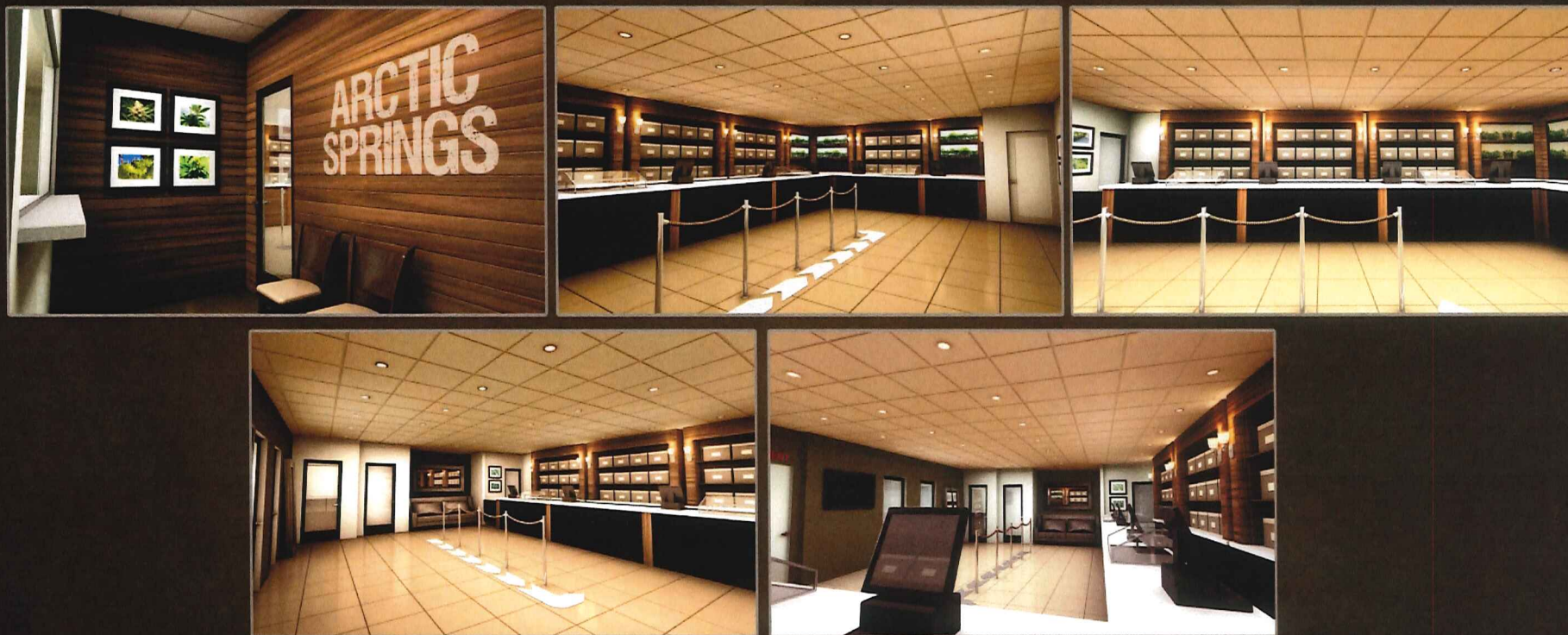


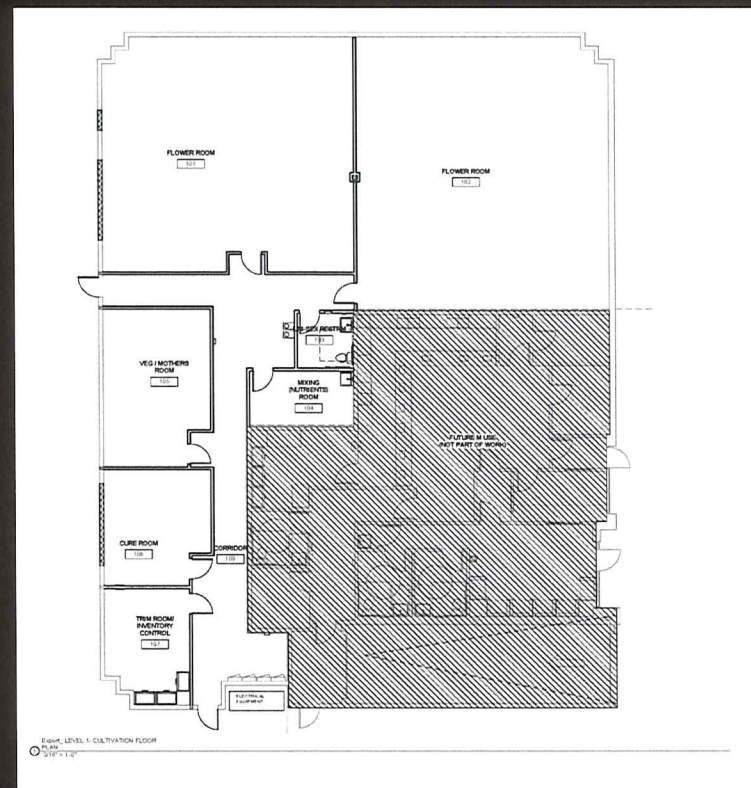
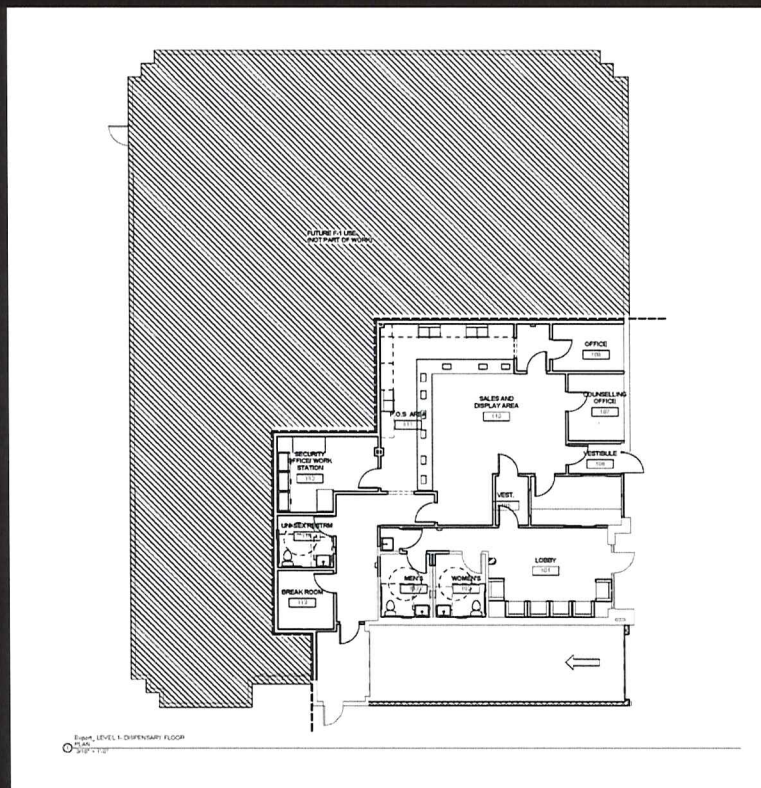
FROM VISITORS CENTER  
OPEN FLOW  
EDUCATIONAL MESSAGING

## KC3 CAMPUS GROW ENTRANCE

12











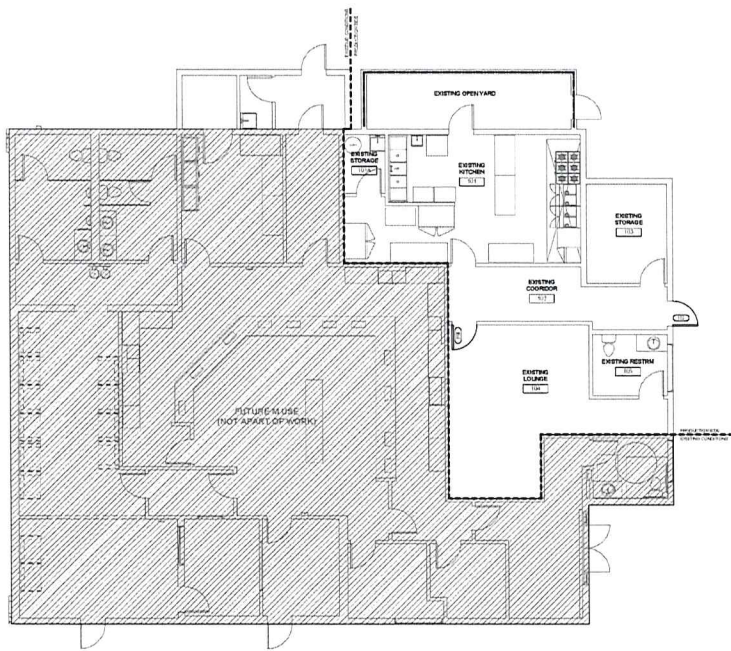




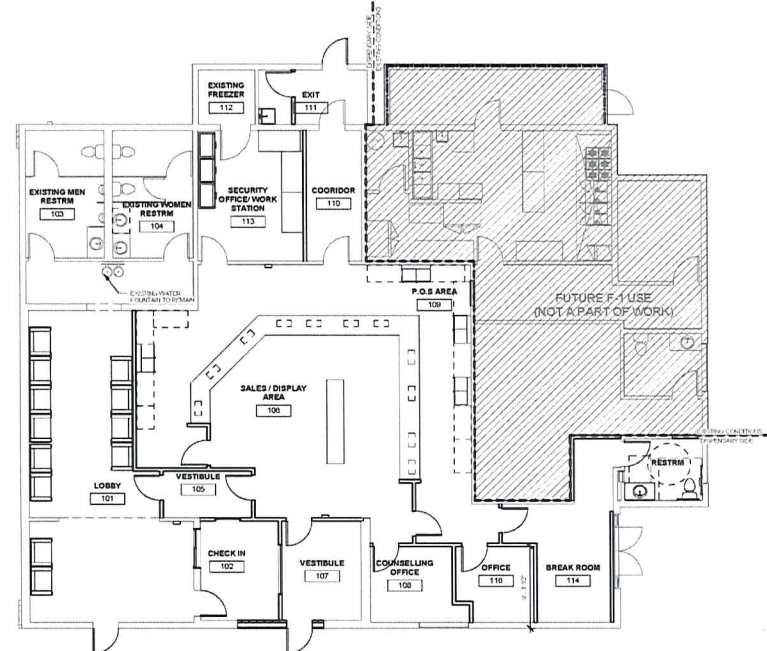








EXIST. LEVEL 1 - F.P. NOT TO SCALE  
1/8" = 1'-0"



