



CITY OF PASADENA

Applicant Name: Adam S. Knopf and Micah P. Anderson

Reviewer: Kami Miller

Date: 3/27/19

OVERALL SCORE	Maximum Points	Points Awarded	Percent Score
	1,575	1,425	90.48%

GENERAL COMMENTS
Applicants are experienced regulated cannabis business owners - GSG Point Loma, San Diego; GSG Santa Barbara; Balboa Cooperative San Diego; GSG Mission Valley; The Leaf Palm Desert. No security consultant yet; armored car plan was confusing.

SECTION 1: QUALIFICATIONS OF OWNERS/ OPERATORS	750	710	94.67%
<p>Experience GSG Point Loma, San Diego; GSG Santa Barbara; Balboa Cooperative San Diego; GSG Mission Valley; The Leaf Palm Desert. Applicants have two retailer, two distributor, one manufacturing and one cultivation license between the two of them. Copies of licenses were provided and verified on the appropriate websites.</p>			
<p>Cannabis Industry Knowledge In addition to legal/regulated cannabis businesses, the applicants have over twenty years' experience in cannabis as well as other entrepreneurial business ventures.</p>			
<p>Ownership Team The ownership and management team will oversee the day to day operations of the business. The General Manager has been working in the cannabis industry since 2011.</p>			

SECTION 2: BUSINESS PLAN	525	461	87.81%
<p><u>Standard Operating Procedures (SOP)</u> A detailed list of best practices that included all aspects of the business operations was included with the application.</p>			
<p><u>Financial Plan</u> A detailed plan and estimates of startup costs was included with the application. Three years of projected financials were included, as well as a one year proforma. The startup costs were estimated at approximately [REDACTED].</p>			
<p><u>Funding/Proof of Capitalization</u> The proof of capital included bank statements that showed combined balances of approximately [REDACTED] as of 01/31/2019. The application also included letters of extended credit in the amount of approximately [REDACTED] for vendors with which the owners already have contracts.</p>			
<p><u>Records Software</u> The application included a number of factors with respect to records software, including financial, owner/operator, inventory, HIPPA and track and trace records, as well as record storage.</p>			
<p><u>Track-and-Trace</u> The track and trace procedures were included with specific sections such as Product Procurement and Customer Relationship Management.</p>			
<p><u>State Testing Requirements</u> High quality SOPs.</p>			
<p><u>Employee Training</u> Proposed training includes customer service, product offerings, city and state laws, regulations, job responsibilities, and safety procedures.</p>			

Customer Education

Applicants will utilize employees as well as community engagement to provide consumer training.

Marketing

Events, print, promotional material, radio, weedmaps

Community Benefits

Neighborhood Integration Plan, including an introductory meeting with a Q&A session for community members to attend. Will utilize a citizens advisory board, community relations liaison, developed SOPs for complaints, partner with several local charities and foodbanks, employ local residents, partner with local businesses. Application did not address how the business would ensure that persons most harmed by cannabis criminalization would benefit.

SECTION 3: NEIGHBORHOOD COMPATIBILITY & ENHANCEMENT

150

129

86.00%

Exterior Design Concept

Applicants plan to register the proposed project for US Green Building Council (USGBC) and Leadership in Energy and Environment Design (LEED), as they have other businesses. Will also construct or modify an existing store front business with stucco, drought resistant plants. Little mention of Pasadena's architectural traditions.

Design Concept Integration

No specific neighborhood mentioned; very conscious of environmental concerns.

Integration of Security Measures

Applicants will use **REDACTED** tasteful lighting, and security guards to integrate security measures.

Air Quality/Odor Control

Carbon filtration, ozone and air scrubber. Also charcoal filters, ozone generators and strategic pressurization of spaces.

SECTION 4: SECURITY PLAN	150	125	83.33%
<p><u>Security Experience</u> Application indicated all security personnel will be licensed by the state and "shall be approved by Nevada City Officials before commencing work. Preference for local, Nevada City based, security personal." No specific security consultant indicated.</p>			
<p><u>Background Checks</u> Minimum standards met.</p>			
<p><u>Employee Safety Education</u> Detailed safety education plan.</p>			
<p><u>Employee Theft Reduction Measures</u> Comprehensive procedures in several sections of the application.</p>			
<p><u>Cash Management Plan</u> Applicants intend to be "cash only" retail storefront.</p>			
<p><u>Product Access Protocols</u> Comprehensive procedures.</p>			
<p><u>Product Deliveries</u> Very comprehensive a specific policies included in application.</p>			
<p><u>Security Guards</u> Detailed plan for security guards.</p>			
<p><u>Video Camera Surveillance</u> Comprehensive security plan in place.</p>			
<p><u>Armored Vehicle</u> Application stated, "Cash will be deposited in the bank whenever a REDACTED limit has been reached in reserves. Smaller and more frequent deposits will be made to the bank to decrease the risk factor of major financial loss..." This appears to be contradictory.</p>			



January 31, 2019

City of Pasadena
Planning & Community Development Department
175 N. Garfield Avenue
Pasadena, CA 91101

Re: Cover Letter for Screening Application

To: Commercial Cannabis Screening Application Selection Committee

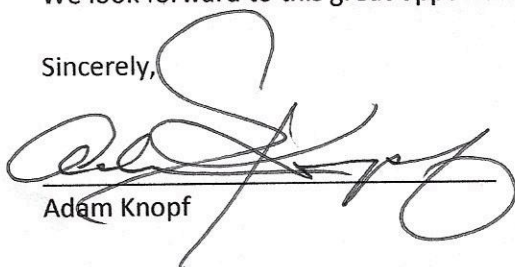
It is with great honor and appreciation that we, Adam Knopf and Micah Anderson, present this application for a Commercial Cannabis Business in the renowned City of Pasadena, CA. We present to you our application with a detailed, thorough business plan containing considerable thought so as to best integrate with the City's unique character while bringing a professionally operated Cannabis Retailer to the business community.

Golden State Greens is the branded retail commercial cannabis company owned and operated by Adam Knopf (Co-Applicant). Mr. Knopf has been a leader and pioneer in the cannabis industry since 2009 and is well known for establishing the first LEED certified cannabis dispensary in the country, his leadership and innovation skills in the retail dispensary business, and for his local community involvement. Micah Anderson (Co-Applicant) is founder and chief executive officer of Leef Holdings, a vertically group of commercial cannabis operations ranging from cultivation and product manufacturing to distribution and retail sales. With over 20 years of experience in the industry, Mr. Anderson is a veteran entrepreneur in the cannabis industry, a founder and past president of the Southern California Responsible Growers Council, and a developer of the Cannabis Business Park concept.

A new business entity will be formed for the development and operation of our proposed Commercial Cannabis Business consisting of a Retailer Dispensary. The new business entity will be controlled by Co-Applicants Adam Knopf and Micah Anderson and will be a Golden State Greens branded company (such as "GSG Pasadena, Inc"). The accompanying application will demonstrate the superior quality and character of our team and the Golden State Greens organization that has a proven track record.

We look forward to this great opportunity to serve the citizens of the City of Pasadena.

Sincerely,



Adam Knopf



Micah Anderson



www.cityofpasadena.net/marijuana-regulations

Applicant/Owner Information Form*

Commercial Cannabis Screening Application

*Portions of the information disclosed in this application is public information pursuant to the California Public Records Act.

INSTRUCTIONS: Complete the pertinent sections for each owner, applicant, entity owner and non-owner with financial interest in the business. A separate form is required for each individual.

- Type: Entity Owner (Complete Sections A and E)
 Owner (Complete Sections B, C, D and E)
 Applicant (Complete Sections B, C, D and E)
 Non-owner with financial interest (Complete Sections B and E)

SECTION A: ENTITY OWNERSHIP INFORMATION

An entity is anything other than an individual. If an entity is an owner of the commercial cannabis business pursuant to Business and Professions Code section 26001(a), you will need to complete the following information. Attach additional pages if needed.

Name of Entity: _____ Phone Number: _____

Ownership %: _____ Organizational Structure: _____ Email: _____

Authorized Agent: _____ Title: _____

List entity members below (attach additional sheets if necessary):

Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____

SECTION B: OWNER/NON-OWNER/APPLICANT INFORMATION

Pursuant to 16 CCR § 5023, an owner is defined as a person with an aggregate ownership interest of 20% or more, chief executive officer, member of the board of directors of a nonprofit, or an individual participating in the direction, control, or management of the applicant. All business owners must be listed, including the applicant.

Full Name: Knopf Adam S Date of birth: **REDACTED**
Last First M.I.

Mailing Address: **REDACTED**
Street Address

REDACTED **REDACTED**
City State ZIP Code

Phone: (619) 886-9215 Email: adam@goldenstategreens.com

Ownership % 50%

Title: OWNER, CO-APPLICANT

Social Security No. **REDACTED**

Current Employer: GOLDEN STATE GREENS

SECTION C: DECLARATIONS

1. Do you have an ownership or financial interest (as defined in Title 16 CCR 5003 and 5004) in a licensed cannabis business? If "yes", complete section C-1. YES NO
2. Have you ever been denied a permit or state license to engage in commercial cannabis activity, or had a permit or state license to engage in commercial cannabis activity suspended and not reinstated, or revoked, by any city, county, city and county, or any other state cannabis licensing authority? If "yes", complete section C-2. (PMC §5.78.100) YES NO
3. Have you ever been convicted of a crime? If "yes", complete section C-3. (HSG BPC §26057) YES NO
4. Have you owned or operated any cannabis-related business(es) in the City of Pasadena on or after December 14, 2017? If "yes", complete section C-4. (PMC §5.78.100) YES NO
5. Have you ever been notified that you were conducting commercial cannabis activity in non-compliance with City of Pasadena ordinances, codes, and requirements and failed to discontinue operating in a timely manner? (PMC §5.78.100) YES NO
6. Have you ever failed to pay federal, state, or local taxes and/or fees when notified by the appropriate agencies? (PMC §5.78.100) YES NO

Section C-1: Other Licensed Cannabis Businesses

Use additional sheets if necessary.

