



MARIJUANA STORE LICENSE APPLICATION CHECKLIST

Business Trade Name Options

Physical Address 455 Weaver Park Rd, Suite 100

State MED License Submittal Date 11.28.17 Longmont Application Submittal Date 11.29.17
appointment 12.13.17

All applicants responding to the City of Longmont's Request for Expression of Interest (RFEI) to open and operate a retail or retail/medical marijuana establishment in the City of Longmont, must submit a **complete** application package for consideration by the Selection Division as described below. Complete application packages will be accepted on or before 12:00 noon on 11/29/2017 in the Longmont City Manager's Office, Longmont Civic Center at 350 Kimbark St. Longmont, CO 80501. The following items are required:

- ☒ Completed application checklist (this form)
- ☒ Three (3) identical hard copies of the application package as described in the Application Format Standards document
- ☒ One (1) electronic version of the application in PDF format on a flash drive (identical to hard copies)
- ☒ One (1) electronic **public version** of the application in PDF format on a flash drive for posting on-line
 - ☐ Should redact only those portions of the application that the City is prohibited from releasing under the Colorado Open Records Act
 - ☐ Should redact all trade secret, privileged, or confidential information such as social security numbers and confidential financial information
 - ☐ Should redact all information regarding specialized details of security arrangements*
- ☒ Cover letter providing an overview of the proposed establishment and reasons the applicant has chosen to locate in Longmont (not to exceed 1,000 words)
- ☒ DR 8548 Retail Marijuana Application (provide Authority with an updated copy of form provided to the State)
- ☒ DR 8530 Medical Center (applicable only for co-located/dual license facilities; provide Authority with an updated copy of the form provided to State)
- ☒ DR 8520 Associated Person & Associated Key License Application for each owner of the applicant business, or any officer or director, who also acts as a Key executive, employee or agent while physically working in a licensed Medical or Retail Business (provide Authority with an updated copy of form provided to the State)
 - ☐ A copy of each person's Colorado ID or Driver's License for each Individual completing a DR 8520
 - ☐ Fingerprint card for each completing a DR 8520
 - ☐ A License Application Release and Acknowledgement Advisement (City of Longmont form) for each person, and one for the applicant if the applicant is a separate individual
- ☒ Statement of all violations and penalties for any infractions or offenses by the applicant or applicant's owners, principal officers, managers, or employees relating to any marijuana establishment in the state or a statement that no such violations or penalties have occurred
- ☒ Possessory documents demonstrating that the applicant has legal possession of the site (e.g. property ownership or lease, for at least one year's duration)
- ☒ Authorization to Use Property for Marijuana Business (City of Longmont form) – must be notarized
- ☒ Zoning verification from the Planning and Development Services Department (City of Longmont online form)

- ☒ A vicinity map and description showing the proposed locations relative to the nearest residentially zoned area and the nearest school serving students in any grade from kindergarten through 12th grade
- ☒ A site plan showing the entire vicinity in which the marijuana establishment is located, including buildings, street(s), parking lot(s), exterior lighting plan, landscaping plans, identification of other tenants on and surrounding the property
- ☒ A general description of site improvements proposed and the anticipated City of Longmont Land Development Code approvals required (not to exceed 2 pages, including attachments)
- ☒ A general business plan that includes the following (not to exceed 25 pages, including attachments):
 - ☐ Description of the business
 - ☐ Market analysis
 - ☐ Overall marketing plan
 - ☐ Details of overall management and operations including hours of operation
 - ☐ Curricula vitae/resumes of all principal officers and managers
 - ☐ Staffing plans, including any specific commitments of the licensee toward staffing the establishment with a diverse workforce of Longmont residents
 - ☐ Financial information demonstrating a formalized relationship with an established financial institution, demonstrated liquid assets of \$250,000 in the applicant's control, financial projections including assumptions used, and sources of funds (this should be either through the State's DR8522 form or other necessary documents)
 - ☐ A description of the applicant's experience operating licensed marijuana businesses in Colorado or elsewhere, including compliance with state and local laws or violations thereof
 - ☐ An indication of whether the marijuana store would sell retail or both retail and medical marijuana.
- ☒ A detailed security plan that includes the following:
 - ☐ A detailed floor plan:
 - Labeled with the name of business, type of facility, street address
 - Perimeter of the licensed facility outlined in **bold black**
 - All entrances and exits to the establishment,
 - The location of any windows, skylights, and roof hatches
 - The location of all cameras and their field of view
 - The location of all alarm inputs (door contacts, motion detectors, duress/hold up devices) and alarm sirens
 - The location of the digital video recorder and alarm control panel including the location of the off-site storage or network service provider for storage of the required copies of surveillance recording and evidence that the premises comply with all security and video surveillance requirements set forth by the State of Colorado
 - Restricted and public areas including sales counters
 - Loading zones
 - Areas where marijuana/products will be stored and dispensed or sold
 - ☐ A description of type of security training provided for, and completed by, establishment personnel, including conflict resolution training and procedures for handling violent incidents
 - ☐ A description of how the licensee intends to use and maintain an incident log
 - ☐ A description of the establishment's procedures for preventing the use of marijuana on the licensed premises
 - ☐ Security measures taken by the licensee to prevent individuals from entering the limited access area portion of the licensed premises
 - ☐ The licensee's closing procedures after the cessation of business each day
 - ☐ The licensee's plan to prevent theft or the diversion of marijuana, including maintaining all marijuana in a secure, locked room that is accessible only to authorized persons
 - ☐ The type of alarm system and outdoor lighting to be used by the licensee