EXIST. LEVEL 1 - F.P. NOT TO SCALE  
1/8" = 1'-0"





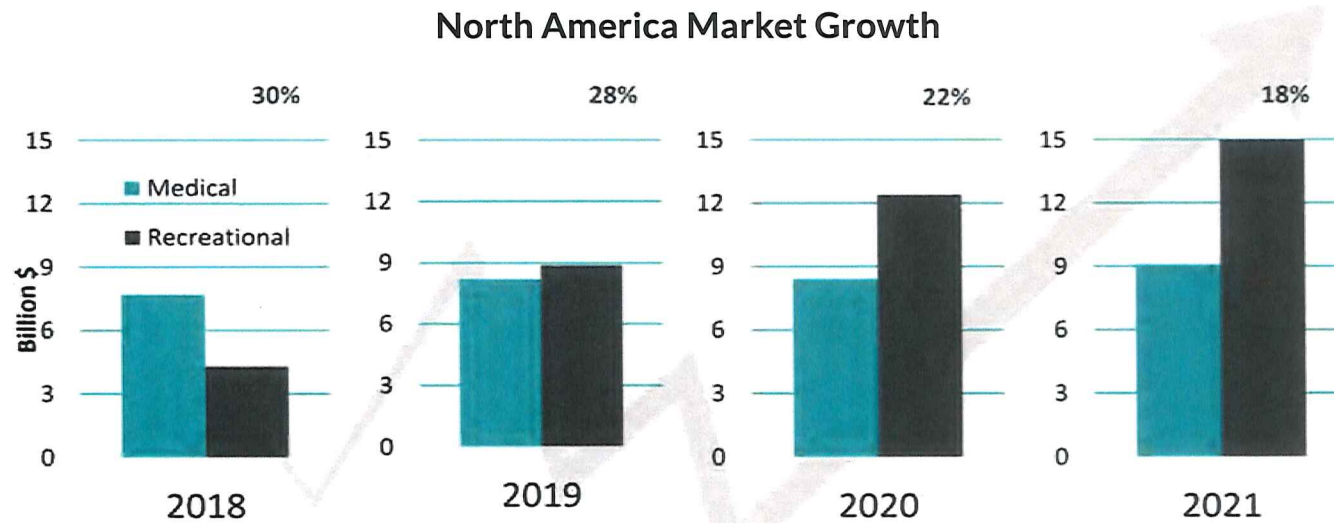






# MARKET OPPORTUNITIES

## MARKETING



The North American legal cannabis market amounted to \$12 billion in 2018, growing by 30 percent on the year. The largest market was the United States, which totaled \$10.4 billion. It was followed by Canada with \$1.6 billion. Report from Arcview Market Research, predicts the overall cannabis market for legal adult-use and medical sales in North America to reach \$24.5 billion by 2021 with the compound annual growth rate (CAGR) to almost 28% and will grow to \$47.3 billion six years later.



## MARKETING

### Sales in California represent about 24 percent of legal sales in the United States

In 2018, California cannabis stores sold \$2.5 billion worth of cannabis products, compared to \$1.5 billion in Colorado's cannabis marketplace, \$1.0 billion in Washington, and \$0.6 in Oregon.

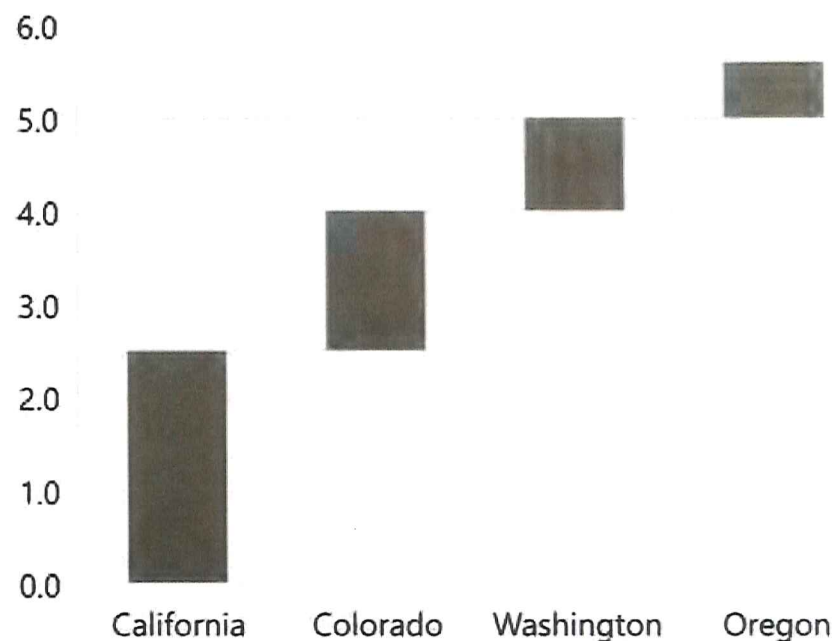
California's cannabis taxes generated \$116.6 million in revenue reported in the 1st quarter 2019 returns due by April 30, 2019.

According to a study by the University of California Agricultural Issues Center, California's recreational cannabis market could be worth more than \$5 billion.



### California Market

Medical and recreational cannabis sales in top states in 2018, \$billion





# MANAGEMENT TEAM



## MANAGEMENT TEAM



**Matthew Rhoden**  
Chief Executive Officer

Matthew has worked in the marijuana industry for more than 15 years, having founded and successfully operated several cultivation and manufacturing (extraction) businesses. He has experience working with U.S. Government agencies in the medical marijuana industry and was Vice President of Medical Marijuana Collective HRC Wellness, Inc., where he learned all aspects of cultivation, dispensary management, patient care, and administrative operations, and he later established the Veterans Patient Association LLC. Matthew has extensive expertise in all aspects of genetics, cloning, and cultivation including outdoor, indoor and greenhouse propagation, and he has worked and studied among leading botanists, Ph.D. horticulturists, and innovative hydroponic equipment experts.



**Steve Israel**  
Chief Operations Officer

Steve is a professional executive with more than 30 years of entrepreneurial experience as a business owner and manager. He has broad knowledge and proficiency in all facets of strategic B2C & B2B marketing, business development, and strategic execution as well as broad in-depth expertise in technology-based sales platforms with an emphasis on medical related strategies. Steve's key strengths are leading innovative projects using a support framework while leveraging organizational resources to drive revenues by using growth, profits, and operational performance.

## MANAGEMENT TEAM



**Daniel Gardner**  
Director of Cultivation

Daniel Gardner has over five years' experience growing industrial and high CBD content hemp on farms ranging from 5-acre parcels to 600-acre parcels at various elevations and soil types across Colorado. Daniel's experience includes successful negotiations with cities, counties and the Bureau of Land Management in the establishment of custom water solutions in areas without access to above ground water supply. Daniel has an ownership interest in 303 Farms, which is a certified licensed seed labeler/seller in Colorado, which successfully negotiated 120 acres of land in Central Valley California to be certified organic.



**Linda Boyd-Jones**  
Chief Financial Officer

Linda has worked in the financial services industry throughout her professional career. She began her post-business school career at two global organizations considered top tier within their fields, initially for 10 years as Vice President of Citibank, and then for 6 years at Fluor Corporation as a senior executive in project finance and strategy. Following these 16 years, Linda launched LB-J Associates in 2002 and dedicated three years to the DOD and USAID as a Defense Contractor for security and strategy with postings in Iraq and Afghanistan, and at the DoD Pentagon for support in war communications to Congress.



## MANAGEMENT TEAM



**TJ Israel**  
Project Manager

After graduating from Chico State with a Business Management major and Marketing minor, TJ went to work an entry level sales position in the semiconductor equipment industry. In his first three years at Sitek Process Solutions, he quickly advanced from Sales Associate, to Spare Parts & Service Sales Manager. Once in control of the department, TJ designed and implemented a strategy to consistently develop existing accounts and acquire new business. Over the next two years, TJ and his team grew sales for Spare Part and Service by over 300%. While working as a hemp consultant over the last year and 2 1/2, TJ has been responsible for managing the cultivation build-outs, overseeing the extraction/distillation equipment development, budgeting, and forecasting.



**Kayla Ibarra**  
Executive Administrator

Kayla has been a professional in the medical marijuana industry for over 7 years, successfully starting and managing 15 MMJ dispensaries throughout Orange County and Los Angeles, California. First experiencing office management through running a nightclub in downtown Los Angeles as well as handling the daily functions as an executive assistant for a CPA for over four years. She excels in managing staff, inventory, MMJ sales, customer relations, and marketing.



# FINANCIALS



## FINANCIALS

The table below shows buildout assumptions for the full 4 million square feet of greenhouse space over 5 years.