Agency: CAL. BUREAU OF CANNABIS CONTROL
 License No. A10-17-000032 Date Issued: 01/01/18
 Description of business: RETAIL DISPENSARY - 3452 HANCOCK ST. SAN DIEGO

Agency: CAL BUREAU OF CANNABIS CONT. License No. C10-18-0000220 Date Issued: 12/29/18
 Description of business: RETAIL DISPENSARY 3516 STATE ST. SANTA BARBARA

Agency: CAL BUREAU OF CANNABIS CONTROL License No. M11-18-0000176 Date Issued: 2/05/18
 Description of business: MEDICINAL DISTRIBUTOR 3446 HANCOCK ST. SAN DIEGO (SEE ATTACHED)

Section C-2: Cannabis License(s) Suspended, Revoked or Denied

Use additional sheets if necessary.

N/A

License Authority: _____ License Type: _____ Suspension or Revocation Date: _____

Details: _____

License Authority: _____ License Type: _____ Suspension or Revocation Date: _____

Details: _____

License Authority: _____ License Type: _____ Suspension or Revocation Date: _____

Details: _____

Section C-3: Criminal Violation(s)

Use additional sheets if necessary.

N/A

Date of Conviction: _____	Code Section: _____	Felony or Misdemeanor? _____
Date of incarceration: _____	Date of Probation: _____	Date of Parole: _____

Details: _____

Date of Conviction: _____	Code Section: _____	Felony or Misdemeanor? _____
Date of incarceration: _____	Date of Probation: _____	Date of Parole: _____

Details: _____

Date of Conviction: _____	Code Section: _____	Felony or Misdemeanor? _____
Date of incarceration: _____	Date of Probation: _____	Date of Parole: _____

Details: _____

Section C-4: Commercial Cannabis Operations in the City of Pasadena

Use additional sheets if necessary.

N/A

Business Name: _____	Business Address: _____
Dates of Operation: _____	Title: _____

Business Name: _____	Business Address: _____
Dates of Operation: _____	Title: _____

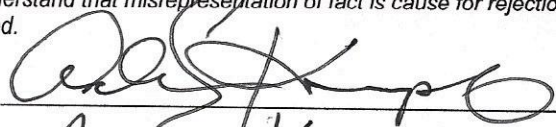
Business Name: _____	Business Address: _____
Dates of Operation: _____	Title: _____

SECTION D: REQUIRED DOCUMENTS

Copy of a currently valid government-issued identification

SECTION E: AFFIRMATION & CONSENT

Under penalty of perjury, I hereby declare that the information contained within and submitted with the application is complete, true and accurate. I understand that misrepresentation of fact is cause for rejection of this screening application, denial of a license, or revocation of a license issued.

Signature: 
 Printed Name: ADAM KNOPF

Date: 1/31/19



**BUREAU OF
CANNABIS
CONTROL**
CALIFORNIA

Bureau of Cannabis Control
(833) 768-5880

Adult-Use and Medicinal - Retailer Temporary License

LICENSE NO:
A10-17-0000032-TEMP

VALID:
1/1/2018

LEGAL BUSINESS NAME:
GSG PL, INC.

EXPIRES:
4/26/2019

PREMISE:
3452 Hancock
San Diego, CA 92110

Non-Transferable

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



**BUREAU OF
CANNABIS
CONTROL**
CALIFORNIA

Bureau of Cannabis Control
(833) 768-5880

Medicinal - Distributor Temporary License

LICENSE NO:
M11-18-0000176-TEMP

VALID:
2/5/2018

LEGAL BUSINESS NAME:
GSG PL, INC.

EXPIRES:
8/29/2019

PREMISE:
3446 Hancock
San Diego, CA 92110



Non-Transferable

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



**BUREAU OF
CANNABIS
CONTROL**
CALIFORNIA

Bureau of Cannabis Control
(833) 768-5880

Adult-Use and Medicinal - Retailer Temporary License

**LICENSE NO:
C10-18-0000220-TEMP**

**LEGAL BUSINESS NAME:
GSG SBCA, INC.**

**PREMISE:
3516 STATE ST
SANTA BARBARA, CA 93105-2628**



**VALID:
12/24/2018**

**EXPIRES:
7/22/2019**

Non-Transferable

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

Section D:
Government-Issued
Identification
Redacted



Applicant/Owner Information Form*

Commercial Cannabis Screening Application

www.cityofpasadena.net/marijuana-regulations

*Portions of the information disclosed in this application is public information pursuant to the California Public Records Act.

INSTRUCTIONS: Complete the pertinent sections for each owner, applicant, entity owner and non-owner with financial interest in the business. A separate form is required for each individual.

- Type: Entity Owner (Complete Sections A and E)
 Owner (Complete Sections B, C, D and E)
 Applicant (Complete Sections B, C, D and E)
 Non-owner with financial interest (Complete Sections B and E)

SECTION A: ENTITY OWNERSHIP INFORMATION

An entity is anything other than an individual. If an entity is an owner of the commercial cannabis business pursuant to Business and Professions Code section 26001(al), you will need to complete the following information. Attach additional pages if needed.

Name of Entity: _____ Phone Number: _____

Ownership %: _____ Organizational Structure: _____ Email: _____

Authorized Agent: _____ Title: _____

List entity members below (attach additional sheets if necessary):

Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____
Name: _____	Title: _____

SECTION B: OWNER/NON-OWNER/APPLICANT INFORMATION

Pursuant to 16 CCR § 5023, an owner is defined as a person with an aggregate ownership interest of 20% or more, chief executive officer, member of the board of directors of a nonprofit, or an individual participating in the direction, control, or management of the applicant. All business owners must be listed, including the applicant.

Full Name: ANDERSON MICAH P. Date of birth: **REDACTED**
Last First M.I.

Mailing Address: **REDACTED**

Street Address: **REDACTED** Apartment/Unit #: **REDACTED**

City: **REDACTED** State: **REDACTED** ZIP Code: **REDACTED**

Phone: (619) 241-5933 Email: micah@lecforganics.com

Ownership % 50

Title: OWNER / APPLICANT

Social Security No. **REDACTED**

Current Employer: LEEF HOLDINGS

SECTION C: DECLARATIONS

- 1. Do you have an ownership or financial interest (as defined in Title 16 CCR 5003 and 5004) in a licensed cannabis business? If "yes", complete section C-1. YES NO
- 2. Have you ever been denied a permit or state license to engage in commercial cannabis activity, or had a permit or state license to engage in commercial cannabis activity suspended and not reinstated, or revoked, by any city, county, city and county, or any other state cannabis licensing authority? If "yes", complete section C-2. (PMC §5.78.100) YES NO
- 3. Have you ever been convicted of a crime? If "yes", complete section C-3. (HSG BPC §26057) YES NO
- 4. Have you owned or operated any cannabis-related business(es) in the City of Pasadena on or after December 14, 2017? If "yes", complete section C-4. (PMC §5.78.100) YES NO
- 5. Have you ever been notified that you were conducting commercial cannabis activity in non-compliance with City of Pasadena ordinances, codes, and requirements and failed to discontinue operating in a timely manner? (PMC §5.78.100) YES NO
- 6. Have you ever failed to pay federal, state, or local taxes and/or fees when notified by the appropriate agencies? (PMC §5.78.100) YES NO

Section C-1: Other Licensed Cannabis Businesses

Use additional sheets if necessary.

Agency: BUREAU OF CANNABIS CONTROL License No. C11-18-0000237 Date Issued: 11/22/18
 Description of business: MEDICINAL DISTRIBUTOR 175 N. LEONDE AVE WILLITS, CA

Agency: STATE DEPT. PUBLIC HEALTH License No. CDPA-T-00000520 Date Issued: 1/9/18
 Description of business: MANUFACTURING - TREG 175 NORTH LEONDE AVE WILLITS, CA

Agency: STATE DEPT OF FOOD & AGRICULTURE License No. TAL18-0007322 Date Issued: 11/3/18
 Description of business: CULTIVATION HUMBOLDT COUNTY

(SEE ATTACHMENT)

Section C-2: Cannabis License(s) Suspended, Revoked or Denied

Use additional sheets if necessary.

N/A

License Authority : _____ License Type _____ Suspension or Revocation Date: _____

Details:

License Authority : _____ License Type _____ Suspension or Revocation Date: _____

Details:

License Authority : _____ License Type _____ Suspension or Revocation Date: _____

Details:

Section C-3: Criminal Violation(s)

Use additional sheets if necessary.

REDACTED

Date of Conviction: _____ Code Section: _____ Felony or Misdemeanor? _____
Date of incarceration: _____ Date of Probation: _____ Date of Parole: _____

Details: _____

Date of Conviction: _____ Code Section: _____ Felony or Misdemeanor? _____
Date of incarceration: _____ Date of Probation: _____ Date of Parole: _____

Details: _____

Section C-4: Commercial Cannabis Operations in the City of Pasadena

Use additional sheets if necessary.