- ☐ The licensee's procedures for accepting delivery of marijuana at the establishment, including procedures for how it is received, where it is stored, and how the transaction is recorded
- ☐ A copy of the licensee's security alarm system monitoring contract
- ☐ A plan for disposal of any marijuana that is not sold
- ☐ A plan for preventing underage persons from entering the premises
- ☐ Evidence that the premises will comply with all security and video surveillance requirements set forth in Rules 305 and 306 of the Code of Colorado Regulations 1 CCR 212-2 (Retail Marijuana Code), and Rules 305 and 306 of the Code of Colorado Regulations 1 CCR 212-1 (Medical Marijuana Code) if applicable

☒ Community Outreach Plan (not to exceed 10 pages including attachments)

- ☐ Applicant's history of community and neighborhood involvement with other similar businesses
- ☐ Written policies and procedures to address community concerns and complaints
- ☐ A designated point of contact, with comprehensive contact information, for public questions and concerns
- ☐ Measures and procedures for mitigating any impacts to the neighborhood

☒ Odor Management Plan

- ☐ A description of what methods and measures the business intends to take for preventing any odors from emanating from the business

☒ City's Vision, Values, and Goals

- ☐ A description of how the licensee and licensed establishment would contribute to and support the overall vision, values and goals identified by the city and specified in adopted city plans such as Envision Longmont and the Sustainability Plan (may be included in cover letter rather than separate document)

☒ Separate from the Application Package:

- ☐ Annual operating fee (a cashier's check) due for the first year of operations. The city shall not retain, or shall refund, the annual operating fee if the application is not selected for approval.
- ☐ Manager Registration Fee (\$300 per proposed manager), if applicable

☒ Any other items required by the Ordinance O-2017-61, any applicable State law/regulations or the Longmont Marijuana Licensing Authority

* As described in § 24-72-204(2)(a), Colorado Revised Statutes

A Response to the Request for Expression of Interest for Marijuana Licensing in the City of Longmont



Submitted by Theodore Calvo of Options

Proposed Location: 455 Weaver Park Rd, Suite 100

November 29, 2017

Cover Letter

There is no hidden reason why Options Medical Center would be the best choice for Longmont when selecting among which companies submit applications for one of the few licenses that are being given out to applicants.

There are, however, many reasons why Options feels it one of the best applicants for Longmont in becoming part of the revolution in ending the prohibition on marijuana. Without knowing who the other applicants are, we know we are the best choice.

At Options, we recognize that our market has come a long way in the past decade - further than many of us ever would have imagined - which now seems as if it has barely begun to tap into its potential. This would never have been possible without the will of the Colorado voters who paved the way for the revolution in 2012.

As members of the industry's largest trade group - Marijuana Industry Group (MIG) - Options has led the charge to ensure that businesses are being held to the highest standard in their practices and ensuring that the public has access to both the safest and highest quality product on the market. Our company has specifically led the charge to make sure that the legislature and governor are aware of any practices or loopholes that exist within the current regulatory statutes and rules to ensure that other industry members are being held to the highest standards that were applied by the federal government when they issued the Cole Memo in 2013. The right to operate as a marijuana business is an opportunity provided by the voters, not a right for rogue businesses to do whatever they want in pursuit of a quick dollar. In our opinion, there is no room in this industry for companies who are stuck in the "wild west" days and refuse to do things the right way.

In selecting Options as one of your city's licensees, Longmont will not only be partnering with one of the most compliant businesses in the industry, but also one of the companies best positioned to succeed financially. Our only store is currently located in Wheat Ridge in an environment like Longmont would be. In Wheat Ridge we are one of five. In Longmont we will be one of four. In Wheat Ridge, Options is by far the most successful marijuana business operations and one of the top ten tax paying companies in the entire city. The reason is because we grow a higher quality product more efficiently than our competitors and can sell it at a more competitive price than our competitors. If chosen for a license, we will take our practices of selling a higher quality product at an affordable price to Longmont's citizens to maximize both the utility of the citizens of Longmont and the city itself by bringing more tax revenue than any of its other applicants will. And we will do it the right way, without cutting any corners or breaking any rules.

We also strive to be a company that our employees want to work at. In an industry that is ripe with turnaround, we have built a stable company that with 45 employees has had close to zero turnaround this year. We have done so by treating our employees with respect and paying

them a fair minimum wage. Not only do we have 4 grow techs at our Lafayette grow who live in Longmont and make \$17+/hour, but all of our budtenders at our store in Wheat Ridge make \$20-25+/hour when you factor in tips and our managers all make \$40-50k+, all greatly above industry norms. If given a license in Longmont, we will create another 15-20 jobs for Longmont residents and pay them more than other industry competitors will. A second storefront will not only make our company more profitable, but also put us in a greater position to give health benefits to all our employees, something we have striven to do since entering the industry that is difficult for companies of our size.