Buildout Assumptions	TOTAL T1-12	Total T13-24	Total T-25-36	Total T37-48	Total T49-60
\$6.00/s.f. of the first 25,000 s.f.	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000
\$3.00/s.f. of the first 25,000 s.f.	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000
\$2.00/s.f. from 50,000 to 100,000 s.f.	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000
Subtotal	\$ 325,000	\$ 325,000	\$ 325,000	\$ 325,000	\$ 325,000
\$1.00/s.f. above 100,000 s.f.					
YEAR 1: 500,000 s.f.	\$ 400,000				
YEAR 2: 1 million s.f.		\$ 900,000			
YEAR 3: 2 million s.f.			\$ 1,900,000		
YEAR 4: 3 million s.f.				\$ 2,900,000	
YEAR 5: 4 million s.f.					\$ 3,900,000
<b>TOTAL</b>	<b>\$ 725,000</b>	<b>\$ 1,225,000</b>	<b>\$ 2,225,000</b>	<b>\$ 3,225,000</b>	<b>\$ 4,225,000</b>
<b>FIRST YEAR ASSUMES INFRASTRUCTURE BUILDOUT COMPLETE IN 6 MONTHS</b>	<b>\$ 362,500</b>				

## FINANCIAL SUMMARY

### Projected License Fees Revenue for the City of Lemoore

The graph below illustrates licensing fees to the City of Lemoore during the first 5 years of operations.  
Issuance fee of \$100,000 will be paid to the City upon receipt of all licenses below.

KC <sub>3</sub> City of Lemoore Cannabis License Fees					
	YR 1	YR 2	YR 3	YR 4	YR 5
Dispensary #1	\$112,560	\$225,120	\$393,960	\$590,940	\$738,675
Dispensary #2	\$208,500	\$417,000	\$729,750	\$1,094,625	\$1,368,281
Cultivation	\$362,500	\$1,225,000	\$2,225,000	\$3,225,000	\$4,225,000
Manufacturing	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Distribution	\$18,000	\$36,000	\$63,000	\$94,500	\$118,125
Delivery	\$132,000	\$264,000	\$462,000	\$693,000	\$866,250
Consumption License	\$100,000	\$50,000	\$50,000	\$50,000	\$50,000
<b>Total</b>	<b>\$1,033,560</b>	<b>\$2,317,120</b>	<b>\$4,023,710</b>	<b>\$5,848,065</b>	<b>\$7,466,331</b>





# FINANCIALS

## Proposed Revenue Share with the City of Lemoore

- For retail dispensary, delivery, and consumption an amount equal to four percent (4.0%) of the Gross Receipts from the Sale of Cannabis generated from the Property.
- For cultivation, an annual amount equal to the sum of: \$6.00 per square foot of the first 25,000 square feet of the Land actually improved and used for cultivation, plus \$3.00 per square foot of the next 25,000 square feet of the Land actually improved and used for cultivation, plus \$2.00 per square foot of area of the Land of the next 50,000 square feet actually improved and used for cultivation plus \$1.00 per foot thereafter on actually improved and used for cultivation sections of the Land.
- For distribution, an amount equal to one percent (1.0%) of the Gross Receipts from the Distribution of Cannabis generated from the Property
- For manufacturing, an annual fee in the amount of \$100,000
- For Consumption, annual fee in the amount of \$50,000





CONTACT



## DISCLAIMER STATEMENT

This presentation may contain forward-looking statements within the meaning of the Safe Harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are based on certain assumptions and expectations which management of Kings County Cannabis Campus as of the date of this presentation, believes to be reasonable and appropriate. Such forward-looking statements are subject to a number of risks and uncertainties that could cause actual results or events to differ materially from current expectations. Some of these risks and uncertainties are discussed from time to time. We disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



## CONTACT



Kayla Ibarra  
Executive Administrator



4041 MacArthur Blvd., Suite 250  
Newport Beach, CA 92660



(562) 293-5570



[info.KC3CA@gmail.com](mailto:info.KC3CA@gmail.com)





**DEVELOPMENT AGREEMENT**

**CITY OF LEMOORE**

**AND**

**FOX & GOOSE, LLC**

## DEVELOPMENT AGREEMENT

This Development Agreement (“**Agreement**”) is entered into Effective August —, 2019 (“**Effective Date**”) between the City of Lemoore, a California charter city (“**City**”) and Fox & Goose, a California LLC (“**Developer**”), with respect to the following Recitals, which are a substantive part of this Agreement:

### RECITALS

- A. Developer is the owner of certain real property (“**Property**”) at 1356 West Iona Avenue, APN 023-310-001, depicted in **Exhibit “A”** to this Agreement, consisting of approximately 4.5 acres, which is designated retail pursuant to the City of Lemoore 2030 General Plan, and zoned Regional Commercial, consistent with this designated land use.
- B. Developer proposes to construct and operate on the Property a commercial cannabis operation in accordance with California's Medicinal and Adult-Use Cannabis Regulation and Safety Act (“MAUCRSA” or the “Act”), as well as City’s Ordinance No. 2019-03 (“Ordinance”), as set forth in the City’s Municipal Code.
- C. It is the intent of the parties that this Agreement be contingent on Developer obtaining a commercial cannabis regulatory permit (“Regulatory Permit”) pursuant to the Ordinance.
- D. Developer represents that it is an experienced developer and/or operator of commercial cannabis operations or has otherwise contracted with experienced commercial developers, operators, contractors, and other professionals for the purposes of developing the Project on the Property. Developer acknowledges that it be responsible for all improvements to the Leased Property necessary for the Project.
- E. Developer represents its intention to hire City residents whenever practicable to work in its commercial cannabis operations, and City encourages Developer to hire locally.

**NOW, THEREFORE**, pursuant to the authority contained in the California’s Development Agreement statutes (Government Code section 65864, et seq.), enacted pursuant to Article XI, Section 2 of the California Constitution, and in consideration of the foregoing recitals of fact, all of which are expressly incorporated into this Agreement, the mutual covenants set forth in this Agreement, the City and Developer agree as follows:

- I. Development of Property. Developer proposes to develop and operate the Property for a Commercial Cannabis Operation to the maximum extent allowed under MAUCRSA and the Ordinance, which includes both medical and adult use for nursery, cultivation, processing, manufacturing, distribution, and non-storefront delivery. For this to happen, City must approve a Regulatory Permit. The exact Commercial Cannabis Operation to be approved for the Leased Property will be determined during the Regulatory Permit process, but shall be consistent with the terms and conditions of this Agreement.



II. Lawfulness of Activities. In entering into this Agreement and processing the Regulatory Permit, the City makes no guarantees or promises as to the lawfulness of the proposed commercial cannabis operations under State or federal law, and Developer is obligated to comply with all applicable laws. To the fullest extent permitted by law, City shall not assume any liability whatsoever with respect to approving the Ordinance, a Regulatory Permit for Developer, or any other commercial cannabis operation approved by City.

III. Developer Representations. Developer represents and warrants that Developer, and/or principal members of Developer, is/are an experienced developer and operator of commercial properties with experience in cannabis operations, or has otherwise contracted with experienced commercial developers, architects, and/or other professionals for the purpose of developing the Property. The qualifications and identity of Developer and Developer's contractors are of particular concern to City, and because of such qualifications and identity, the City has entered into this Agreement with Developer. City has considered and relied upon Developer's representations and warranties in entering into this Agreement.

IV. Fees. Developer shall pay to City the following fees:

A. Customary business license fees and any regulatory license fee that may be required as part of the Ordinance and Regulatory Permit.

B. An annual revenue raising fee for the privilege of having the right to conduct a commercial cannabis operation in the City ("Revenue Raising Fee"). The Revenue Raising Fee shall be:

1. Manufacturing: Fifteen Dollars (\$15.00) a square foot of the Commercial Cannabis Operation, with a minimum fee of Forty Five Thousand Dollars (\$45,000.00).
2. Cultivation (excluding Nurseries): Six Dollars (\$6.00) a cubic foot of the cultivation.
3. Nurseries: Two Dollars (\$2.00) per square foot of the cultivation.
4. Other Non-Dispensary Commercial Cannabis Operations: Ten Dollars (\$10.00) per square foot for the first 3,000 square feet of the Commercial Cannabis Operation, Eight Dollars (\$8.00) a square foot for additional square footage in the amount of 3,001 to 5,000 square feet, and Six Dollars (\$6.00) a square foot for any additional square footage over 5,000 square feet.

(a) Dispensaries. Five percent (5%) of gross sales revenues.

The square footage calculation shall be determined by including all portions of the Premises under Developer's control and deducting therefrom driveways, sidewalks, landscaping, vacant unused space, areas used exclusively for office space, employee break rooms, restrooms,

and storage space unrelated to the commercial cannabis operation (such as a janitorial closet). The total under-canopy square footage shall be included in the square footage calculation.

C. If more than one commercial cannabis operation operates on the Property, whether within a single building or multiple buildings, each Regulatory Permit holder shall be responsible for paying the Revenue Raising Fee. The Revenue Raising Fee shall be payable in advance, in not less than quarterly installments, with the first quarterly payment due prior to issuance of a certificate of occupancy. The first payment shall not be prorated, and in no event shall the first payment be less than the equivalent of one full quarterly payment. All quarterly payments shall be received by the City before the end of the quarter.

D. The requirements of this Section shall be a recorded covenant running with the land and binding on all owners, tenants, and Regulatory Permit holders for the Property.

V. Compliance with Laws. Developer shall operate the commercial cannabis operation in conformity MAUCRSA and any implementing regulations, as they may be amended from time to time. Developer shall comply with all other applicable laws, state labor standards, City zoning and development standards, building, plumbing, mechanical and electrical codes, all other provisions of the Lemoore Municipal Code, and all applicable disabled and handicapped access requirements, including without limitation the Americans With Disabilities Act, 42 U.S.C. Section 12101, *et seq.*, California Government Code Section 4450, *et seq.*, California Government Code Section 11135, *et seq.*, and the Unruh Civil Rights Act, Civil Code Section 51, *et seq.* with respect to the existing and any proposed improvements on the Property.