N/A

Business Name: _____ Business Address: _____
Dates of Operation: _____ Title: _____

Business Name: _____ Business Address: _____
Dates of Operation: _____ Title: _____

Business Name: _____ Business Address: _____
Dates of Operation: _____ Title: _____

SECTION D: REQUIRED DOCUMENTS

[X] Copy of a currently valid government-issued identification

SECTION E: AFFIRMATION & CONSENT

Under penalty of perjury, I hereby declare that the information contained within and submitted with the application is complete, true and accurate. I understand that misrepresentation of fact is cause for rejection of this screening application, denial of a license, or revocation of a license issued.

Signature: [Handwritten Signature]

Date: 1-31-19

Printed Name: Micah Anderson

STATE OF CALIFORNIA
DEPARTMENT OF PUBLIC HEALTH
MANUFACTURED CANNABIS SAFETY BRANCH

**TEMPORARY MANUFACTURING LICENSE
ADULT AND MEDICINAL CANNABIS PRODUCTS**

LICENSEE:

Anderson Development SJ, LLC
5666 La Jolla Blvd #270
La Jolla, CA 92037-7523

LICENSED PREMISES:

770 Cottonwood Avenue
San Jacinto, CA 92582

LICENSE NUMBER: CDPH-T00000742

LICENSE TYPE: Type 7: Volatile Solvent Extraction

EFFECTIVE DATE: 02/15/2018

EXPIRATION DATE: 03/10/2019

This license is a conditional license and authorizes the holder thereof to engage in commercial cannabis activity as would be permitted under the privileges of the annual license for which the applicant may submit an application to the licensing authority. This license is not transferable to any other person or premises.



California Department of Public Health
P.O. Box 997377, MS 7606
Sacramento, CA 95899-7377

A handwritten signature in black ink, appearing to read 'Asif A. Maan', enclosed within a rectangular box.

Asif A. Maan Ph.D.
Chief, Manufactured Cannabis Safety Branch

STATE OF CALIFORNIA
DEPARTMENT OF PUBLIC HEALTH
MANUFACTURED CANNABIS SAFETY BRANCH

**TEMPORARY MANUFACTURING LICENSE
MEDICINAL ONLY CANNABIS PRODUCTS**

LICENSEE:

Seven Zero Seven LLC
3021 McGraw Street
San Diego, CA 92117

LICENSED PREMISES:

175 N. Lenore Avenue
Willits, CA 95490

LICENSE NUMBER: CDPH-T00000520

LICENSE TYPE: Type 6: Non Volatile Solvent Extraction

EFFECTIVE DATE: 01/09/2018

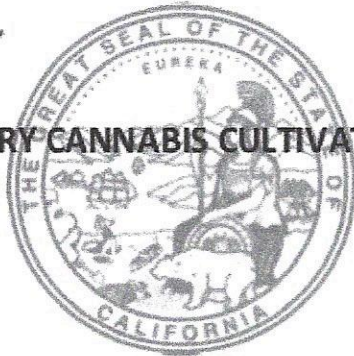
EXPIRATION DATE: 05/02/2019

This license is a conditional license and authorizes the holder thereof to engage in commercial cannabis activity as would be permitted under the privileges of the annual license for which the applicant may submit an application to the licensing authority. This license is not transferable to any other person or premises.



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE

California Department of Food and Agriculture
1220 N Street
Sacramento, CA 95814



TEMPORARY CANNABIS CULTIVATION LICENSE

Legal Business Name:

Lower Thomas Road LLC

Premises APN:

Humboldt County 219-041-012-000

Premises Address:

3556 Lower Thomas Road
Miranda, CA 95553

Valid:

12/12/2018 to 12/11/2018

License Number:

TAL18-0000657

License Type:

Temporary-Small Outdoor

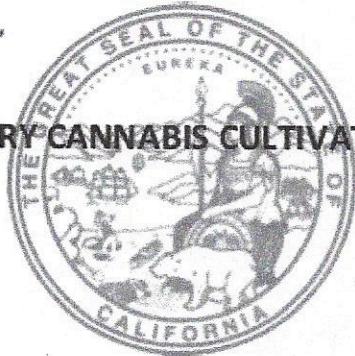
--- NON-TRANSFERABLE ---

--- POST IN PUBLIC VIEW ---



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE

California Department of Food and Agriculture
1220 N Street
Sacramento, CA 95814



TEMPORARY CANNABIS CULTIVATION LICENSE

Legal Business Name:

Sunset Ridge Road, LLC

Premises APN:

Humboldt County 217-391-012

Premises Address:

3556 Sunset Ridge Road
Unincorporated, CA 95553

Valid:

11/03/2018 to 3/3/2019

License Number:

TAL18-0007329

License Type:

Temporary-Small Mixed-Light Tier 1

--- NON-TRANSFERABLE ---

--- POST IN PUBLIC VIEW ---



**BUREAU of
CANNABIS
CONTROL**
CALIFORNIA

Bureau of Cannabis Control
(833) 768-5880

Medicinal - Distributor Temporary License

**LICENSE NO:
C11-18-0000237-TEMP**

**LEGAL BUSINESS NAME:
PAYNES DISTRIBUTION, LLC**

**PREMISE:
175 N LENORE AVE
WILLITS, CA 95490-3208**



**VALID:
11/27/2018**

**EXPIRES:
9/23/2019**

Section D:
Government-Issued
Identification
Redacted



Retailer Dispensary Business Plan

for

**Commercial Cannabis Permit Application
Retailer
City of Pasadena, CA**



Executive Summary

Golden State Greens is the branded retail cannabis company owned and operated by Adam Knopf (Co-Applicant). Micah Anderson, CEO of Leef Holdings and a leading local retail cannabis professional in his own right, is also a Co-Applicant. A new business entity will be formed for the development and operation of a proposed Commercial Cannabis Business (“CCB”) consisting of a Retailer Dispensary (the “Facility”). It will be a Golden State Greens (“GSG”) company (such as GSG Pasadena, Inc). GSG will conduct the following activities as a Commercial Cannabis Retailer:

- GSG will purchase cannabis and cannabis products from licensed distributors;
- GSG will offer cannabis and cannabis products for retail sale to patrons at the Facility by operating as a cannabis “Retailer”.

The focus of this document will be on the Applicants’ demonstrated ability to operate in a highly regulated industry, including identification of key personnel, a detailed operating plan, and an extensive neighborhood integration and benefits plan.

Adam Knopf has vast experience in operating cannabis dispensaries and retail storefronts for adult use and medicinal use in compliance with the various local and California State laws. Micah Anderson has been active in medical marijuana and the cannabis movement since the inception of California’s Compassionate Care Act in 1996. Micah has extensive experience as an organic grower, farm manager and owner, 215 Collective organizer, hydroponic and nursery stores operator, dispensary owner, consultant and advocate for responsible Cannabis practices.

Under Mr. Knopf’s guidance, Golden State Greens has successfully established and operated a number of locations in Southern California with a 100% application success rate, including:

- GSG Point Loma, San Diego – Corporate Headquarters
 - GSG’s flagship retail location and one of the first dispensaries approved under the City of San Diego’s cannabis regulations.
 - In fact, GSG Point Loma has been toured by City Managers, Mayors, City Council Members, Port Hueneme Sheriff’s Department, and Ojai Sheriff’s Department as an example of a successfully implemented and operating retail storefront.
 - Pictured below.
- GSG Santa Barbara - Pre-revenue, coming soon.
- Balboa Cooperative, San Diego
 - Operated in partnership with Golden State Greens, under separate agreement.
- GSG Mission Valley, San Diego - Pre-revenue, development.
- GSG Cultivation, San Diego (1) - Pre-revenue.
- GSG Cultivation, San Diego (2) - Application in process.



Additional information may be found at: <https://goldenstategreens.com>.



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Section 1: Qualification of Owner/Operator

Experience, Cannabis Industry Knowledge, & Ownership Team

Much of this document, if not its entirety, is a demonstration of the Applicants' extensive experience and cannabis industry knowledge, as we hope to exhibit. You are welcome to tour Golden State Greens' Point Loma, San Diego flagship location as testimony. In fact, when GSG amended their CUP for this location to double in size, the Applicant received unanimous approval by both the Planning Commission and local Planning Group, who have held up GSG's operations as an example of how to blend with their community and integrate with the neighborhood. The facility has been toured by officials and administrators from other cities to create their own ordinances.

In Section 1 here, then, we have included information about the Owners and Management Team themselves, whereas the rest of this document shall also evidence their qualifications.

Management Team & Applicants

The management team and staff are heavily involved in day-to-day operations at Golden State Greens, ensuring the highest excellence in retail services, inventory management, regulatory compliance, and safety and security. They are in charge of implementing all standard operating procedures, periodically reviewing and updating plans, and auditing financial projections and reports. All members of the management team will be well-versed in different aspects of the cannabis industry and together comprise the ideal leadership team.

Adam Knopf – CEO and President, GSG

(Co-Applicant)

Adam Knopf is the founder and president of the Point Loma Consumer Cooperative, also known as Golden State Greens, in San Diego, CA. He has been involved in the medicinal and adult use marijuana industry in California since 2009 providing safe and legal access to medication that was previously unavailable to patient/patrons. Mr. Knopf has run a successful dispensary for over 9 years; leading the industry in customer service and quality by offering patient/patrons a wide variety of medications of various strengths and prices in a discreet and professional environment.