One of the best aspects of the Colorado market is that it allows for Vertical Integration within its companies. Options currently has grows in Lafayette and Boulder that employ over 25 people. Despite our store being the most dominant storefront in the Wheat Ridge market, we are currently growing enough product to easily supply a second storefront. In a market where prices and supply fluctuate constantly, you want to pick companies that can meet demand consistently while providing quality product where your citizens are enjoying their shopping experience and feel comfortable to come back for more if they so desire.

Options has managed to become the most popular dispensary in Wheat Ridge by doing all the above and more. By providing an enjoyable, customized experience where our customers have relationships with our budtenders and access to a quality product at an affordable price, customers have no reason to shop anywhere else. The reason why few people outside of Wheat Ridge know who we are is because we don't advertise and don't need to for our locale. Our shop has become for so many of our locals the place where "everybody knows your name" and we stopped tallying how people heard of us because the overwhelming response was "from a friend".

In short, Options Medical Center has been the best choice for Wheat Ridge and when choosing which companies to give one of the few dispensary licenses in Longmont to, you couldn't have a better option than Options.

Explanation of all Violations and Penalties

Options Medical Center WR, LLC has a medical grow license in Denver, State license number 403-01159. Options is in the process of converting this license to a retail grow (it has received State approval but is waiting on the City approval which is eminent) and plans to sell this license. Options has not grown any product at this grow for over a year.

When the grow was shut down, employees of Options decided to clean and repaint the grow. During the painting process, the supervising employee painted over a camera and as a result the camera could not record operations. This was immediately remedied when myself and Tyler, our General Manager, became aware of it. However, despite no product being grown at the time of the painting, the City of Denver considered the lack of this camera being able to adequately function a violation of their rules and regulations. Options acknowledged that by the terms of the City of Denver's rules and regulations this was a violation. Accordingly, an Order Accepting Settlement was entered between the City of Denver and Options.

A copy of the Order Accepting Settlement is attached.

Options has no other violations in conducting its business since its inception. Also, please see the letter from our private banker indicating we hold ourselves to the highest degree of perfection possible in the operation of our business. We were simply trying to make this grow better and had no intention to violate any rules or regulations. Additionally, the employee responsible for the negligible supervision has since been termination from the company. To further demonstrate our commitment to compliance, our store received a 100% compliance rating from CannaScore this year (summary attached).

DEPARTMENT OF EXCISE AND LICENSES
DENVER, COLORADO

ORDER ACCEPTING SETTLEMENT

IN THE MATTER OF A BUSINESS LICENSE(S) HELD BY OPTIONS MEDICAL
CENTER WR, LLC, DOING BUSINESS AS OPTIONS, AT 1191 SOUTH BANNOCK
STREET, DENVER, COLORADO


MEDICAL MARIJUANA OPC LICENSE # 2012-BFN-1061575

The Director of the Denver Department of Excise and Licenses (the "Department"), after reviewing the record and upon consideration, hereby accepts the Settlement Agreement and orders that:

1. As provided in the Settlement Agreement the Respondent admits to one violation of 1 CCR 212-1/2; M/R 306- Video Surveillance; A(1), B(3) on December 12, 2016: Licensees are responsible for ensuring that all surveillance equipment is properly functioning and maintained, so that the playback quality is suitable for viewing and the surveillance equipment is capturing the identity of all individuals and activities in the monitored areas.
2. The penalty to be imposed for the violations admitted in paragraph 1 shall be that Respondent shall pay a fine of \$30,000 with \$17,250 of that fine suspended for a period of one (1) year from the date that this Order is signed by the Director, on the condition that the following conditions are abided by during the one (1) year:
 - (a) Respondent shall not commit or permit on the licensed premises any violation of Colorado Retail and Medical Marijuana Code (C.R.S. § 12-43.3-101 *et seq.* and C.R.S. § 12-43.4-101 *et seq.*) or the Colorado Medical or Retail Marijuana Regulations (1 C.C.R. 212-1 *et seq.* and 1 C.C.R. 212-2 *et- seq.*);
 - (b) Respondent shall not commit or permit any criminal violation of the Colorado Revised Statutes or the Denver Revised Municipal Code on the licensed premises; and
 - (c) Respondent shall not violate any term, condition, or provision of this stipulation for one year.
3. Respondent shall pay the imposed \$12,750 fine in the form of cash, certified check or cashier's check made payable to the Denver Manager of Finance, on or before the close of business on August 18, 2017 at 3:30 p.m.

4. Should the Respondent violate the terms contained in a-c of Paragraph 2, or Paragraph 3 by non-payment of any installment of the fine, the remaining \$17,250 which is suspended, may be imposed in addition to any penalty for the new violation and in addition to any outstanding amount of the penalty ordered herein.
5. Any issues relating to the underlying complaint or investigation that formed the basis for the Order to Show Cause issued to the Respondent on June 9, 2017 (and any defenses that Respondent may have to such complaint and Order to Show Cause) shall not be at issue in a proceeding against Respondent for failing to comply with the terms of this Order Accepting Settlement.

ORDERED this 13th day of July, 2017.