VI. Developer's Indemnity.

a. Commercial Cannabis Operations. Developer shall defend, indemnify, assume all responsibility for, and hold City and its officers, agents, employees, and volunteers, harmless from all claims, demands, damages, defense costs or liability of any kind or nature arising from or related to any State or federal law enforcement action against Developer, Developer's tenants, subtenants, licensees, contractors and employees ("**Developer Parties**") in connection with the commercial cannabis operation conducted on the Property after Closing ("**Cannabis Claims**"). Developer's indemnity shall not extend to any loss of revenue suffered or incurred by City in connection with any termination, cessation, restriction, seizure, or other limitation of any commercial cannabis operation on the Property.

b. Construction and Other Operations. In addition to the indemnity obligations of subsection (a), Developer shall defend, indemnify, assume all responsibility for, and hold City and its officers, agents, employees, and volunteers, harmless from all claims, demands, damages, defense costs or liability of any kind or nature relating to the subject matter of this Agreement or the implementation thereof, including all construction and operation activities on 1356 West Iona Avenue, APN 023-310-001, and for any damages to property or injuries to persons, including accidental death (including attorneys' fees and costs), which may be caused by any acts or omissions of Developer Parties in the performance under this Agreement, whether such damage shall accrue or be discovered before or after termination of this Agreement ("**Other Claims**").



Developer's liability under this Subsection (b) is limited to the extent the property damage or bodily injury is caused by the sole negligence or willful misconduct of City or its agents or employees.

VII. Restrictions on Transfer.

a. City Approval Prior to Closing. Prior to acquisition of the Property, Developer shall not transfer this Agreement or any of Developer's rights hereunder, directly or indirectly, voluntarily or by operation of law, without the prior written approval of City, and if so purported to be transferred, the same shall be null and void. In considering whether it will grant approval to any assignment by Developer of its rights hereunder, City shall consider factors such as (a) the financial strength and capability of the proposed assignee to perform Developer's obligations hereunder; and (b) the proposed assignee's experience and expertise in the planning, financing, development, ownership, and operation of similar projects.

b. Assignee Obligations. In the absence of specific written agreement by City, no assignment or transfer by Developer of all or any portion of its rights shall be deemed to relieve it or any successor party from any obligations under this Agreement. In addition, no attempted assignment of any of Developer's obligations hereunder shall be effective unless and until the successor party executes and delivers to City an assumption agreement in a form reasonably approved by the City assuming such obligations.

VIII. Defaults and Remedies. Failure by either party to perform any action or covenant required by this Agreement within the time periods provided herein, following notice and failure to cure as described hereafter, constitutes a "**Default**" under this Agreement. A party claiming a Default shall give written Notice of Default ("**Notice**") to the other party specifying the Default complained of. Except as otherwise expressly provided in this Agreement, the claimant shall not institute any proceeding against any other party, and the other party shall not be in Default if such party within fifteen (15) days from receipt of such Notice immediately, with due diligence, commences to cure, correct or remedy such failure or delay and shall diligently complete such cure, correction or remedy.

In addition to any other rights or remedies and subject to the restrictions otherwise set forth in this Agreement, either party may institute an action at law or equity to seek specific performance of the terms of this Agreement, or to cure, correct or remedy any Default, to recover damages for any Default, or to obtain any other remedy consistent with the purpose of this Agreement. Such legal actions must be instituted in the Superior Court of the County of Kings, California, or in the United States District Court for the Eastern District of California – Fresno Division, if allowable.

IX. General Provisions.

A. Notices, Demands, and Communications Between the Parties. Any approval, disapproval, demand, document or other notice ("**Notice**") which either party may desire to give to the other party under this Agreement must be in writing and may be given by any

commercially acceptable means to the party to whom the Notice is directed at the address of the party as set forth below, or at any other address as that party may later designate by Notice.

To City: \_\_\_\_\_

With a copy to:

\_\_\_\_\_  
Lozano Smith  
7404 N. Spalding  
Fresno, California 93720  
Tel: (559) 431-5600  
Fax: (559) 431-4420  
Email: jvansbindbergen@lozanosmith.com

To Developer: Christopher Hester  
Fox & Goose, LLC  
2701 K Street, Suite 101A  
Sacramento, CA 95816  
Tel: (916) 529-0028  
Email: hest916@gmail.com

With a copy to: Sidney Dunmore  
Same address as above  
Tel: (916) 212-2107  
Email: sid.wrf@gmail.com

Any written notice, demand or communication shall be deemed received: immediately if delivered by hand; 24 hours after delivery to a receipted, overnight delivery service such as Federal Express; 24 hours after delivery by e-mail with an acknowledgement of receipt by the intended recipient; and on the fourth (4th) day from the date it is postmarked if delivered by registered or certified mail.

B. Successors and Assigns. All of the terms, covenants, and conditions of this Agreement shall be binding upon Developer and City, and their respective successors and assigns. Whenever the term "Developer" is used in this Agreement, such term shall include any other successors and assigns as herein provided. ~~This Agreement shall run with the land and be binding upon Developer's successors and assigns in and to \_\_\_\_\_ and upon City's successors and assigns in and to \_\_\_\_\_~~ A.

C. Relationship Between City and Developer. It is hereby acknowledged that the relationship between City and Developer is not that of a partnership or joint venture and that City and Developer shall not be deemed or construed for any purpose to be the agent of the other. Except as expressly provided herein or in the Attachments hereto, City shall not have any rights, powers, duties or obligations with respect to the Project.



D. No Third-Party Beneficiaries. There shall be no third-party beneficiaries of this Agreement.

E. City Approvals and Actions. City shall maintain authority over this Agreement, and the authority to implement this Agreement through the City Manager (or his/her duly authorized representative). The City Manager shall have the authority to make approvals, issue interpretations, waive provisions, and/or enter into certain amendments of this Agreement on behalf of City so long as such actions do not materially or substantially change the uses or development contemplated under this Agreement, and such approvals, interpretations, waivers and/or amendments may include extensions of time to perform if applicable. All other material and/or substantive interpretations, waivers, or amendments shall require the consideration, action and written consent of the City Council.

F. Counterparts. This Agreement may be signed in multiple counterparts which, when signed by all parties, shall constitute a binding agreement. This Agreement shall be executed in two (2) originals, each of which is deemed to be an original.

G. Integration. This Agreement contains the entire understanding between the parties relating to the transaction contemplated by this Agreement, notwithstanding any previous negotiations or agreements between the parties or their predecessors in interest with respect to all or any part of the subject matter hereof. All prior or contemporaneous agreements, understandings, representations and statements, oral or written, are merged in this Agreement and shall be of no further force or effect. Each party is entering this Agreement based solely upon the representations set forth herein and upon each party's own independent investigation of any and all facts such party deems material. This Agreement includes all Attachments and Exhibits attached hereto, which are incorporated herein.

H. Interpretation and Applicable Law. This Agreement has been prepared with input from both parties, and shall be interpreted as though prepared jointly by both parties. The laws of the State of California shall govern the interpretation and enforcement of this Agreement.

I. No Waiver. Any failures or delays by either party in asserting any of its rights and remedies as to any Default shall not operate as a waiver of any Default or of any such rights or remedies, or deprive either such party of its right to institute and maintain any actions or proceedings which it may deem necessary to protect, assert or enforce any such rights or remedies. Nor shall a waiver by either party of a breach of any of the covenants, conditions or promises under this Agreement to be performed by the other party be construed as a waiver of any succeeding breach of the same or other covenants, agreements, restrictions or conditions of this Agreement.

J. Modifications. For any alteration, change or modification of or to this Agreement to become effective, it shall be made in writing and in each instance signed on behalf of each party.

K. Legal Advice. Each party represents and warrants to the other the following: They have carefully read this Agreement, and in signing this Agreement, they do so with full

knowledge of any right which they may have; they have received independent legal advice from their respective legal counsel as to the matters set forth in this Agreement, or have knowingly chosen not to consult legal counsel as to the matters set forth in this Agreement; and, they have freely signed this Agreement without any reliance upon any agreement, promise, statement or representation by or on behalf of the other party, or their respective agents, employees, or attorneys, except as specifically set forth in this Agreement, and without duress or coercion, whether economic or otherwise.

L. Cooperation. Each party agrees to cooperate with the other in this transaction and, in that regard, to sign any and all documents which may be reasonably necessary, helpful, or appropriate to carry out the purposes and intent of this Agreement including, but not limited to, releases or additional agreements.

M. Non-Liability of Officials and Employees of the City. No official, employee or agent of the City shall be personally liable to the Developer, or any successor in interest, in the event of any Default or breach by the City or for any amount which may become due to the Developer or its successors, or on any obligations under the terms of this Agreement.

N. Attorneys' Fees. In any action between the parties to interpret, enforce, reform, modify, rescind, or otherwise in connection with any of the terms or provisions of this Agreement, the prevailing party in the action shall be entitled, in addition to damages, injunctive relief, or any other relief to which it might be entitled, reasonable costs and expenses including, without limitation, litigation costs and reasonable attorneys' fees.

O. Memorandum of Agreement. The Parties shall record against the Property a Short Form Memorandum of this Agreement ("**Short Form Memorandum**") summarizing the essential terms. The Short Form memorandum shall be recorded no later than Closing.

**IN WITNESS WHEREOF**, the City and the Developer have executed this Disposition and Development Agreement as of the date set forth above.