Mr. Knopf started a doctor relationship concept that eventually evolved into Calmed420, where patient/patrons can be referred to qualified physicians to obtain assistance for their ailments and to obtain recommendations. He has worked with vendors to develop new products and stay on the cutting-edge of new medications and industry technologies. Mr. Knopf has utilized technology in his dispensary to establish an integrated marketing and customer relationship management system. This technology has enabled improved tracking of patient/patron records, inventory reporting, detailed accounting and unique educational opportunities.



Mr. Knopf has recently worked with Chula Vista Mayor, Mary Salas, and the Sheriff Departments of Port Hueneme and Ojai to improve their local ordinances including leading them on a tour his flagship location in Point Loma, San Diego. He also is a member of the United Medical Marijuana Coalition in San Diego and consulted on developing the current ordinance that was drafted for San Diego's manufacturing and distribution regulations.

"Mr. Knopf operates the first LEED certified cannabis project in the US."

Mr. Knopf is an active member of the San Diego community. He contributes to the Polinsky Children's Center, a center for abused or endangered children, and he volunteers his time to coach Little League Baseball and Pop Warner Football. In his free time, he plays baseball on the Rock Church Baseball Ministry team and through his dispensary, he has collected over 500 toys to donate to the Toys for Joy Program the last 3 years in a row. Mr. Knopf also regularly makes financial donations to Point Loma High School and the surrounding elementary schools in the area around GSG's Point Loma location.

Micah Anderson – CEO, Leef Holdings
(Co-Applicant)



LEEF
HOLDINGS

Micah Anderson has been active in medical marijuana and the cannabis movement since the inception of California's Compassionate Care Act in 1996. Micah has extensive experience as an organic grower, farm manager and owner, 215 Collective organizer, hydroponic and nursery stores operator, dispensary owner, consultant and advocate for responsible Cannabis practices.

Micah's industry and statewide experience of over 20 years provides him a unique and respected voice. Micah demonstrates, understands and capably represents the interests of the homespun grower, cottage industry enthusiast and cannabis entrepreneur; so far culminating in Leef Holdings, a growing vertically integrated commercial cannabis industry leader.

"Mr. Anderson has extensive 20-year cannabis experience across cultivation, manufacturing, and dispensing as an organic grower, farm manager, licensed owner (4) with 60,000 sq. ft. under management."

As a successful serial entrepreneur, Micah expanded his own business interest into the organic beef company Home Grown Cattle, securing contracts with Whole Foods (100 stores in 5 states). He additionally ventured into the pet food industry, developing a wide subscription base for a non-GMO dog food, paleopawfeed.com. Micah launched Leef Organics (leeforganics.com) in 2017 which has quickly become a household name throughout the dispensary market in California. Micah has proven his command of marketing, distribution, and management principles and practice on many levels with varied wholesale and retail products.

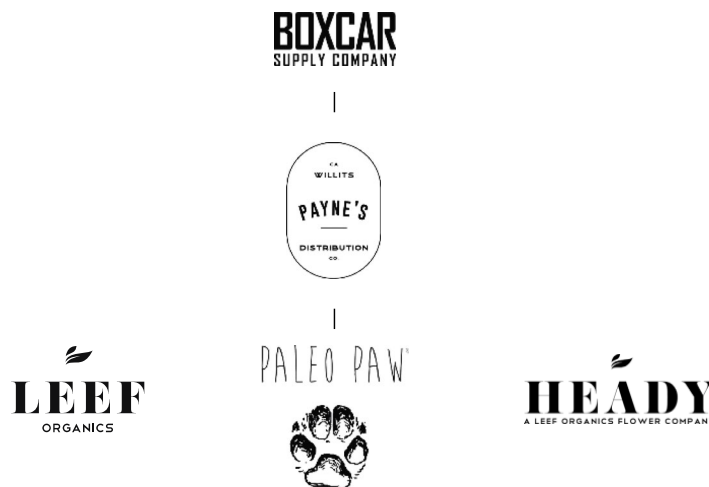
Education and compliance are consistent themes in Micah's endeavors. His knowledge of the benefits of Cannabis has enabled him to innovate, share, and lead with compassion and courage in what has been a challenging industry. By founding the California Responsible Growers' Council in 2016, Micah seeks to create a conduit of information and an organized voice that unifies California's Cannabis growers, augmenting his retail businesses. Currently, Micah is developing a Cannabis Business Park to facilitate and consolidate the varied professional entities and functions of the evolving industry within a safe and secure industrial zone.



Micah Anderson’s experience includes the following:

- *CEO of Leef Holdings*
- *Owner of The Leaf on El paseo in palm desert*
 - <https://www.leafelpaseo.com> – Retail dispensary
- *Executive board member of the UCBA*
- *Medical Marijuana Grower*
 - 1996 - Present. Beginning in Mendocino County with emphasis on organic techniques. 2001 relocated to southern California to develop, manage and own grow sites linked through 215 collectives. Expanded ownership of grow sites throughout California 2009-2016.
- *Collective Organizer*
 - 2001–2006. Increased collective memberships to nearly 3,000.
 - Managing 5 farms for other collectives while owning 3 additional farms associated with own collective.
- *Dispensary Owner*
 - 2006–2012. San Diego County. Incorporated delivery service of Medical Marijuana.
- *Cannabis Related Business Owner/Operator*
 - *Hydroponics* 2009-2012. Arizona.
 - *Organic Nursery* 2013-present. Willits, CA. Provided bulk organic materials and “how to” consultation to cannabis farmers.
- *Advocate*
 - 2016. Founded Southern California Responsible Growers Council with the mission of helping counties and growers throughout California draft regulations for the commercial cannabis industry. This work in progress has gained momentum with the passage of Proposition 64.
- *Entrepreneur*
 - Co-created organic beef project now represented in 100 Whole Food stores in 5 states - <https://homegrownmeats.com>.
 - Using the organic beef project model developed and marketed organic dog food through subscription-based marketing - <https://www.paleopawfeed.com>.

Under Mr. Anderson’s guidance, Leef Holdings currently operates the following manufacturing, distribution, wholesale, and retail brands which it partially supplies with its own cultivation facilities:



Additional information may be found at <https://www.leeforganics.com>, <https://www.paleopawfeed.com>, and <https://www.headystash.com>.



Management Staff & Key Personnel

GSG intends to hire local management staff. Each person will be required to submit to the requisite background checks and Live Scan. The following key personnel have helped shape Golden State Greens' and our partners' at Leef Holdings operations into the successful operation it has become today.

Heidi Rising – General Manager, GSG

Heidi Rising is the General Manager of Golden State Greens Point Loma (formerly Point Loma Patient Consumer Cooperative) in San Diego. She has been working in the cannabis industry since 2011 and worked side-by-side with Adam Knopf and his legal team to receive one of the first temporary retail storefront licenses issued by the Bureau of Cannabis Control (BCC) under the new Proposition 64 laws and regulations.

Heidi oversees the day-to-day operations at Golden State Greens Point Loma, using expert knowledge she has acquired over the years to maintain a well-run and compliant cannabis dispensary. She has welcomed cannabis regulation and believes that the restrictions and rules placed on these items help to guarantee the products being sold to the consumer are safe, clean products that have met all packaging and testing requirements put forth by the State of California.

Her knowledge of cannabis products and managing the distinction between medicinal-use and adult-use is a valuable asset. With this knowledge she leads her organization in ensuring all employees receive extensive training on job responsibilities, laws and regulations, inventory control, human resources, and product knowledge. Golden State Greens Point Loma has been voted best dispensary in San Diego three consecutive years in a row through Heidi's creation and implementation of best practices.

Heidi has also helped in the process of creating and maintaining a track-and-trace system that meets the needs of cannabis businesses. Ms. Rising is aware that cannabis industry requirements are ever-changing and takes the time to ensure all new regulations are satisfied.

Heidi understands the importance of community outreach and demonstrates that passion by organizing patient/patron appreciation events and other showcases to educate people about safe cannabis. Additionally, her interest in building communities extends into charity events where she has organized the donation of over 1,500 holiday presents for Toys for Tots, Toys for Joy, Father Joe's Village, and Rady Children's Hospital. These events have also raised over **REDACTED** in cash, which was donated to local San Diego schools and the Promise2Kids charity, a child abuse prevention foundation which responds to needs of foster children and the fight against child abuse and neglect in San Diego. Other fundraising events include beach cleanups, food drives, and school supply drives. Heidi earned her Associates Degree in Social and Behavioral Psychology. Her interest in teaching has proven to be a positive asset to the training and continuing education of employees about cannabis products and the cannabis industry.

Joe Hasson – Chief Operations Officer, Leef Holdings

Joe Hasson is an owner of the largest dispensary in the greater Palm Springs area, The Leef at 73740 El Paseo, and co-founder of the OBS Cannabis Compliance firm which has represented dozens of cannabis businesses in successfully securing and maintaining cannabis licenses in California. Prior to his career in cannabis management and regulatory compliance, Mr. Hasson has over 20 years of experience in



operations management, information security and regulatory compliance at major companies in the horseracing and casino industry include Churchill Downs (youbet.com), United Tote Company and Game Play Network. At United Tote, as VP of Operations he led the operations team responsible for regulatory compliance, security and system operations for a state licensed and regulated business that processed **REDACTED** of pari-mutuel wagers annually.