Ashley Kilroy, Executive Director
Department Excise and Licenses

CERTIFICATE OF MAILING

The undersigned hereby states and certifies that one true copy of the foregoing ORDER was sent via mail and email, on the 13 day of July, 2017 to the following:

Responsible Party and Registered Agent,
Theodore Calvo
9155 W. 44th Ave.
Wheatridge, CO 80033
theodore.calvo@gmail.com


Department ~~Excise~~ and Licenses



CITY AND COUNTY OF DENVER
DEPARTMENT OF EXCISE AND LICENSES
201 W. COLFAX AVE DEPT #206
DENVER, COLORADO 80202
TELEPHONE: (720) 865-2740

INVOICE

PRESENT THIS DOCUMENT TO THE CASHIER



Business File No.: 2012-BFN-1061575

Application Date: 08/04/2012

Record Type: Medical Marijuana Opt Premises Cultivation

OP: BP

INVOICE DATE
7/13/2017

Applicant Name: OPTIONS MEDICAL CENTER WR, LLC

Site Address: 1191 S BANNOCK ST
DENVER, CO 80223

Invoice #: 5416679

<u>FEE ITEM</u>	<u>FEE</u>	<u>FUND/ORG</u>	<u>REVENUE</u>
Corporate Structure Change	\$100.00 Paid	01010-4001100	354700
Marijuana Fine	\$12,750.00	01010-4001100	354710
Marijuana Transfer of Ownership	\$100.00 Paid	01010-4001100	403700
SUB TOTAL LICENSE FEES PAID		\$200.00	
TOTAL LICENSE FEES DUE		\$12,750.00	

OPTIONS MEDICAL CENTER WR, LLC
1191 S BANNOCK ST
DENVER, CO 80223



Department of Excise and Licenses
Director of Excise and Licenses
201 West Colfax Avenue #206
Denver, CO 80202

RETURN SERVICE REQUESTED



7014 2870 0000 7852 4559
7014 2870 0000 7852 4559

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For delivery information, visit our website at www.usps.com	
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Postage	\$
Certified Fee	\$
Return Receipt Fee (Endorsement Required)	\$
Restricted Delivery Fee (Endorsement Required)	\$
Total Postage & Fees	\$
Postmark Here	
THEODORE CALVO	
Street & Apt. No. 9155 W 44th AVE	
or PO Box No. WHEATRIDGE CO. 80033	
City, State, ZIP+4	
PS Form 3800, July 2014 See Reverse for Instructions	

THEO
9155
WHE
2012

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- A Certified Mail receipt (Certified Mail label).
- A unique identifier for electronic verification of delivery.
- A record of delivery (signature) that is not Service® for a specific

Important Reminders

- You may purchase Certified Mail® for First-Class Mail®, First-Class Mail® International, Certified Mail service International mail.
- Insurance coverage purchase with Certified Mail purchase. The insurance included with certain services:
- For an additional fee, return receipt with a record of delivery recipient's signature, hardcopy return version. For a hardcopy return receipt, attach PS Form 3800, July 2015

PS Form 3800, July 2015

SENDER: COMPLETE THIS SECTION

- Complete items 1, 2, and 3.
- Print your name and address on the reverse so that we can return the card to you.
- Attach this card to the back of the mailpiece, or on the front if space permits.

1. Article Addressed to:
THEODORE CALVO

9155 W 44th AVE

WHEATRIDGE CO 80033

2012-BFN-1061575

9590 9402 1623 6053 8826 48

2. Article Number (Transfer from service label)

7014 2870 0000 7852 4559

PS Form 3811, July 2015 PSN 7530-02-000-9053

COMPLETE THIS SECTION ON DELIVERY

A. Signature

X

☐ Agent
☐ Addressee

B. Received by (Printed Name)

C. Date of Delivery

D. Is delivery address different from item 1? ☐ Yes
If YES, enter delivery address below: ☐ No

3. Service Type

- | | |
|--|---|
| <input type="checkbox"/> Adult Signature Restricted Delivery | <input type="checkbox"/> Priority Mail Express® |
| <input type="checkbox"/> Adult Signature Restricted Delivery | <input type="checkbox"/> Registered Mail™ |
| <input type="checkbox"/> Certified Mail® | <input type="checkbox"/> Registered Mail Restricted Delivery |
| <input type="checkbox"/> Certified Mail Restricted Delivery | <input type="checkbox"/> Return Receipt for Merchandise |
| <input type="checkbox"/> Collect on Delivery Restricted Delivery | <input type="checkbox"/> Signature Confirmation™ |
| <input type="checkbox"/> Insured Mail Restricted Delivery (over \$500) | <input type="checkbox"/> Signature Confirmation Restricted Delivery |

Domestic Return Receipt

Overview

Summary

Score	1000	Date	6/20/2017
Max Fines	\$0.00	Agent	John DeLue
Est Fines	\$0.00		(720) 341-5795 jdelue@helixtcs.com

Results

Questions	230	Infraction	0
Correct	230	Violation	0
Incorrect	0	Public Safety	0

Executive Summary

I witnessed managers weighing a sample of marijuana flower, and checking against Metrc. All samples taken matched Metrc amounts.