\_\_\_\_\_  
\_\_\_\_\_, President

Date: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_, Vice President

Date: \_\_\_\_\_

\_\_\_\_\_

Date: \_\_\_\_\_



\_\_\_\_\_, Secretary and Treasurer

**CITY OF LEMOORE**

\_\_\_\_\_  
\_\_\_\_\_, City Manager

Date: \_\_\_\_\_

**ATTEST:**

\_\_\_\_\_  
\_\_\_\_\_, City Clerk

Date: \_\_\_\_\_

J:\wdocs\01909\034\AGT\00669414.DOC

**EXHIBIT A**

**LEGAL DESCRIPTION AND DEPICTION OF PARCEL 4**

**[See Attached]**









# 2020 Census and CCC Overview



Presented By Barbara Martin  
Partnership Specialist 2020 Census U.S. Census Bureau

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## It is in the Constitution

### It is in the Constitution Article 1, Section 2 of the U.S. Constitution

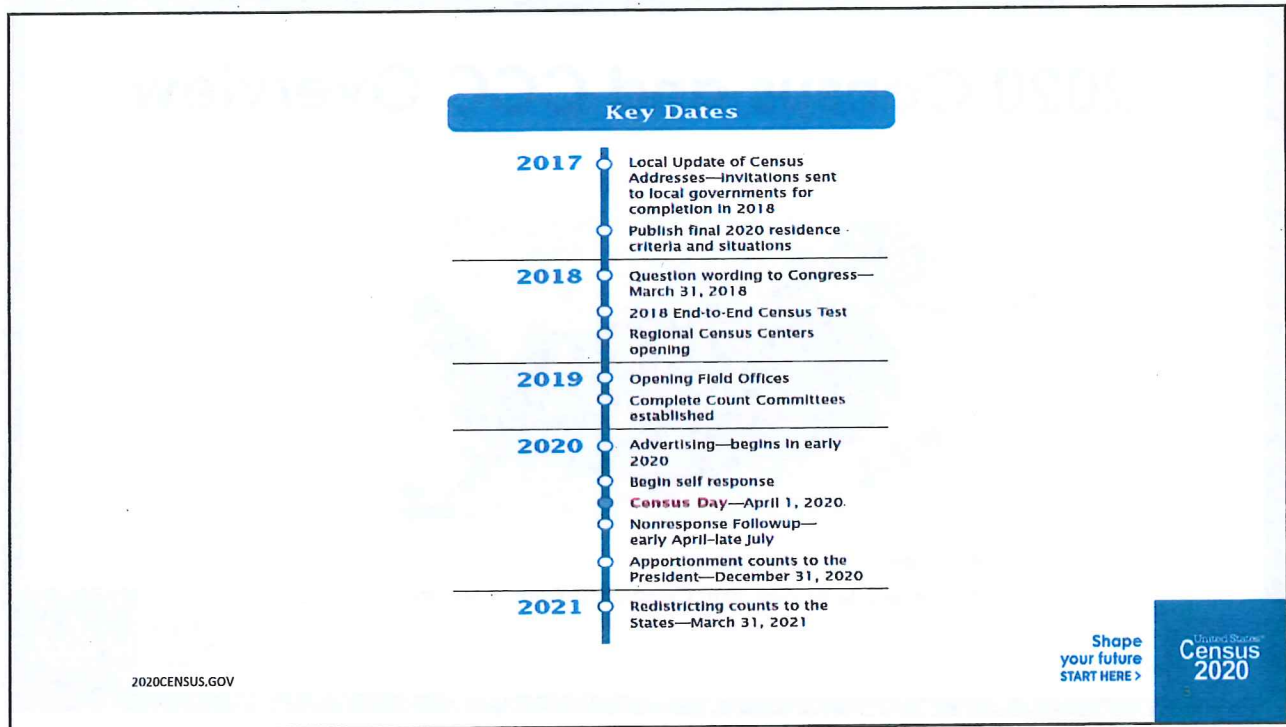
*"The actual Enumeration shall be made within three Years after the first Meeting of the Congress of the United States, and within every subsequent Term of ten Years, in such Manner as they shall by Law direct."*

- Apportionment
- Redistricting
- Distribution of Funds
- Inclusive Event
- Civic Engagement
- Democracy

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## 2020 Census will be easier than ever

### New Ability to Self-Respond Starting March 12, 2020

- Internet
- Phone
- Paper Form

Make it easy to respond from any location at any time

Multiple Modes and Devices

Preassigned ID Not Required\*

Online Forms in Multiple Languages

\* Validate all Internet respondent addresses and prevent fraudulent submissions.

*Or traditional in person interview*

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#### WHAT WE WILL SEND IN THE MAIL

On or between	You'll receive:
March 12-20	An invitation to respond online to the 2020 Census. (Some households will also receive paper questionnaires.)
March 16-24	A reminder letter.
	<b>If you haven't responded yet:</b>
March 26-April 3	A reminder postcard.
April 8-16	A reminder letter and paper questionnaire.
April 20-27	A final reminder postcard before we follow up in person.

#### We understand you might miss our initial letter in the mail.

- Every household that hasn't already responded will receive reminders and will eventually receive a paper questionnaire.
- It doesn't matter which initial invitation you get or how you get it—we will follow up in person with all households that don't respond.

## Your Answers are Protected by Title 13 of the U.S. Code

- ✓ The Census is Confidential and required by Law
- ✓ Results of the Census are reported in Statistical format only
- ✓ We do not share a respondents personal information with other government agencies
- ✓ All Census Employees swear to a lifetime oath to protect respondent information
- ✓ Penalties for wrongful disclosure - Up to 5 years imprisonment and or a fine of \$250,000



## Supporting Linguistically Diverse Populations Language Access

### Available in Spanish

- Enumerator Instruments (hand held)
- Paper questionnaire and other mailings
- Field enumeration materials

### 12 non English languages

Spanish, Chinese (simplified), Vietnamese, Korean, Russian, Arabic, Tagalog, Polish, French, Haitian Creole, Portuguese, Japanese

- Internet option/online questionnaire
- Census Questionnaire Assistance (CQAs)

### Items available in 59 non-English languages

- Language glossary
- Language identification card
- Language Guides/Print and Video

### Additional efforts from the Census Bureau

- Partner with grass roots organizations to localize the Census message
- Hire locally

### 2020 Census Language Program

Language List: All Non-English Languages

Spanish	Italian	Khmer	Tamil	Croatian
Chinese	Farsi	Nepali	Navajo	Bulgarian
Vietnamese	German	Urdu	Hungarian	Twi
Korean	Armenian	Romanian	Hebrew	Lithuanian
Russian	Hindi	Telugu	Malayalam	Yoruba
Arabic	Ukrainian	Burmese	Swahili	Czech
Tagalog	Bengali	Punjabi	Yiddish	Igbo
Polish	Greek	Lao	Indonesian	Marathi
French	Amharic	Hmong	Serbian	Sinhala
Haitian Creole	Somali	Albanian	Tigrinya	Slovak
Portuguese	Thai	Turkish	Ilocano	American Sign Language
Japanese	Gujarati	Bosnian	Dutch	

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## Recruiting and Staffing Numbers for Area Census Office (ACO)

### Summer 2018

- ✓ Wave 1 ACO Management (approx. 10 per ACO)

### Fall 2018

- ✓ ACO office staff, Recruiting Assistants (approx. 30 per ACO)

### Spring 2019

- ✓ Address Canvassing field staff (approx. 300 per ACO)

### Spring 2019

- ✓ Wave 2 ACO Management (approx. 10 per ACO)

### Fall 2019

- ✓ Non-Response Follow-Up field staff (approx. 500 per ACO)

### Summer 2018

- ✓ Partnership Specialists

### Recruiting Information for All Positions

[www.census.gov/2020jobs](http://www.census.gov/2020jobs)

[www.usajobs.gov](http://www.usajobs.gov)

**1-800-992-3529 (Recruiting Hotline)**

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Recruiting

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[JOB DETAILS](#)
[HOW TO APPLY](#)
[LOCATIONS](#)
[FAQS](#)
[APPLY NOW](#)

Language Options: English

2020 Census Jobs




[Access the 2020 Census Jobs Site](#)

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## Complete Count Committees

**Bring structured, focused unified outreach and communication campaign to their communities.**

Tribal, state, and local governments work together with partners in their communities to form CCCs to promote the 2020 Census to their constituents. Community-based organizations also establish CCCs that reach out to their constituents.

Committee members are experts in the following areas:

- Government
- Media
- Workforce development
- Business
- \*Education
- \*Community Organizations
- \*Faith-Based Community
- \*Other, Based on needs

# Forming CCC's

## Forming CCC's Key Points About the CCC Structure

CCC's should be all-inclusive, addressing the various racial, ethnic, cultural and geographic considerations of the community

Census Bureau staff serve as liaisons and information resources for CCC

CCC operations are governed by the highest elected official or community leader

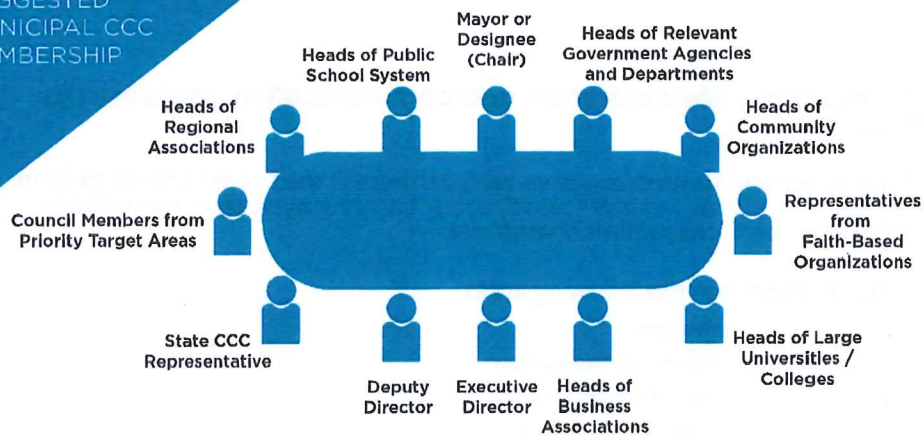
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## Suggested CCC Membership