This experience in the gaming industry maps directly to cannabis because they have similar challenges including physical security, cash management, suspicious activity monitoring and prevention of employee-initiated theft. This experience includes extensive work in the area of suspicious activity monitoring for the detection and reporting of money laundering as required by the Bank Secrecy Act. Joe has been personally approved for state licenses in California, Colorado, Iowa, New York and Oregon. Regulators regularly call on him for expertise in areas related to GEO location, Know Your Customer (KYC) and information systems security. In July 2017, Joe is a certified member and was awarded the designation of Certified Information Security Professional by (ISC).

Emily Heitman – Director Store Design and Retail Operations, Leef Organics & Paleo Paw

Ms. Heitman is an accomplished retail and marketing specialist with ten years of marketing experience for cannabis businesses and Fortune 500 companies. Since 2016, Ms. Heitman has served as CMO of LEEF Organics and Paleo Paw with direct responsibility for all aspects of marketing and branding, including logo design, packaging web design and sales, social media and launch strategy. For years Ms. Heitman has designed and run in-store experiences and activation for high level retail experiences for clients including URBN LEAF dispensary, Nike and pharmaceutical leader Allergan, Ms. Heitman is a recognized national leader and frequent speaker on holistic uses of cannabis and CBD.

Greg Avioli – Chief Legal Officer and Director of Regulatory Compliance, Leef Holdings

Mr. Avioli is a seasoned lawyer and business executive with extensive experience in the regulated cannabis industry. Since 2015, Mr. Avioli has been active in California cannabis as a founding partner of OBS Cannabis Compliance, an owner in multiple manufacturing, distribution and dispensary GSGs in Northern and Southern California, and as Chief Legal Officer for Leef Holdings, LLC. Prior to joining the cannabis industry, Mr. Avioli served in a variety of leadership positions in regulated industries across North America as general counsel, chief operating officer and CEO.



Pages 29-53 Redacted

Community Benefits

Community Involvement Implementation

GSG has a long, established history of involvement in the communities we operate in. Our focus will continue to contribute to local community organizations and participate in charity events and other localized events that our local employees have a passion for. GSG is fully committed to being a conscientious company to its neighbors and respected for its positive impact on the community. Furthermore, GSG understands the importance of a commitment to local employment and vendors to both serve the marginalized and integrate with the local business community.

In addition to the sections highlighted below, we also would like to bring your attention to certain facets of our [Neighborhood Integration](#) plan in [Section 3](#) that would contribute to Community Benefits as well, such as our Local Community Policies, Neighborhood Business Tour, Ongoing Neighbor Outreach, and Citizens Advisory Board.

Community Involvement

Community “Q and A” Introductory Meeting

Stemming from previous community relations events in other cities where we operate, GSG will host an open Community Question and Answer reception at a location near to the proposed site well before the building starts construction. The main purpose of the introductory meeting will be to introduce ourselves to our fellow neighbors, address any community questions about how our retail Cannabis business operates, distribute our construction plans and proposed timeline, and to communicate local and state cannabis laws and regulations.

During a previous Neighborhood Reception at one of GSG’s other California retail locations, GSG’s CEO, Adam Knopf, visited over 50 businesses and residences surrounding the proposed Facility. His goal in doing so was to try and meet with each business owner or manager of the business to introduce himself and invite them to the Neighborhood Reception with a flyer. If the business owner or manager was not available, he left a flyer. A few days before the event, we visited the neighborhood businesses again to leave a reminder flyer. GSG will invest the same time and energy in reaching out to the surrounding community of neighbors in Pasadena and welcomes the communities’ feedback when a site is determined.

There were a few main takeaways from the previous “Q and A” session that GSG will make sure to discuss during the Pasadena meeting. One of the topics GSG will make sure to cover is the physical appearance of the proposed building improvements along with concerns regarding how GSG will prevent public consumption in the neighborhood and protocols for keeping cannabis products away from children. Another topic we will address is the legalized, retail Cannabis industry overall, and what Mr. Knopf and his team’s experience has been with the community in past endeavors in the industry. A main concern to address is that local business owners fully understand and believe that there are no negative impacts on their own businesses. In fact, the goal is to be an overwhelmingly positive impact on our neighbors. Overall, GSG has the experience speaking to the community to address their concerns and this will be a core part of the education for its citizens.



Citizens Advisory Board

GSG will implement a periodic Citizens Advisory Board. Our Community Relations Liaison will establish a regular board meeting schedule to proactively seek community input and feedback regarding GSG impacts on the neighborhood and to seek positive solutions. This will allow ongoing communication between the community and GSG. GSG's most recent example of personal typical to the citizens advisory board is at their newly approved Santa Barbara location, and can be provided and discussed if requested.

Community Relations Liaison

GSG will appoint a Community Relations Liaison. This person will be of high value within the community and will respond to all neighbor and community complaints related to GSG within one business days or immediately depending on the urgency of the issue. The Liaison will be responsible for answering questions from our neighbors and other interested persons about how our cannabis business will operate to maintain safety and security of all residents, customers, and employees. The Community Relations Liaison will also address complaints during the building improvement phase. This position will be reviewed annually. The appointed Community Relations Liaison may attend meetings with City staff or administrators and other interested parties as deemed appropriate by the City and as necessary, to discuss costs, benefits, and other community issues arising as a result of implementation of this chapter.

GSG will establish and maintain procedures for working to support our community and to resolve community concerns/complaints about our operations. We are committed to keeping open communication between our customers and our staff, neighbors and management. It is important for us to educate our neighbors and customers about the procedure for expressing concerns or dealing with complaints about our operations so that requests, questions, concerns and ideas are addressed in a positive manner and timely fashion, as well as improving and aiding the City's regulation of the use.

Operational Complaint Procedures

GSG has established formal complaint procedures to ensure that we document and address all complaints in a timely manner. Our complaint procedure will be sent to all businesses within 500 feet (or greater, if requested or required by the City) of our location prior to opening and will include a procedure of how to express concerns or file a complaint, including the Community Relations Liaison's contact information. The information will also be posted on our website and available in the store. Staff will be trained on how to proceed when a complaint or concern is expressed. When we receive a complaint about our business, the following procedures will be followed:

- The complainant's name and contact information if the person wishes to provide the information for follow-up purposes;
- A detailed description of the complaint including events and circumstances giving rise to the complaint;
- The date of the event or if no specific date is available the general timeframe of the event;
- Whether the complaint has been referred to anyone else like law enforcement;
- The Community Relations Liaison will take all reasonable steps to fully understand the complaint and gathering additional information;



- A response will be provided to the complainant and depending on the outcome of the investigation will segregate the product and notify regulatory authorities if necessary.

The Community Relations Liaison will keep a log of all inquiries and complaints. Anonymous complaints will be handled in the same manner. All complaints will receive either a response via email, a face-to-face meeting if requested, or an informal discussion over the phone. Complaints which raise particularly challenging issues or are otherwise especially complex will be investigated thoroughly.

Charity Work and Volunteering

Similar to the significant contributions GSG makes in the cities it currently operates, we would continue to support the local foodbank and Toys 4 Tots in Pasadena. Each year we hold school supply drives and would continue this tradition in Pasadena for programs like *Tools for Schools*. Our charity and volunteer work will be focused on issues and organizations important to our local employees and surrounding neighbors. We have identified several types of charity organizations in Pasadena below that GSG has traditionally supported.

- Pasadena Humane Society - The Pasadena Humane Society is dedicated to promoting humane treatment and compassion and care for all animals.
- Pasadena Fire Foundation – The Pasadena Fire Foundation is dedicated to promoting the safety and well-being of the people of Pasadena through support of the educational programs, services, and community involvement of the Pasadena Fire Department.
- Pasadena Community Foundation - The Pasadena Community Foundation’s stated goals are to improve and enrich the lives of people in the greater Pasadena area through grants, community partnerships, donor development, and as leader in charitable fund endowments to local organizations.

Community Sustainability Partnerships

Golden State Greens has been very active in the local, San Diego sustainability community by sponsoring, participating in and encouraging their customers to participate in local events such as beach cleanups and earth fairs. In Pasadena, Golden State Greens would also align themselves with and support local organizations such as these.

Local Employment

GSG is an experienced team of cannabis professionals who have an established track record of providing safe quality products to their customers. GSG facilities are safe, clean and well-managed with highly trained staff.

Direct Employment

We anticipate hiring mostly Pasadena residents to operate our Facility and serve patrons in the local community. These newly created jobs will be filled with residents who live, work, and play in the local community.



Contract and Services Employment

A significant number of jobs and economic benefits will be created via the short-term and long-term contract jobs that we create, beginning with construction. Design and permitting consultants will be needed including architectural, engineering, and environmental experts. Construction services required include a general contractor, and specialists in grading, underground utilities, new commercial construction, interior tenant improvements, electrical, painting, plumbing, mechanical, landscaping, materials vendors, interior finishes and furniture, and others. Ongoing contracted services include security guards, alarm system monitoring, video surveillance system maintenance, cleaning service, and others.

Employee Volunteerism

Employees are encouraged to volunteer their time with local non-profit organizations and at community events, including neighborhood, school and park cleanup programs, chamber of commerce events, city-sponsored events, youth sports programs and environmental restoration programs. Many of our employee's coach youth soccer, little league baseball, and others assist with many other youth programs at schools and within the community. We are a company devoted to serving not only our customers, but our community.