Store appeared to be well run. Security checks all customers identification before entering, preventing sales to minors. All employees have Colorado MED support or key badges, which requires a full FBI check. This prevents sales to criminal enterprises, cartels, and gangs. The business in question is not located on Federal land.

Overall a well run business.

Best,

John DeLue
Director of Operations and Compliance
Helix TCS
720-341-5795
Licensed Private Investigator by the State of Colorado, PI2.0000493

Site Control Plan



AUTHORIZATION TO USE PROPERTY FOR A MARIJUANA BUSINESS

Business Name (dba): <u>Options Medical Center WP, LLC</u>	Property Address: <u>455 Weaver Park Rd</u> <u>Longmont, CO 80501</u> Suite/Unit #: <u>100</u>
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As owner of the property described above, I hereby consent to the use of said property for the purpose of conducting a marijuana business so long as said use is authorized under and in accordance with applicable state and local laws. This consent is valid under the following terms and conditions:

Check all that apply:

☒ Retail Marijuana Store

☐ Medical Marijuana Center
(Allowed as part of a co-located retail
and medical facility only)

I understand:

1. That the lessee must operate the business on the property described above under the provisions of the Municipal Code of the City of Longmont.
2. That, in issuing a marijuana business license, the City of Longmont assumes no legal liability or duty of care regarding the licensee's business operation or possession of the property.
3. That, pursuant to Sections 12-43.3-105 C.R.S. (Medical), and or 12-43.4-105 C.R.S. (Retail), any person within a Restricted Access Area or Limited Access Area that does not have a valid occupational license shall be considered a visitor and must be escorted at all times by a person who holds a valid Associated Key License. **This includes the Property Owner.**

In the event of any conflict between the terms of this Authorization to Use Property for a Marijuana Business and any other documents submitted with this application, the terms of this Authorization form shall control.

I hereby release the City, its officers, elected officials, employees, attorneys and agents from all liability for claims of damages of any kind whatsoever, present or future, in any way relating to or arising from the conduct of the lessee/licensee's business operation on said property.

Signature of Property Owner or Authorized Agent

STEPHEN TEBO
Printed Name of Property Owner/Agent

Date

11-29-17

Company Name/Address

Telephone

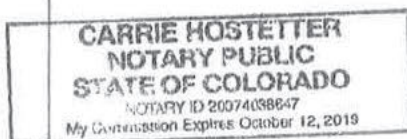
Tebo Partnership LLP 303-447-8326

State of Colorado

County of Boulder

)
) ss.
)

Subscribed and sworn to before me this 29 day of November, 2017, by Stephen Tebo



Notary Public

My Commission Expires 10/12/19



PLANNING & DEVELOPMENT SERVICES
385 Kimbark Street, Longmont, CO 80501
Ph 303-651-8330; Fax 303-651-8696
www.longmontcolorado.gov/planning

Zoning Verification

This form is for zoning verification for retail marijuana stores.

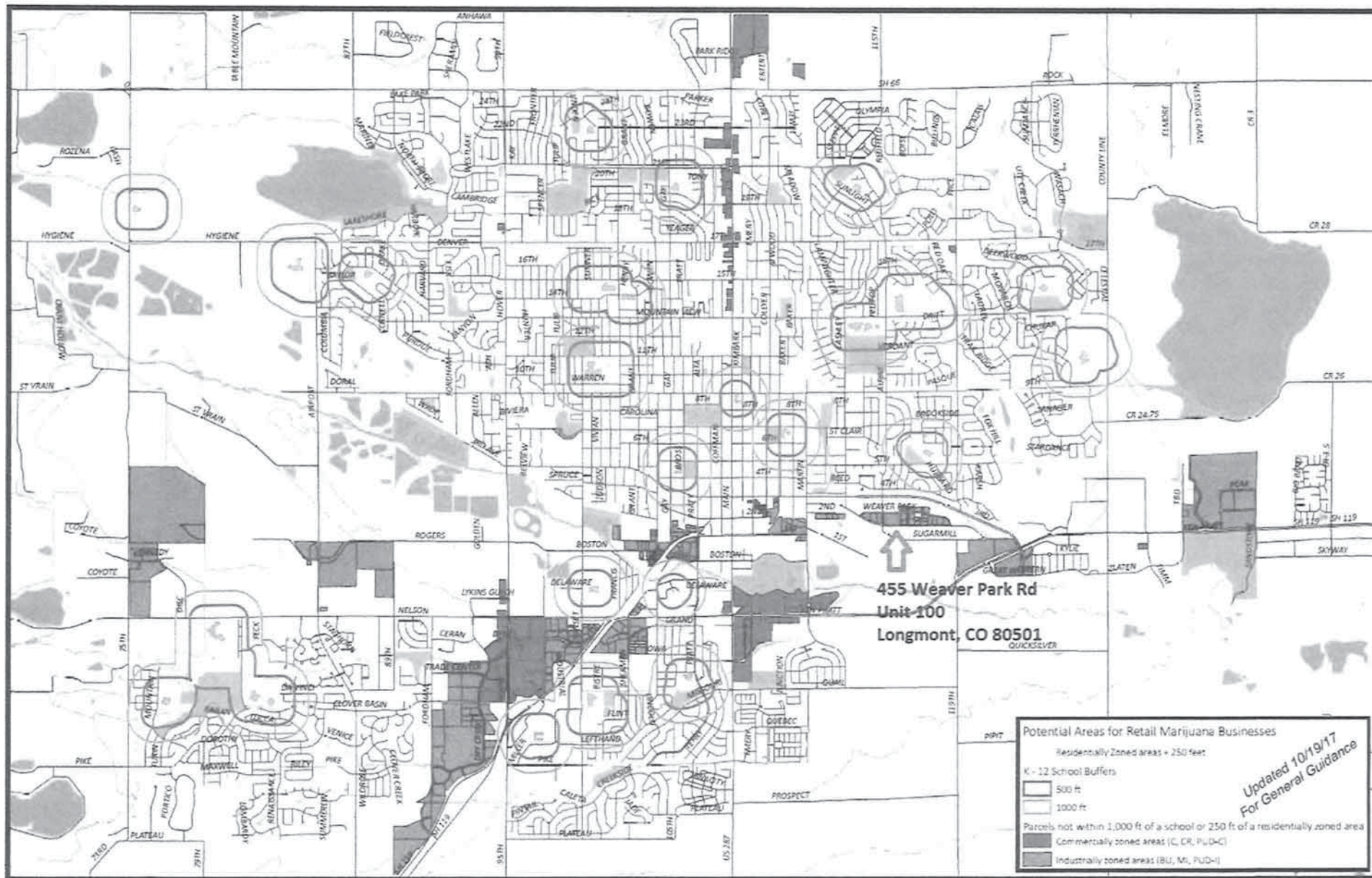
This form must be returned with the full application packet for all applications.