### SUGGESTED MUNICIPAL CCC MEMBERSHIP



\*Partnership Specialist is advisor and  
Census liaison to Municipal CCC's

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## Planning Your Work and Working Your Plan

### Components of Work Plan

#### Overview

- Summary of the goals and objectives of the CCC and description of the community

#### Committee Structure

- Identify the name of the CCC
- Describe the structure of the committee
- Develop strategies for reaching their objectives

#### Timeline

- Develop broad timetable of events and activities with dates

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## Timeline - Key Communications Phases

### The 2020 Census Phases

Education Phase – 2018-2019

Awareness Phase – April 2019

Motivation Phase – March – May 2020

Reminder Phase – May – July 2020

Thank You Phase – Starts July 2020

Local governments and community leaders throughout the nation participate in activities highlighting the message that the 2020 Census is imminent and that it is easy, important and safe to participate

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## Planning Your Work and Working Your Plan

### Identifying Hard-to-Count Areas and Populations

CCC work plan should utilize the local knowledge of members and data of the makeup of the community

Data tools can provide assistance to the committee to identify predicted areas of low response at the community level

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## Planning Your Work and Working Your Plan

### Response Out Area Mapper

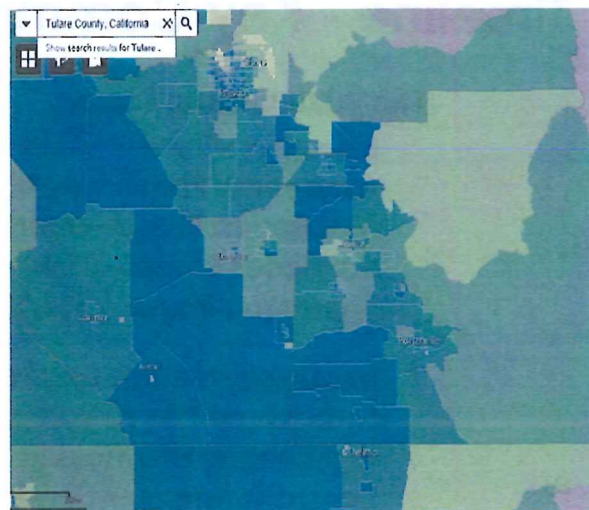
#### (ROAM)

Public mapping application that displays characteristics of hard-to-count areas from the PDB

2012-2016 ACS 5-year estimates

Census tract level

<https://www.census.gov/roam>



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## How Partnership Specialists can Help

- Plan and conduct local outreach activities with all levels of potential partners and stakeholders
- Promote and Implement local Partnership agreements with local governments, agencies, commissions, community and faith-based organizations, educational Institutions and businesses
- Conduct Complete Count Committee training to local Governments and community groups
- Develop and present 2020 Census updates
- Conduct and Facilitate Meetings
- Participate in local engagement activities
- Identify and staff information tables at events, conferences and meetings
- Respond to 2020 Census and Census Bureau program inquiries
- Promote Census Jobs in your area
- Solicit trusted voices and community leaders
- Support Area Census office with operational requirements; Ex. Testing, training sites, Identifying Transitory Locations etc.
- Be the Census Face in your Community



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## Next Steps

- Help to generate your communities readiness for the 2020 Census
- Work to mobilize your community and form or join a Complete Count Committees
- Invite Partnership Specialists to present at your network meetings
- Apply for Census Jobs and Help us to recruit a diverse staff for the ACO's

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## Contact Information

Barbara Martin  
Partnership Specialist  
[barbara.l.martin@2020Census.gov](mailto:barbara.l.martin@2020Census.gov)  
559-860-9125

# 2020 Census: Complete Count Committee (CCC)

## Instructors Training Guide



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## Introduction

- Background and Structure of Complete Count Committees (CCCs)
  - Tribal, state and local governments work together with partners in their communities to form CCCs to promote the 2020 Census to their constituents. Community-based organizations also establish CCCs that reach out to their members.
  - Committee members are experts in the following areas:
 

• Government	*Education
• Media	*Community Organizations
• Workforce development	*Faith-Based Community
• Business	*Other, based on needs



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## Decennial Census Overview

- Why Do We Take the Census?
  - U.S. Constitution, Article 1, Section 2 mandates an apportionment of representatives among the states for the House of Representatives every 10 years
  - By law, the U.S. Census Bureau must deliver a report of population counts to the President of the United States within 9 months of Census Day (on or before December 31, 2020)



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## Decennial Census Overview

- Background
  - Some examples include:
    - Distribution of more than \$675 billion annually in federal funds
    - Redistricting of state legislative districts
    - Forecasting of future transportation needs
    - Determining areas eligible for housing assistance and rehabilitation loans
    - Assisting tribal, federal, state and local governments in planning, and implementing programs and services in:
      - Education
      - Healthcare
      - Transportation
      - Social Services
      - Emergency response
    - Designing facilities for people with disabilities, the elderly and children



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## Decennial Census Overview

- The Census is Confidential and Required by Law
  1. The Census Bureau is required to keep information confidential. All responses provided on the 2020 Census questionnaire or to a Census Bureau employee are confidential and protected under Title 13 of the U.S. Code
  2. We will never share a respondents personal information with other government agencies
  3. Results from the census are reported in statistical format only
  4. Records are confidential for 72 years by law (Title 44, U.S. Code)
  5. All Census Bureau employees swear a lifetime oath to protect respondent information.
  6. Penalty for wrongful disclosure is up to 5 years imprisonment and/or a fine of \$250,000



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## Forming CCCs

- Key Points About the CCC Structure
  - CCCs should be all-inclusive, addressing the various racial, ethnic, cultural and geographic considerations of the community
  - Census Bureau staff serve as liaisons and information resources for CCC
  - CCC operations are governed by the highest elected official or community leader

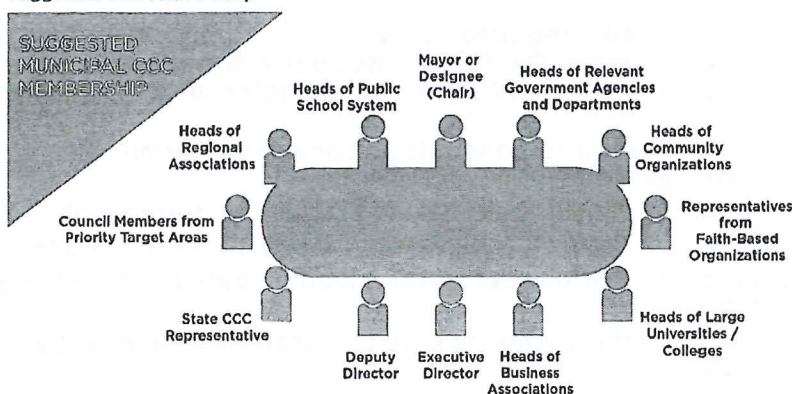


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## Forming CCCs

### Suggested CCC Membership



*\*Partnership Specialist is advisor and Census liaison to Municipal CCC's*

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## Timeline - Key Communications Phases

- The 2020 Census Phases
  - Education Phase – 2018-2019
  - Awareness Phase – April 2019
  - Motivation Phase – March – May 2020
  - Reminder Phase – May – July 2020
  - Thank You Phase – Starts July 2020
- Local governments and community leaders throughout the nation participate in activities highlighting the message that the 2020 Census is imminent and that it is easy, important and safe to participate

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## Planning Your Work and Working Your Plan

- Components of Work Plan
  - Overview
    - Summary of the goals and objectives of the CCC and description of the community
  - Committee Structure
    - Identify the name of the CCC
    - Describe the structure of the committee
    - Develop strategies for reaching their objectives
  - Timeline
    - Develop broad timetable of events and activities with dates



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## Planning Your Work and Working Your Plan

- Components of Work Plan
  - Reporting
    - Include a report of subcommittee activities to the committee
    - Modify future activities as needed based on feedback
  - Thank you
    - Include strategies for thanking committee members, the community and others who provide support
  - Final Report
    - Prepare a final evaluation of your activities and successes to help the Census Bureau guide future committees



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## Planning Your Work and Working Your Plan

- Identifying Hard-to-Count Areas and Populations
  - CCC work plan should utilize the local knowledge of members and data of the makeup of the community
  - Data tools can provide assistance to the committee to identify predicted areas of low response at the community level



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## Planning Your Work and Working Your Plan

- Low Response Score (LRS)
  - LRS = predicted level of Census self nonresponse at the tract level
  - Values from 0-100
  - For example,
    - If LRS= 25, we are estimating that 25% of households in that tract will not self-respond to the Census



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## Planning Your Work and Working Your Plan

- Reach Out Area Mapper (ROAM)
  - Public mapping application that displays characteristics of hard-to-count areas from the PDB
  - 2010-2014 ACS 5-year estimates
  - Census tract level

<https://www.census.gov/roam>

### Response Outreach Area Mapper

December 2018

US Dept of Commerce

The Response Outreach Area Mapper (ROAM) application was developed to make it easier to identify hard-to-survey areas and to provide a socioeconomic and demographic profile of these areas using American Community Survey (ACS) estimates available in the Planning Database. Learning about each hard-to-survey area allows the U.S. Census Bureau to create a tailored communication and outreach campaign, and to plan for field resources including hiring staff with language skills. These and other efforts can improve response rates. To learn more see Hard-to-Survey Populations and the U.S. Census: Making Use of Social Marketing Campaigns.

### ROAM Application

Interact with the live application below, or print out a screenshot.