Our team is also committed to contributing sponsorship funds for community events and organizations. As an example, out of one of our San Diego locations alone we have donated funds to the following organizations:

- Polinsky Children's Center – Cash donations to this 24-hour emergency facility for children who need temporary shelter due to unsafe conditions at home as a result of abuse or domestic violence situations.
- Toys for Joy and Toys for Tots programs – Contributed over 1,500 toys for military and under-privileged children.
- Foster Kids School Drive – Contributed school supplies for foster children.
- Father Joe's Village – Donated clothing and supplies for homeless persons.
- San Diego Food Bank – Provides food donations via year-round food drives.
- Rady Children's Hospital – Donated holiday gifts to children in the hospital.
- Local Elementary Schools – REDACTED to Ocean Beach Elementary School, Sunset View Elementary School, and Point Loma High School for school programs.
- Ocean Beach Cleanup – Sponsored a beach clean-up in Ocean Beach.

Tax Revenue

GSG will be providing an estimated REDACTED in tax revenue to the City of Pasadena each of the first three years respectively.

Local Purchase of Delivery Vehicles

GSG will purchase at least two Prius or similar hybrid vehicles to use for its delivery business. It is important that we use hybrid vehicles to reduce greenhouse gases. After GSG has established



operations and a track record of sales from which to forecast, we will purchase additional hybrid vehicles to meet demand. We expect demand to be such to warrant about five (5) vehicles in our fleet.

Local Workforce Integration

Launching a successful, professionally managed cannabis business in a community requires hiring a majority of new employees from the local Pasadena community and seeding the local enterprise with several experienced professionals to oversee the initial launch of the business. GSG expects that over 95% of new employees hired will be from the local community. Our business model and industry-leading training programs are designed so that we can recruit talented individuals from the local community who may not have experience in the cannabis industry.

Local Management

GSG intends for its Pasadena location to be staffed and managed by local community members. Upon being granted a license from the City of Pasadena, we will begin recruiting local talent for key positions, especially management positions, to guide the hiring, community relations, compliance, and other operational needs. This early hiring will be critical to achieving our Community Benefits and [Neighborhood Integration](#) Plan objectives.

To launch the local enterprise, GSG will send professionals from our San Diego location to staff and train the Pasadena Facility. These professionals will manage start-up for approximately six to nine months while the new Facility is being established in the community. It is our objective to hire a general manager who resides in the City of Pasadena. As such, local employment will range from well-paying entry-level jobs to highly paid middle and upper management positions.

Principal Professionals

Seeding the Pasadena operation with principal professionals ensures a seamless launch of this new Facility. GSG hopes to relocate one or two highly-experienced retail storefront dispensary management professionals who will ensure that best practices are implemented and adhered to. These professionals will hire local talent and train those new hires on all aspects of running a safe and professional cannabis business.

Local Commitment

GSG will reach out to local contractors and vendors to construct and startup the Facility, assuring a local interest in the buildout of the premises, as neighbors will hopefully appreciate.



Pages 59-66 Redacted

Section 3: Neighborhood Compatibility & Enhancement

The following sections certainly overlap and integrate with other sections such as GSG's Community Benefits commitment, although we have done our best to follow the City of Pasadena's format while maintaining the details of our business plan. Some subsections below may not quite fit in just the Exterior or Interior Design Concept, per se, but we hope each flows well into the next subsection as well as connects with this whole plan in a holistic way, so as not to be myopic about one particular facet of operating a Commercial Cannabis Retail Business.

Exterior Design Concept

Neighborhood Integration

GSG will conduct its business operations in a manner that mitigates any potential nuisance or disturbance to its neighbors and the larger community. We believe that a cannabis business that is integrated into the community creates a harmonious environment and a better community as a whole, with specific policies in place that dictate how GSG will achieve this objective and how GSG will manage its staff and operations to minimize and remove any potential and perceived negative impacts of its operation.

GSG intends on building relationships within its community that foster a free and willing exchange of information. As stated above, GSG will appoint a Community Liaison and his/her contact information will be made available to neighboring businesses and the public. In so doing, GSG hopes to enlist suggestions of how they can improve their public facing operations.

Local Community Policies

Company employees in and around the retail storefront will conduct themselves in a professional manner at all times, as evidenced by GSG's professional branding. There will be daily monitoring and cleanup of the subject property and adjacent public areas.

Neighborhood Business Tour

Prior to opening, we will invite neighboring businesses to tour our Facility so that we can show them how a professionally operated cannabis retail storefront succeeds in creating a safe and legal environment. We believe that informing and educating neighboring businesses about how we operate is very important. We want our neighbors to get to know us and to feel comfortable calling on our community liaison to resolve any nuisance caused by our business. During this tour, neighboring businesses will meet GSG managers and staff and will be provided with a handout of our neighborhood policies and contact information for the community liaison.

Ongoing Neighbor Outreach

Being a good neighbor involves ongoing effort. Our community liaison will, from time to time, proactively seek feedback and communication with our neighbors. GSG may conduct this outreach by conducting neighborhood surveys, inviting neighbors to tour our Facility, or hosting neighbors for



feedback sessions at an offsite premise. We understand that Commercial Cannabis is newly legal in California and that communities such as Pasadena have created new laws and ordinances about which neighborhood community members may have questions. GSG has a deep appreciation for the concerns of neighboring businesses and takes very seriously our role in being a leader in the community to ensure a harmonious neighborhood environment.

Citizens Advisory Board

As stated in the Community Benefits section as well, GSG has a tradition of building strong relationships within the community. Establishing a Citizens Advisory Board is a way that GSG encourages feedback and input from concerned citizens. We have learned from years of operating a high-volume retail cannabis dispensary that a key to success is providing a forum for people to speak, and not just listening, but also integrating feedback into our operations. We have a deep understanding that a large part of our success is due to local citizen input.

Facility Exterior

In addition to constructing a beautifully designed exterior that fits the appropriate architectural style of Pasadena as a whole and the particular neighborhood we eventually enter, GSG attends to the practical matters of ongoing exterior maintenance. There will be trash receptacles in front of the Facility and in the parking area. Multiple times a day an employee or one of the security guards visually inspects the exterior areas and surrounding public areas for trash and safety issues. Any issues are immediately resolved.

An exterior rendering of GSG's most recently approved location can be found in the [Planning and Capital Improvements](#) section above, for reference. The Applicant has an appreciation for a modern storefront appearance with a professional retail setting.

No Cannabis/Alcohol/Tobacco Consumption On-Site or in Vicinity

It is against State law to consume cannabis in public. In accordance with local and state law, GSG has a zero-tolerance policy for smoking, vaping or otherwise consuming cannabis or cannabis products anywhere within or surrounding the retail storefront, including the parking lot. Any cannabis or cannabis paraphernalia that shows evidence of the cannabis having been consumed or partially consumed near our Facility will be reported to the City and/or local Police Department. GSG will place smoke detectors around the Facility and routinely monitor via video surveillance to prevent the use of cannabis on the registered Facility.

No person shall cause or license the sale, dispensing, or consumption of alcoholic beverages or tobacco products on the Premises of a Commercial Cannabis Business.

No Loitering

GSG enforces a strict no-loitering policy. Staff will be trained to identify and respond appropriately to all levels of suspicious activity. Security guards will manage patrons who loiter by asking them to leave the Facility.



Parking

GSG will ensure there is sufficient parking on site that is consistent with Pasadena Municipal Code requirements. All parking managed by GSG will have proper signage, lighting, and litter removal. Patrons and others will not be allowed to loiter or consume cannabis or cannabis products in parking areas. Parking areas will have video surveillance and our security guards will monitor activities in parking areas. GSG's community liaison will promptly follow up on all noise and other nuisance complaints from neighboring businesses, law enforcement, and other entities. Provisions will be made for employees to park off site (if necessary or pertinent) or use public transportation. Bicycle transportation is encouraged; thus, bicycle racks are also provided. GSG will also install publicly-available electric vehicular charging stations as part of Pasadena environmentally friendly initiatives and as part of steps towards LEED certification. GSG will also designate preferred parking for alternative fuel vehicles.

GSG is committed to zero negative impacts to the community. Our team will also establish lines of communication with neighboring businesses to ensure customers arriving at the dispensary do not use the neighboring businesses' parking stalls.

The parking will be monitored and controlled by our roaming security personnel to ensure that customers are not parking offsite.

Signage Plan

At all times, NO Signage shall obstruct the entrance of the retail storefront in compliance with City and all agency regulations. All signage will remain free and clear from referencing Cannabis by name or by any commonly associated symbols. Further, the following forms of marketing and signage shall be strictly prohibited:

- No advertising by sign spinning or similar methods to attract attention or people driving by;
- No banners, flags, pop up signs, or billboards;
- No advertisement shall be on billboards, bus shelters, placards, aircraft, or other similar forms of advertising anywhere in the State.

Each entrance shall be visibly posted with the following notices:

- These premises are under 24/7 video surveillance.
- No smoking, ingesting, or otherwise consuming cannabis or cannabis products on the premises or adjacent areas.
- Must have proper identification to enter.

At all times GSG shall display its local permit, seller's permit, business license and eventual State License in a highly visible location.

Lighting Plan

Statistics demonstrate that crimes are less likely to occur in well-lit areas, because a well-lighted property serves as a meaningful deterrent against criminals and criminal activity. Security lighting is one



of the most practical and effective ways to prevent and deter crime in or around commercial facilities. Exterior lighting at GSG's facility shall ensure the safety of the public and our employees, while not disturbing surrounding residential or commercial areas.