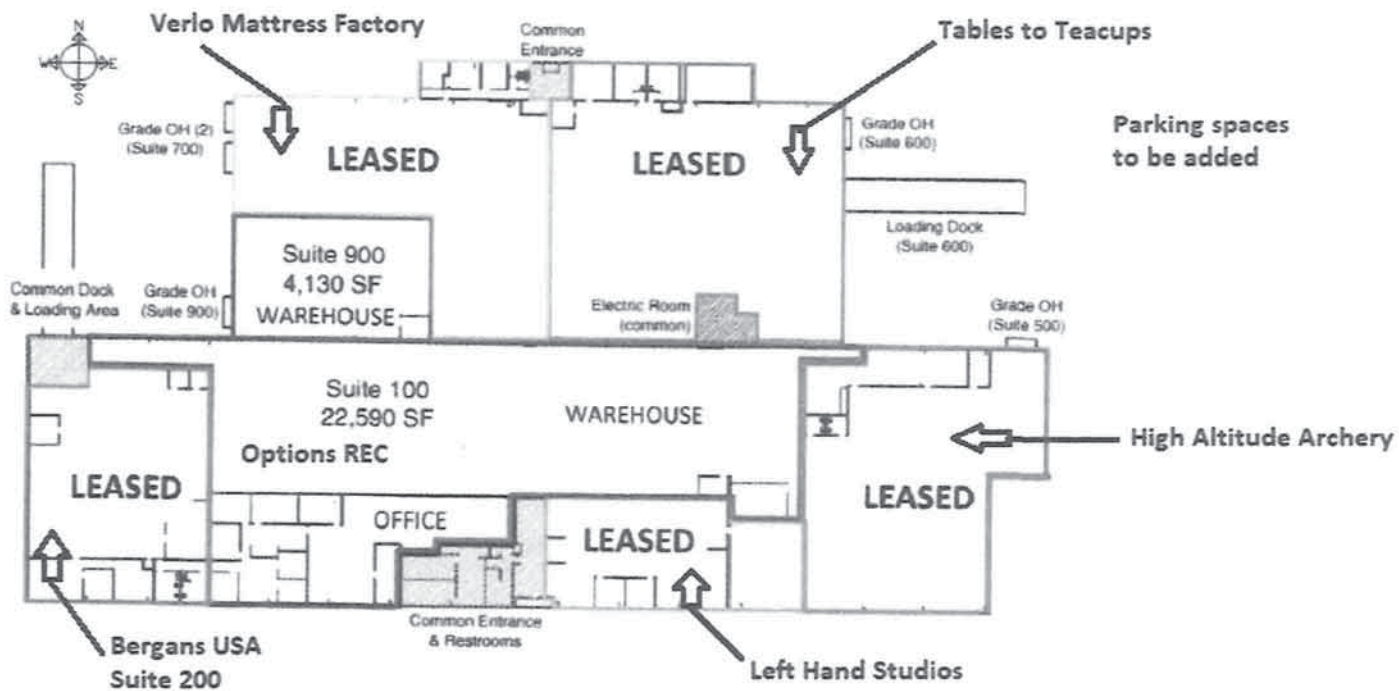
Site Plans, site plan waivers, change of use, or other development applications are a separate process.
Zoning verification letters require a \$50 fee be paid before the completed letter may be returned to you.

You may pay by check, credit card, or cash at the Development Services Center.