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## ROAM Live-Demo

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2020

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## Planning Your Work and Working Your Plan

### ACTIVITY – Create a Work Plan



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**QuickFacts****Lemoore city, California**QuickFacts provides statistics for all states and counties, and for cities and towns with a *population of 5,000 or more*.**Table****ALL TOPICS****Lemoore city,  
California**

Population estimates, July 1, 2018, (V2018)

26,474

**PEOPLE****Population**

Population estimates, July 1, 2018, (V2018)

26,474

Population estimates base, April 1, 2010, (V2018)

24,531

Population, percent change - April 1, 2010 (estimates base) to July 1, 2018, (V2018)

7.9%

Population, Census, April 1, 2010

24,531

**Age and Sex**

Persons under 5 years, percent

↑ 8.9%

Persons under 18 years, percent

↑ 29.5%

Persons 65 years and over, percent

↑ 8.1%

Female persons, percent

↑ 49.8%

**Race and Hispanic Origin**

White alone, percent

↑ 58.2%

Black or African American alone, percent (a)

↑ 5.5%

American Indian and Alaska Native alone, percent (a)

↑ 1.7%

Asian alone, percent (a)

↑ 7.7%

Native Hawaiian and Other Pacific Islander alone, percent (a)

↑ 0.5%

Two or More Races, percent

↑ 5.5%

Hispanic or Latino, percent (b)

↑ 41.7%

White alone, not Hispanic or Latino, percent

↑ 40.5%

**Population Characteristics**

Veterans, 2013-2017

2,721

Foreign born persons, percent, 2013-2017

14.5%

**Housing**

Housing units, July 1, 2018, (V2018)

X

Owner-occupied housing unit rate, 2013-2017

51.9%

Median value of owner-occupied housing units, 2013-2017

\$199,200

Median selected monthly owner costs -with a mortgage, 2013-2017

\$1,523

Median selected monthly owner costs -without a mortgage, 2013-2017

\$401

Median gross rent, 2013-2017

\$897

Building permits, 2018

X

**Families & Living Arrangements**

Households, 2013-2017

8,564

Persons per household, 2013-2017

2.98

Living in same house 1 year ago, percent of persons age 1 year+, 2013-2017

75.3%

Language other than English spoken at home, percent of persons age 5 years+, 2013-2017

30.3%

**Computer and Internet Use**

Households with a computer, percent, 2013-2017

91.8%

Households with a broadband Internet subscription, percent, 2013-2017

84.0%

**Education**

High school graduate or higher, percent of persons age 25 years+, 2013-2017

85.0%

Bachelor's degree or higher, percent of persons age 25 years+, 2013-2017

17.3%

**Health**

With a disability, under age 65 years, percent, 2013-2017

7.1%

Persons without health insurance, under age 65 years, percent

↑ 9.1%



<b>Economy</b>	
In civilian labor force, total, percent of population age 16 years+, 2013-2017	67.0%
In civilian labor force, female, percent of population age 16 years+, 2013-2017	63.3%
Total accommodation and food services sales, 2012 (\$1,000) (c)	D
Total health care and social assistance receipts/revenue, 2012 (\$1,000) (c)	13,549
Total manufacturers shipments, 2012 (\$1,000) (c)	D
Total merchant wholesaler sales, 2012 (\$1,000) (c)	D
Total retail sales, 2012 (\$1,000) (c)	103,908
Total retail sales per capita, 2012 (c)	\$4,200
<b>Transportation</b>	
Mean travel time to work (minutes), workers age 16 years+, 2013-2017	20.3
<b>Income &amp; Poverty</b>	
Median household income (in 2017 dollars), 2013-2017	\$54,471
Per capita income in past 12 months (in 2017 dollars), 2013-2017	\$23,256
Persons in poverty, percent	14.0%
<b>Ü BUSINESSES</b>	
<b>Businesses</b>	
Total employer establishments, 2016	X
Total employment, 2016	X
Total annual payroll, 2016 (\$1,000)	X
Total employment, percent change, 2015-2016	X
Total nonemployer establishments, 2017	X
All firms, 2012	1,156
Men-owned firms, 2012	586
Women-owned firms, 2012	401
Minority-owned firms, 2012	506
Nonminority-owned firms, 2012	528
Veteran-owned firms, 2012	113
Nonveteran-owned firms, 2012	945
<b>à GEOGRAPHY</b>	
<b>Geography</b>	
Population per square mile, 2010	2,880.2
Land area in square miles, 2010	8.52
FIPS Code	0641152





About datasets used in this table

#### Value Notes

↑ Estimates are not comparable to other geographic levels due to methodology differences that may exist between different data sources.

Some estimates presented here come from sample data, and thus have sampling errors that may render some apparent differences between geographies statistically indistinguishable. Click the Q left of each row in TABLE view to learn about sampling error.

The vintage year (e.g., V2018) refers to the final year of the series (2010 thru 2018). *Different vintage years of estimates are not comparable.*

#### Fact Notes

- (a) Includes persons reporting only one race
- (b) Hispanics may be of any race, so also are included in applicable race categories
- (c) Economic Census - Puerto Rico data are not comparable to U.S. Economic Census data

#### Value Flags

- Either no or too few sample observations were available to compute an estimate, or a ratio of medians cannot be calculated because one or both of the median estimates falls in the interval of an open ended distribution.
- D Suppressed to avoid disclosure of confidential information
- F Fewer than 25 firms
- FN Footnote on this item in place of data
- NA Not available
- S Suppressed; does not meet publication standards
- X Not applicable
- Z Value greater than zero but less than half unit of measure shown

QuickFacts data are derived from: Population Estimates, American Community Survey, Census of Population and Housing, Current Population Survey, Small Area Health Insurance Estimates, Small Area Poverty Estimates, State and County Housing Unit Estimates, County Business Patterns, Nonemployer Statistics, Economic Census, Survey of Business Owners, Building Permits.

#### ABOUT US

Are You in a Survey?  
FAQs  
Director's Corner  
Regional Offices  
History  
Research  
Scientific Integrity  
Census Careers  
Diversity @ Census  
Business Opportunities  
Congressional and Intergovernmental  
Contact Us

#### FIND DATA

QuickFacts  
American FactFinder  
2010 Census  
Economic Census  
Interactive Maps  
Training & Workshops  
Data Tools  
Developers  
Catalogs  
Publications

#### BUSINESS & INDUSTRY

Help With Your Forms  
Economic Indicators  
Economic Census  
E-Stats  
International Trade  
Export Codes  
NAICS  
Governments  
Longitudinal Employer-Household Dynamics (LEHD)  
Survey of Business Owners

#### PEOPLE & HOUSEHOLDS

2020 Census  
2010 Census  
American Community Survey  
Income  
Poverty  
Population Estimates  
Population Projections  
Health Insurance  
Housing  
International  
Genealogy

#### SPECIAL TOPICS

Advisors, Centers and Research Programs  
Statistics in Schools  
Tribal Resources (AIAN)  
Emergency Preparedness  
Statistical Abstract  
Special Census Program  
Data Linkage Infrastructure  
Fraudulent Activity & Scams  
USA.gov

#### NEWSROOM

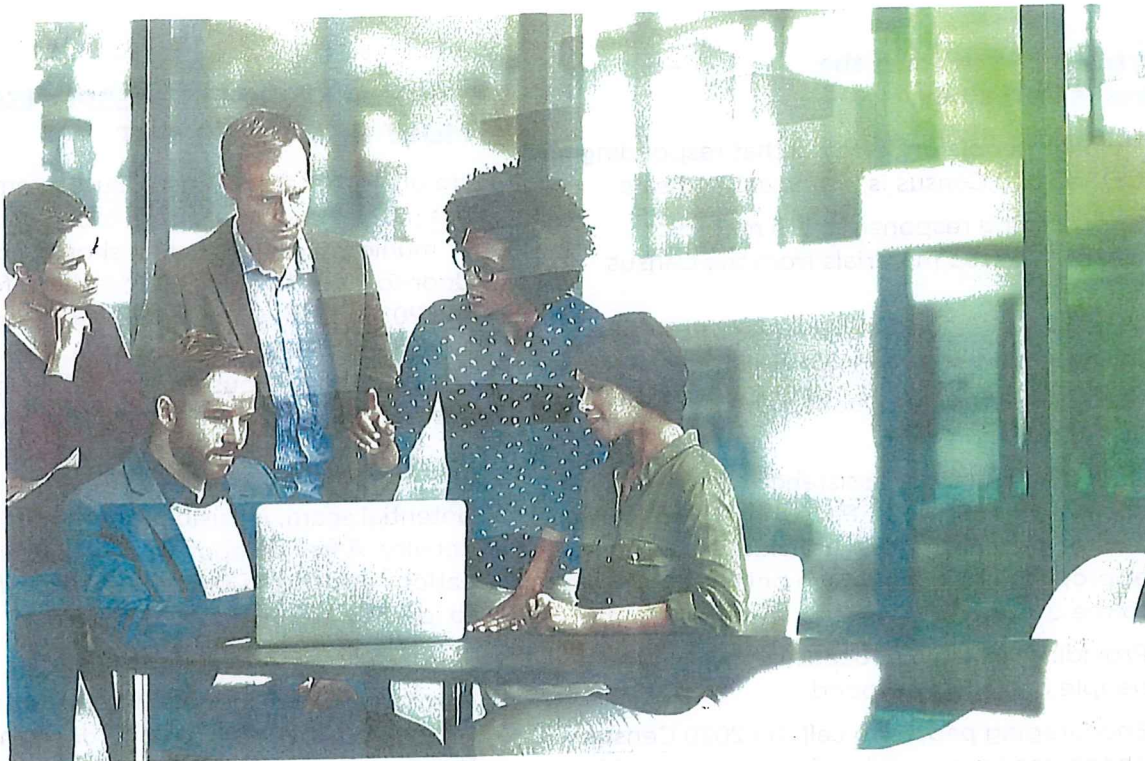
News Releases  
Release Schedule  
Facts for Features  
Stats for Stories  
Blogs

#### CONNECT WITH US

Accessibility | Information Quality | FOIA | Data Protection and Privacy Policy | U.S. Department of Commerce







# Guidelines for Partners

## Supporting Self-Response in the 2020 Census

People can respond from anywhere, anytime—online, by phone, or by mail. New opportunities for partners make helping people to respond easier than ever!