The main objective of our security lighting system at the Facility is to [REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

All exterior lighting on the premises and parking area lighting for the location shall be balanced and shall not result in glare on adjoining properties. Lighting shall comply with all City of Pasadena requirements.



Design Concept Integration

GSG has developed an extensive Environmental & Sustainability Plan which will integrate the site design with the community, as well as the [Air Quality / Odor Control](#) specifics included in their own section below per application guidelines. We thought it best to not necessarily separate items we'd include in our Environmental & Sustainability Plan below that could also fit in other sections of this document.

We hope our [Community Benefits](#) plan above will be referenced and other sections of this plan, as well as the plan in its entirety as it is truly a holistic approach as discussed at the beginning of this Section 3.

Interior Photos of GSG's flagship San Diego location in the community of Point Loma:



Environmental & Sustainability Plan

Golden State Greens, Pasadena will register the proposed project for the United States Green Building Council (USGBC) Leadership in Energy and Environmental Design (LEED) program (LEED Commercial Interiors for Retail v4) just as GSG has done at its other retail locations. LEED is an independent, third-party green building certification system and is the most widely used green building platform in the



world. LEED buildings save energy, water, and resources, generate less waste and support human health.

The LEED program aligns with the goals of Golden State Greens: to be a good neighbor within the Pasadena community, to provide a healthy environment for its employees and customers and to be responsible stewards of the planet. **Golden State Greens’ team was responsible for the planning, design, construction and operation of the first-ever LEED certified cannabis facility in the U.S., Golden State Greens, San Diego (formerly called and certified as “Point Loma Patients Consumer Cooperative”).** While this experience will surely prove an asset for the team in the certification of the Pasadena location, the LEED strategy for certification and credit achievement is part of a broader sustainability approach that has been tailored to Pasadena, the priorities of the local community and the specific building and site characteristics that are to be determined.

GSG is committed to building a LEED certified, eco-friendly facility with a variety of sustainable energy platforms, using green building practices and natural resources efficiently, that can help the city achieve



the goal of becoming a low-carbon community reliant on the efficient use of renewable energy resources per the City’s Climate Action Plan and State mandates. However, this is just the start of what we envision. We plan to work with Pasadena contractors and providers to achieve this goal.

Leading by example in the Cannabis industry, our plan is to minimize our impact on the environment by implementing the following practices:

Energy Use and Conservation

- Exceed the Title 24 minimum standards.
- Incorporate the latest Solar and Battery technology available.
- Build according to “BUILD GREEN protocols.
- LEED certification.
- Outfit the facility with water-efficient fixtures.
- Implement a Water Reuse framework for storm water, gray water, and onsite water reclamation.
- Use High-Efficacy lighting controlled via an automated lighting control system.



- Use of reclaimed materials in building construction.
- Use of zero-VOC, or paints and finishes with low level toxic emissions for use on walls. Milk Paint, or zero-VOC paint, is environmentally safe and non-toxic.
- Initiate Reuse and Recycle programs:
 - Use of recycled paper of all office and custodian products.
 - Use of recycled and recyclable disposable products for use by employees during their shifts.
 - Use of reusable child resistant bags for products and implementation of a discount program for patrons who bring back their reusable bags.
 - Employee education and incentives for new “green” ideas and processes.
- Zero ozone emissions & odor mitigation system.
- Low-water use irrigation system such as “drip” with automated controls.
- Install water-catching systems to use for irrigation.
- Utilize soil moisture sensors.
- Plant shade trees to save energy and plant drought resistant landscaping.
- Install publicly-available electric vehicular charging stations.
- Designate preferred parking for alternative fuel vehicles.

Aesthetics & Landscaping

We plan to construct or modify a non-descript single-story commercial building with a street facing façade of storefront glass. Exterior walls will be finished in stucco with a portion being painted concrete masonry units or other treatments that may be preferred by the City during permit processing. We will reduce water usage by implementing drought-resistant plants and a drip type irrigation system to be designed by a licensed landscape architect. We will provide a landscape design of extraordinary design quality in order to enhance the architecture of the proposed building as well to be more congruent with the character of the neighborhood. Furthermore, the Applicant proposes to appropriately landscape the exposed parking area with shade trees. Such landscaping will be in compliance with all Pasadena applicable requirements for landscaping.

Noise Impacts

The potential noise impacts from a dispensary can include noise emitting from air-conditioners and air filtration fans located on the roof of the property and conversations from patrons, customers and/or employees in the parking lot area. GSG proposes the following noise mitigation measures:

- Screening of any roof-top equipment in order to mitigate visual impact as well as to project any emitted sound away from pedestrians; and
- Use of state of the art (Variable Fan Speed and Variable Compressor) systems to decrease the sound emitted by the units. Variable speed systems often operate at much lower speeds, since they can vary their speed, than most conventional single-speed units, thus emitting significantly less sound.

GSG intends on hiring a qualified acoustical consultant to recommend a mitigation strategy to ensure the proposed project does not generate significant noise from its proposed operation. Noise from customers, patrons and/or employees in the parking lot will be monitored and addressed by the GSG’s anti-loitering policy and on-site security personnel.



Traffic Impacts

Careful planning and engineering will be done to ensure streamlined customer flow and as required by City staff to be certain access is safe for customers and the public. Potential negative impacts could occur from added vehicular traffic and foot traffic. We realize these traffic impacts can affect neighboring businesses and public transportation. In anticipation of these potential impacts the Applicant has identified the following mitigation measures:

Pedestrian and Bike Traffic

While we do not yet know the particular foot and bike traffic qualities of the future location, there is potential for increased customer traffic via this transportation method. The Applicant proposes to install long term and short term bicycle parking spaces in order to accommodate cyclists as well as proper ingress and egress measures to ensure pedestrian and bicycle traffic.

Vehicle Traffic

Whereas vehicle traffic will be determined once a site is selected, GSG understands a retail location requires significant traffic mitigation. Proper, safe vehicular traffic flow will be ensured through our effective parking, engineering, and architectural site plans as well as internal customer flow to prevent queuing and stacking onsite and especially offsite.

Waste Production Impacts

If not properly managed, increased refuse within the facility and bio-hazardous waste produced from expired or unsellable cannabis or cannabis products could have a potentially negative environmental impact. Therefore, GSG is committed to the following mitigation procedures:

- Development of a recycling program,
- Dontracting with a bio-waste removal company, and
- Facility/parking maintenance monitored daily for litter, as well as
- Other waste products removal.

GSG's waste management plan will include a trash enclosure large enough to accommodate both recycling and waste receptacles. Pursuant to the City's design requirements the trash enclosure will be visually screened and secured through robust construction, a secured gate, and by providing a permanently constructed roof. Additionally, smaller trash receptacles will be placed strategically inside and outside the dispensary along with no littering warning signs. Staff will monitor the parking lot and other adjacent exterior areas to remove any litter.

Cannabis Waste Management Plan

Cannabis waste is handled differently than non-cannabis waste. Cannabis waste is created when cannabis products in the retail storefront operation must be destructed and destroyed on our premises, for reasons including the following:

- Cannabis products have damaged packaging or products have spoiled



- Cannabis products have reached their “sell by or “best by” date
- Cannabis products sold at retail that have been returned by the patron
- Cannabis products sold at retail that have been abandoned by the patron on the premises
- Other reasons that make the cannabis products unsaleable

If cannabis products must be destructed and destroyed, the following procedures will be followed:

1. Cannabis products to be disposed of are entered into 420soft and the State’s Metrc® track and trace system.
2. Cannabis products are removed from the original packaging and made to be unrecognizable and unusable.
3. Destroyed cannabis products are then placed in a locked waste receptacle labeled Destroyed Cannabis Products, which is stored in the safe room.
4. When the Destroyed Cannabis Products receptacle is full or at least once per month, a manager self-hauls the receptacle to a licensed waste facility and brings back a receipt.
5. Cannabis and cannabis products that are deemed unsellable or returned in accordance with the GSG’s return policy will be destroyed in strict adherence with state law.
6. Neutral waste products will be discarded with other bio-waste and will be picked up bi-monthly by a contracted hazardous waste removal company.

GSG’s Cannabis Waste Management Plan comports with State law. “Cannabis waste” means waste that is not hazardous waste that contains cannabis and that has been made non-retrievable. “Non-retrievable” means that the finished cannabis and cannabis products have been altered permanently so that the controlled substance is unusable for all practical purposes.

Water Usage Impacts

Water Usage may be impacted by the dispensary’s bathrooms, general water consumption and landscaping irrigation. Mitigation measures will be instituted to limit any negative water impacts such as using low flush toilets and water conservation aerators on faucets. All bathrooms will be equipped with ultra-low-flow toilets and motion sensor type ultra-low-flow faucets in order to reduce water consumption.

While landscaping is visually important as discussed above it can have a negative impact on the water demand. The proposed retail dispensary will include a comprehensive drought-resistant landscape design which will reduce water usage by implementing a drip type irrigation system. The landscaping will be designed by a licensed landscape architect who will provide a landscape design that is aesthetically pleasing in order to enhance the architecture of the proposed building as well to be more congruent with the character of the neighborhood. Furthermore, the Applicant proposes to plant shade trees around exposed parking area to help reduce energy consumption.

All irrigation systems and strategies will comply with applicable State and local landscape water use regulations. GSG intends on implementing a rain-water harvesting system as well. The water collected will be used for landscaping or for cleaning of hardscape surfaces when and if needed. Lastly, the Applicant will install soil moisture sensors to further monitor and reduce water consumption.