Applicant Information	
Applicant Name: Options Medical Center WR, LLC	E-Mail: [REDACTED]
Address (Include City & State): 9085 W. 44 th Avenue, Wheat Ridge, CO 80033	
Phone: 720-242-9452 (w) 760-809-4399 (c)	Fax: N/A
<i>* Applicant must be either the owner of the property or be a party with a purchase or lease agreement for the property.</i>	
New Business Information	
Property Address: 455 Weaver Park Rd, Unit 100, Longmont, CO 80501	
Name of Proposed Business: Options Longmont	
Previous Business Use: Vacant	
Applicant Certification	
Applicant Signature: [REDACTED]	Date: 11/28/2017

Zoning Information To be completed by Planning & Development Services Staff	
Zoning District: <input type="checkbox"/> Commercial (C) <input type="checkbox"/> Commercial - Regional (CR) <input checked="" type="checkbox"/> Business Light Industrial (BLI) <input type="checkbox"/> Mixed Industrial (MI) <input type="checkbox"/> Other zoning district (not allowed)	Other Information: <input checked="" type="checkbox"/> At least 250' from residential zoning district <input checked="" type="checkbox"/> At least 1000' from K - 12 school
Staff Signature: [REDACTED]	Date: 28 November 2017
Staff Name & Title: Ian Colby / Planning Technician	





Site Plan

Site plan attached showing vicinity of our location, including buildings, streets, parking lots, and identification of other tenants on and surrounding the property.

While the surrounding building already has plenty of parking, our landlord has indicated to us that we could convert the common dock & loading area at the northeast corner of the building (where our entrance would be) to additional parking for our complex.

For our exterior lighting, we will put up exterior flood lights that will keep our premises lit whenever the store is open that will act as motion detector lights when we are closed to scare off anybody who is up to no good.

Landscaping is to be handled by our landlord, but we will do our part in keeping our area clean and will always be open to making additional exterior improvements to increase the value and pleasantness of our location.

Planned Site Improvements

For our dispensary location at 455 Weaver Park Road, we will be leasing an empty warehouse which we will be building out from scratch. To do so, we will hire out contractors from Longmont and Boulder County, many of which we had been using prior to this application process. Lodestone design, Bishop Electric, and PCD Engineering are just a few of the Longmont/Boulder County vendors that we will be using to build out our dispensary.

We want an ambiance in our store that makes all our customers feel safe and comfortable in their experience shopping with us. As operators of a dispensary, one thing that is clear to us is that people from all walks of life will walk through our doors, so we strive to operate a place of business that anyone will be at ease in. That means no dirty hippy shops blasting reggae or rap that turn off anybody over the age of 25. It also means no sterile white apple store rip-offs trying to trick people into thinking that their product is more valuable than it actually is. That's not marijuana. That's not Colorado. That's not Longmont.

Everything during our buildout process will be done in compliance with all City of Longmont rules and regulations.

Community Outreach Plan

Community Outreach Plan

This plan is intended to outline the processes and procedures *Options* has implemented to engage local residents and businesses in the neighborhoods where the licensed premises are to be located.

Applicant's history of community and neighborhood involvement

Options Wheat Ridge is one of the earlier entrants in to the cannabis business in Colorado, currently being operated by a father/son team of Ted and Tyler Calvo and commencing operations in 2013. The company has built a strong foundation and has earned a reputation for excellence and quality. As a family owned and operated company, *Options* holds closely the important values that have helped us to succeed, such as customer satisfaction, product quality, safety, compliance, and being a good and responsible neighbor.

We work hard to employ local workers, and currently have 8 employees from Longmont on our team currently of 45 total staff members.

With deep roots in the north metro Denver community, we are fully dedicated to preserving and protecting the integrity of the communities where we operate.

One example that stands out includes being the only dispensary to engage with Wheat Ridge High Schools Public Information Officer on educational outreach when students were found to have empty cannabis containers sold from local stores. We were the only store that not only returned the Officer's call, but also went to speak with him at the school to go over with him our standard practices and procedures to ensure that our company never makes any unauthorized underaged sales.

As members of the industry's largest trade group- the Marijuana Industry Group (MIG), we have taken an active role in public education efforts and had success spearheading a number of statewide and local policy issues to help our industry become more compliant and earn more credibility.

Options Longmont would be modeled on the same successful structure we have used in our Wheat Ridge operations, where we enjoy good standing as a business.

Policies and procedures to address community concerns and complaints

Options LLC has implemented a proactive approach to handle concerns and/or complaints by the community, and believes wholeheartedly that this process starts with a robust outreach effort to local neighbors. As a family-run business, *Options* LLC is dedicated to being a good community partner by implementing an outreach plan that will create open lines of communication and will facilitate positive connections and impacts for the community.

Once an award has been made by the City, initial outreach efforts for the project will occur to local residents and business owners within a ¼ mile radius of the proposed site, who will be notified by a letter sent by US Post informing them of the projects development plans and giving detailed contact information for follow up. This initial outreach will serve to gauge support or opposition and will help acknowledge and address any immediate concerns.

Options/Theodore Calvo

The initial effort will focus on:

- Neighborhood outreach and education, through seminars meet-and-greets and open houses;
- Neighborhood safety, utilizing highly trained security personnel and surveillance technologies;
- Education about employment opportunities for local residents, with competitive rates of pay.