Partnership is a key component to a complete and accurate count for the 2020 Census, and the U.S. Census Bureau is excited to already have thousands of partners working to help.

Take a look at the guidelines on the back of this fact sheet. They will help ensure partners are able to assist in the right ways.

[2020CENSUS.GOV](https://2020census.gov)

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United States  
**Census**  
**2020**



## SUPPORTING SELF-RESPONSE IS WELCOME

### Partners can support the Census Bureau by:

- Helping people understand that responding to the 2020 Census is important and safe.
- Encouraging response to the mailed or hand-delivered materials from the Census Bureau.
- Assisting people who are disabled. For example, helping a person who is visually impaired dial the appropriate phone number to respond to the questionnaire.
- Providing language assistance to non-English speaking households. For example, assisting a non-English speaking individual find the appropriate language page online to respond to the questionnaire.
- Providing links to [2020census.gov](https://2020census.gov), where people can easily respond.
- Encouraging people to call the 2020 Census phone line to respond in English or any of the other 12 languages available for self-response.
- Providing access to computers and tablets for on-the-spot access to the 2020 Census website at places like conferences, public events, community centers, health care facilities, places of worship, and shopping areas.

### It is important to remember:

- Partners should not attempt to collect 2020 Census data through websites or apps, over the phone, or in person.
- Partners should not go door-to-door to promote the census or collect information.
- Partners should not encourage anyone to respond to the census on behalf of a household in which they do not live.

### SUPPORTING SELF-RESPONSE MUST BE DONE RIGHT

No one other than Census Bureau employees, not even officials from tribal, state, or municipal governments, should go door-to-door to collect information for the 2020 Census. This could cause confusion for households that have already responded and households who have not yet responded and must be interviewed by census takers. This can also discourage response by elevating concerns of a potential scam, intrusion, or other unlawful activity. A key component of our communications effort is to raise awareness of how to identify an official census taker.

Only data collected by census takers employed by the Census Bureau are protected under Title 13, U.S. Code. Census Bureau employees take an oath to ensure that respondent information is used for statistical purposes only and not for any other reason. Census Bureau employees cannot share information with anyone else, including law enforcement—not the FBI, ICE, or even local police.

[2020CENSUS.GOV](https://2020census.gov)

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**2020**

# 50 Ways Census Data Are Used

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- Decision making at all levels of government.
- Drawing federal, state, and local legislative districts.
- Attracting new businesses to state and local areas.
- Distributing over \$300 billion in federal funds and even more in state funds.
- Forecasting future transportation needs for all segments of the population.
- Planning for hospitals, nursing homes, clinics, and the location of other health services.
- Forecasting future housing needs for all segments of the population.
- Directing funds for services for people in poverty.
- Designing public safety strategies.
- Development of rural areas.
- Analyzing local trends.
- Estimating the number of people displaced by natural disasters.
- Developing assistance programs for American Indians and Alaska Natives.
- Creating maps to speed emergency services to households in need of assistance.
- Delivering goods and services to local markets.
- Designing facilities for people with disabilities, the elderly, or children.
- Planning future government services.
- Planning investments and evaluating financial risk.
- Publishing economic and statistical reports about the United States and its people.
- Facilitating scientific research.
- Developing "intelligent" maps for government and business.
- Providing proof of age, relationship, or residence certificates provided by the Census Bureau.
- Distributing medical research.
- Reapportioning seats in the House of Representatives.
- Planning and researching for media as backup for news stories.
- Providing evidence in litigation involving land use, voting rights, and equal opportunity.
- Drawing school district boundaries.
- Planning budgets for government at all levels.
- Spotting trends in the economic well-being of the nation.
- Planning for public transportation services.
- Planning health and educational services for people with disabilities.
- Establishing fair market rents and enforcing fair lending practices.
- Directing services to children and adults with limited English language proficiency.
- Planning urban land use.
- Planning outreach strategies.
- Understanding labor supply.
- Assessing the potential for spread of communicable diseases.
- Analyzing military potential.
- Making business decisions.
- Understanding consumer needs.
- Planning for congregations.
- Locating factory sites and distribution centers.
- Distributing catalogs and developing direct mail pieces.
- Setting a standard for creating both public and private sector surveys.
- Evaluating programs in different geographic areas.
- Providing genealogical research.
- Planning for school projects.
- Developing adult education programs.
- Researching historical subject areas.
- Determining areas eligible for housing assistance and rehabilitation loans.





**Decision**

The Census Bureau will provide non-English instruments and materials in the following non-English languages for the 2020 Census:

Instrument/Material	Non-English Language
Internet Self-Response Instrument	<ul style="list-style-type: none"> <li>• 12 Non-English Languages <ul style="list-style-type: none"> <li>○ Spanish, Chinese (Simplified), Vietnamese, Korean, Russian, Arabic, Tagalog, Polish, French, Haitian Creole, Portuguese, Japanese</li> </ul> </li> </ul>
Census Questionnaire Assistance	<ul style="list-style-type: none"> <li>• 12 Non-English Languages <ul style="list-style-type: none"> <li>○ Spanish, Chinese (Mandarin, Cantonese), Vietnamese, Korean, Russian, Arabic, Tagalog, Polish, French, Haitian Creole, Portuguese, Japanese</li> </ul> </li> <li>• Includes Telecommunication Device for the Deaf</li> </ul>
Enumerator Instrument, Bilingual Paper Questionnaire, Bilingual Mailing, Field Enumeration Materials	<ul style="list-style-type: none"> <li>• Spanish</li> </ul>
Language Glossaries, Language Identification Card	<ul style="list-style-type: none"> <li>• 59 Non-English Languages</li> </ul>
Language Guides (Video and Print)	<ul style="list-style-type: none"> <li>• 59 Non-English Languages</li> <li>• Includes American Sign Language, braille, and large print</li> </ul>

This process yielded the languages below (in order—top to bottom, left to right). The Census Bureau will provide language guides, language glossaries, and a language identification card in these languages.

Spanish	Haitian Creole	Bengali	Romanian	Tamil	Tigrinya	Igbo
Chinese	Portuguese	Greek	Telugu	Navajo	Ilocano	Marathi
Vietnamese	Japanese	Amharic	Burmese	Hungarian	Dutch	Sinhala
Korean	Italian	Somali	Punjabi	Hebrew	Croatian	Slovak
Russian	Farsi	Thai	Lao	Malayalam	Bulgarian	American Sign Language
Arabic	German	Gjurati	Hmong	Swahili	Twi	
Tagalog	Armenian	Khmer	Albanian	Yiddish	Lithuanian	
Polish	Hindi	Nepali	Turkish	Indonesia	Yoruba	
French	Ukrainian	Urdu	Bosnian	Serbian	Czech	

In determining the languages for Internet Self-Response and Census Questionnaire Assistance, the Census Bureau transcribed to a list the languages spoken by at least 60,000 limited-English-speaking households, sorted by the number of limited-English-speaking households, in descending order. This yielded the following 12 non-English languages: Spanish, Chinese, Vietnamese, Korean, Russian, Arabic, Tagalog, Polish, French, Haitian Creole, Portuguese, and Japanese.







# CITY OF LEMOORE

## BUDGET AMENDMENT FORM

Date:	8/15/2019	Request By:	Michelle Speer
Requesting Department: PBIA (Parking and Business Improvement Area)			

### TYPE OF BUDGET AMENDMENT REQUEST:

- ☐ Appropriation Transfer within Budget Unit  
☒ All other appropriations (Attach Council approved Staff Report)

FROM:					
Fund	Budget Unit	Account	Current Budget	Proposed Increase/Decrease:	Proposed New Budget
085		1010	Reserves	\$ (4,000.00)	\$ (4,000.00)

TO:					
Fund	Budget Unit	Account	Current Budget	Proposed Increase/Decrease:	Proposed New Budget
085	4270	4310	\$ 2,000.00	\$ 4,000.00	\$ 6,000.00

JUSTIFICATION FOR CHANGE/FUNDING SOURCE:	
Per Holiday Stroll Agreement - 8/20/19	

APPROVALS:	
Department Head:	Date:
City Manager:	Date:
Completed By:	Date:

Latino Round Table  
P.O. Box 563  
Corcoran, Ca 93212



Recipient Name  
May 17, 2019

Dear Lemoore City Council,

The Kings County Latino Round Table strongly supports and endorses Council Member Edward "Eddie" Neal for Mayor with the City of Lemoore. Mayor Neal and the Kings County Latino Round Table have had a professional working relationship for many years on projects that include commercial, industrial, and residential development in Lemoore and throughout Kings County. Mr. Neal has been a strong community leader as a board member of the Kings Community Action Organization and has been a strong voice in addressing the high refuse rates at KWRA that affect Lemoore, Corcoran, Hanford, and the County of Kings.

The Kings County Latino Round Table has thoroughly enjoyed working with Mayor Neal and have come to know him as a valuable asset to any commission, study team, or city council. He is honest, dependable, and incredibly hard-working. Beyond that, he is an impressive civic leader who wholeheartedly serves the people of Lemoore and Kings County.

It would be a great travesty to realign the Lemoore City Council by removing Mayor Neal as mayor. His dedication to public service has truly left an influential and an historical mark in Lemoore and throughout Kings County. We feel that his public service record honorably warrants his position as Mayor of Lemoore.

The Kings County Latino Round Table strongly supports Edward "Eddie" Neal for Mayor of Lemoore and is requesting that Mayor Neal remain on as Mayor for the City of Lemoore.

Respectfully,

Kings County Latino Round Table

Raymond M. Lema  
~~Paul D. Jones~~

Mary Angeles Montes  
C B

Maria Barrera  
Sidono 'Sid' Palmerie

Richard Valle