Integration of Security Measures

GSG will take a proactive approach to security, fire, and all safety measures. The security staff will be led by the Security Liaison and will be integral to our neighborhood integration and “good neighbor” policies. The Security Team will be tasked with surveillance, patrol, and cleanup of the surrounding areas, as well as being a point of contact for local law enforcement. [REDACTED]

[REDACTED] to ensure the safety of all people and businesses in the neighborhood. [REDACTED] allows us to ensure proper neighborly etiquette. There will be an abundance of tasteful lighting of the building perimeter and parking lot. [REDACTED] will be onsite during business hours and there will be at least [REDACTED] onsite during non-business hours. GSG will ensure there will be immediate response and resolution to all law enforcement or neighborhood concerns.

GSG shall certainly always comply with all local municipal, planning, and zoning codes; City CCB laws and ordinances; State cannabis laws and regulations; and all applicable City building, fire, electrical, and health codes.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

Air Quality / Odor Control

GSG maintains a high standard for air quality as part of the company’s [Environmental & Sustainability Plan](#), as we maintain throughout all aspects of our commercial cannabis business operations. Generally, the Applicant will meet and exceed the standards set by the California Labor Code §§6300 *et seq.*, and Title 8, California Code of Regulations §§ 332.2, 332.3, 336, 3203, 3362, 5141 through 5143, 5155, and 14301, as published in COSHA Policy and Procedures Manual C-48, Indoor Air Quality as applicable to other facilities.

Pursuant to State of California regulations, air ventilation must meet .20 cubic feet per minute (“CFM”) per square foot of conditioned floor area in retail spaces. Since existing State air quality regulations do not contain provisions specific to cannabis businesses, the Applicant will comply with these State standards and in accordance with the City of Pasadena code when designing the ventilation systems and air filtrations systems including air-scrubbers for the entire Facility.



The Applicant shall also submit full drawings and operations descriptions to the City for its review and issuance of any required permits for the Facility and its operations.

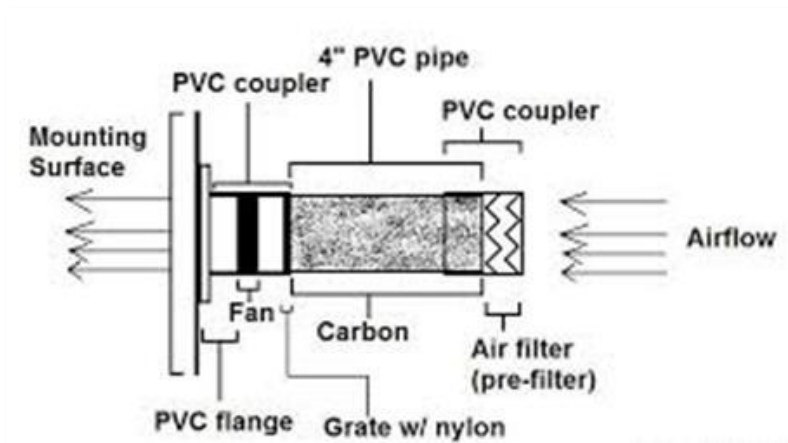
Remediation Measures

GSG has helped set the Cannabis industry standard for air filtration which implements three different types of odor remediation measures including: a virgin carbon filtration system, an ozone method, or an air-scrubber system. These systems vastly reduce and in most cases fully eliminate the odors that can be associated with the storage and handling of cannabis products. These filtration systems also help to remove other air impurities that can be generated within this type of retail facility and further ensure that any untreated air is not vented directly outside prior to odor mitigation.

For our proposed Facility, the configuration of the filtration system will be determined during the construction phase to ensure that the proper system is utilized based on the final construction improvement details of the buildings and in compliance with City of Pasadena ordinances. The filtration system ultimately installed will ensure that odors from cannabis are not detected in any of the following locations: outside of the Premises, anywhere on adjacent property or public rights-of-way, on or about the exterior or interior common area walkways, hallways, breezeways, foyers, lobby areas, or any other areas available for use by common tenants or the visiting public, or within any other unit located inside the same building as the Commercial Cannabis Business.

Plans for the Applicant's odor-combating filtration system will be submitted to the City of Pasadena for approval, and the Applicant will schedule an inspection within the required time before commencing commercial cannabis activity at the Facility to confirm compliance with approved plans.

Depicted below is a diagram of how the air-scrubber filtration system works to remove unwanted odors and impurities:



The odor impacts associated with dispensary operations occur from cannabis and cannabis products. The Applicant will ensure it follows the state regulations for the display of cannabis and cannabis products. State law and regulation requires that all cannabis and cannabis products that are exposed on the retail floor will be destroyed on site. Tenant improvements during construction, including air



filtration systems, glass display cases and proper packaging will therefore further mitigate any odor issues.

In addition to proper display and storage, the Applicant will employ multiple, state-of-the-art methods to prevent the further spread of odor beyond the facility walls and combat offensive odors. If odor is reported coming from the dispensary at any time, GSG will make it a priority to find the source of the spreading odor and eliminate the cause.

Charcoal Filters

The Applicant will install multiple charcoal-filled carbon filters throughout the Facility to screen out any odor emitted by cannabis and cannabis products. Specific carbon filters will be utilized as scrubbers where they constantly “scrub” the air by taking in dirty air and releasing clean air. Other filters take in dirty air, filter it and transport the air via ducts to a specific room to further cleanse it.

Ozone Generators

The Applicant will install ozone generators in the Facility. The function of ozone generators is to create ozone. When ozone comes into contact with offensive odors, the ozone virtually neutralizes the odor. Ozone generators will be placed strategically in places where charcoal filters are not sufficient, or in addition to the Charcoal filters as deemed necessary by the engineers who will design the HVAC system, in accordance with the Ordinance.

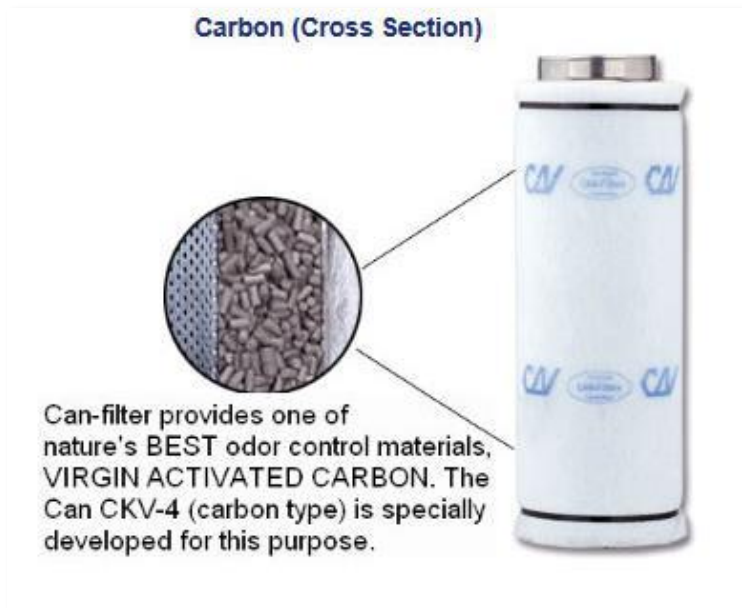
While ozone is very powerful, it has a very short lifecycle. When contaminants such as Cannabis odors make contact with ozone, they are destroyed completely by oxidation. In so doing, the extra atom of oxygen is consumed and there is nothing left of the odor, only oxygen. Ozone then naturally reverts back to oxygen after it is used.

Enhanced Filtration System

Lastly, as indicated in the schematics above, the Applicant proposes to install a filtration system that utilizes a “virgin carbon” can filter, which is considered the state-of-the-art industry standard for dispensary odor elimination.

Strategic Pressurization of Spaces

While filtration is a key component of any odor mitigation strategy, controlling the amount of air inside the facility that escapes during normal operation such as opening and closing doors is also a critical component. The proposed HVAC system will prevent any untreated/unfiltered air from escaping the facility by creating negative pressure areas for the spaces that contain the entry and access points.



Negative room pressure is created when more air is mechanically exhausted from a space than is supplied. The ventilation system allows air to flow into the negative pressure room but does not allow air to flow out as air naturally flows to areas with lower pressure. This technique is commonly used in hospitals and medical centers to prevent cross-contamination. This technology helps prevent odors from escaping the Facility and instead routes potential odors through the air filtration system.

Indoor Air Quality

Indoor air quality is a priority for the GSG, who currently operates multiple licensed commercial cannabis retail businesses in San Diego with more coming soon in other CA cities. The Point Loma, San Diego facility was the first LEED certified cannabis business, not just in the State of California but in the U.S., as far as we know. GSG will follow LEED principles in its construction and materials selection for the project such that Indoor Air Quality is improved above and beyond the required minimums per state and local regulations. These stricter standards include but are not limited to:

- Increased fresh air and filtration
- Use of construction materials that are strictly regulated to reduce off-gassing of harmful chemicals and compounds.
- Strict construction standards to reduce air-borne contaminants that could remain after construction.
- Strict maintenance protocols for HVAC systems.
- Automated control of the HVAC system in order to provide comfort and the indoor air quality.
- Green Cleaning Policy including strict controls on products and cleaning procedures.
- Integrated Pest Management



Pages 80-104 Redacted