In addition to the outreach efforts, there will be additional policies in place for handling community input and concerns, like posting of signage and staff training.

It is worth noting also that in our time as business operators in Wheat Ridge, we have never had a single community complaint lobbied against our store.

Measures and procedures for mitigating any impacts to the neighborhood

Options has implemented a formalized system to handle concerns and/or complaints from local residents or businesses:

- The outlined procedure for handling a complaint first entails proper receipt of complaint to the designated point of contact, and proper documentation of complaint being made, both in a reasonably timely manner (within 48 hours).
- Once the complaint is received, recorded and made aware to the *Community Outreach Director* (designated point of contact), then the complaint will be assessed internally, including conducting an investigation into the complaint.
- Every reasonable effort will be made to mitigate any issues before they become complaints.
- Once a legitimate complaint has been made the *Community Outreach Director* will discuss with complainant either in person, by telephone, or in writing, and in conjunction with company ownership, shall make the decision to act to resolve the concerns of the complainant.
- Responses will be determined on a case-by-case basis and may include further discussions with those affected, including specific actions being taken to remedy the concern, and any other actions needed to resolve the issue with the complainant.

Options treats all complaints seriously and will work with any complainants and the City of Longmont to find a timely resolution.

Designated point of contact – Community Outreach Director

While there will be multiple employees trained to handle outreach and communication duties, including on-site managers able to receive concerns, *Options* will dedicate one specific point of

contact for local outreach and communications who will remain on-call, full time for community needs:

Tyler Calvo

Vice President of Operations and Community Outreach

760-492-2154

Tyler.Calvo@gmail.com

Community Enhancement Proposal

As a family owned and operated company, Options LLC believes deeply in the important values that have helped us to succeed, such as customer satisfaction, product quality, safety, compliance, and being a good and responsible neighbor.

Our thoughts of what it takes to be a good neighbor is a focused plan to expand our community footprint and presence in Longmont in a positive way.

If awarded, we will strive to create positive impacts in our new community, including participation in community service events, volunteering, and actively supporting and promoting neighborhood plans.

Creating jobs and generating dynamic economic impact and local spending is important too, and we anticipate the creation of 15-20 new jobs offering competitive wages.

To help focus these community engagement efforts, we have identified a number of organizations in Longmont that fit well with our values as a family business; organizations we would like to partner with and support in meaningful ways, including financially.

As a first step to make that happen, we are planning to commit to pledge an initial financial contribution of \$10,000 to support these four not-for-profit organizations operating in Longmont:

- the *R.A.N.D Foundation* to assist teens and young adults with substance abuse needs;
- the *SALUD Family Health Center* providing health care for low-income families,
- *A Woman's Work* which is a program to support women and their families,
- the *Wild Plum Center for Young Children and Families* dedicated to empowering families and preparing children for the future.

Odor Management Plan

Odor Management Plan

Our odor control plan for Options will involve using carbon filters and fans integrated into our HVAC system, as well as practical processes to limit odor exposure from cannabis and infused products.

The first step will involve activated carbon filters and fans integrated into our HVAC system to constantly scrub the air and filter out scents. Using activated carbon is a tried and true method for odor removal and works by a phenomenon called adsorption, where the odor compound is trapped inside the activated carbon and retained. They remove odors by offering the odor-causing compound a more attractive place to reside than circulating in the air. There will be one carbon filter and exhaust fan located in the budroom where the cannabis is viewed and purchases are made. There will also be one located within the safe room itself since that room will have the most concentrated scents. Using these strategically placed activated carbon filters will provide more than sufficient airflow to constantly filter and deodorize the air within the dispensary. Activated carbon filters also require only a small amount of upkeep, mainly changing the filters once every four months or earlier if performance of the filter has dropped too low.

The practical processes we will implement involve properly storing the cannabis in airtight storage tubs or bags which will remain closed until needed. Counter jars will also have lids to limit how much time the cannabis is exposed to the air. Additionally, all flower will be stored in safes, which will remain locked overnight and when not in use.

We use this method of odor control in our current store and all our indoor warehouse grows. We have found that using activated carbon filters with exhaust fans provides ideal results and facilitates an untainted environment for all our properties' neighbors.

City of Longmont Vision, Values & Goals

City of Longmont's Vision, Values and Goals

As a new member of the Longmont community, *Options* would like to describe how we would contribute to and support the overall vision, values and goals identified in the City plans, and help to further create a sustainable and resilient Longmont.

We believe that the family owned and operated *Options* fits well with all six of the guiding principles from the *Envision Longmont* 20 year plan. Being a good community partner, adding economic revitalization, acting as responsible stewards of our resources, and creating safe, healthy and livable communities are commitments we make to our neighbors as members of this community.

Many of the ten topic areas in the updated sustainability plan would be directly addressed by *Options* being selected as a licensee, ranging from the economic vitality we would bring to the city, to the most innovative and high-tech built environment and green building techniques available. It is also critical for the success of our business to work to eliminate waste, re-use water and reduce energy consumption and be responsible stewards of our resources. It would be a goal to become one of the newest members of Longmont's Partners for a Clean Environment (PACE) program.

We believe our companies values, vision and goals fit well with directly supporting what Longmont has planned for the future.