



## MARIJUANA STORE LICENSE APPLICATION CHECKLIST

Business Trade Name Yuma Way LLC

Physical Address 900 S Hover St #A, Longmont CO 80501

State MED License Submittal Date 11/30/2017 Longmont Application Submittal Date 11/28/2017

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 Expressions of Interest for Marijuana Licensing in the City of Longmont**



*Submitted by Yuma Way, LLC  
DBA Twin Peaks Dispensary*

*Proposed Location: 900 S Hover St, Longmont, CO 80501*

November 28, 2017

# **Yuma Way, LLC**

## **Twin Peaks Dispensary**



### **Cover Letter**

Dear Marijuana Licensing Authority,

Yuma Way LLC appreciates the opportunity to participate in the competitive application process for Marijuana Dispensary License in the City of Longmont.

We are an established Colorado marijuana business, operating Retail and Medical marijuana dispensary and cultivation locations. At Yuma Way, LLC, we adhere to the strictest regulations and standards, following the letter of the law, to ensure safe, and secure access to marijuana products for patrons. We also provide a positive, safe, and engaging work environment for our employees.

#### **Mission**

Our company mission is to be a leading provider of quality cannabis products at affordable prices. We believe in enabling legal, safe, regulatory compliant and educated access for recreational customers and medical patients to the healing power of marijuana products.

#### **Vision**

Our goals align with the long-term guidance of Envision Longmont principles, while following the Sustainability Plan to lead to a better future for Longmont, its citizens and businesses.

With active community engagement plan, Yuma Way, LLC will participate in local events, helping to better the community and cooperate with neighborhood organizations to improve the quality of life, while promoting local art and businesses.

## **Team**

Our Executive Team is comprised of knowledgeable well-educated professionals with seasoned experience in cannabis industry. They possess years of top-level business management experience running successful business ventures with honesty and integrity.

Professional Advisory Board will be engaged by the Executive Team to maintain our ongoing commitment to quality of care and service, education and safety.

Our Operations Team includes experienced, highly-skilled, and motivated individuals who share company's philosophy and values.

We will employ additional thirty employees at the proposed location, with most estimated to be Longmont's residents.

## **Facility**

We have procured a long-term lease on one of the most convenient, accessible and desirable locations within the City of Longmont, away from schools and residential zoning districts.

Our proposed facility will be well-planned, built, and equipped to minimize impact on environment, while bringing value to patrons. We will operate in a safe, compliant, and efficient manner to meet and exceed the wide range of customer demands. With 4500 sqft, it will comfortably accommodate retail and medical marijuana dispensaries.

Our in-house cultivation facilities have capacity to supply the store with pre-packaged cannabis flower and trim, ensuring quality product and affordable pricing.

All of startup financing is in sufficient liquid assets and available immediately.

## **Conclusion**

Yuma Way LLC believes that its goals, vision and philosophy closely aligns with the City of Longmont's goals, vision, and philosophy.

The residents will greatly benefit from conveniently located, well designed, regulated, and secured establishment that provides quality products and services, employs Longmont residents and strives to be a good neighbor and a member of the community that promotes a culture of transparency, accountability, and fiscal sustainability.

As our supporting documents in this package show, we have all the ingredients for success: knowledge, experience, organization, and fiscal ability. And we have the motivation - we are eager to improve the community, the safety, the quality of life, and generate a steady revenue

stream for the city. We are your partner for life! We look forward to exciting new future with the City of Longmont.

Sincerely,



Yuma Way LLC

Kirill Merkulov, Managing Member

## Statement of Violations

November 23, 2017

To whom it may concern:

There have been no violations or penalties for any infractions or offenses by Yuma Way, LLC or its owners, principal officers, managers, or employees relating to any marijuana establishment in the State of Colorado.

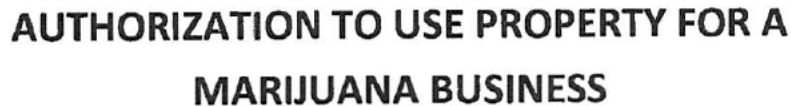
Sincerely,

A large black rectangular redaction box covering the signature of Kirill Merkulov.

By: Kirill Merkulov, owner  
Yuma Way, LLC



# **Site Control Plan**





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

## Zoning Verification

This form must be submitted to the Planning & Development Services Department to verify zoning for marijuana establishments. Once submitted, staff will review, complete, and return the form to the requestor. The completed form must be submitted to the Marijuana Licensing Authority as part of the response to the City's Request for Expression of Interest to obtain a marijuana license. The fee for zoning verification is \$50 and can be paid by check, credit card, or cash at the Development Services Center.

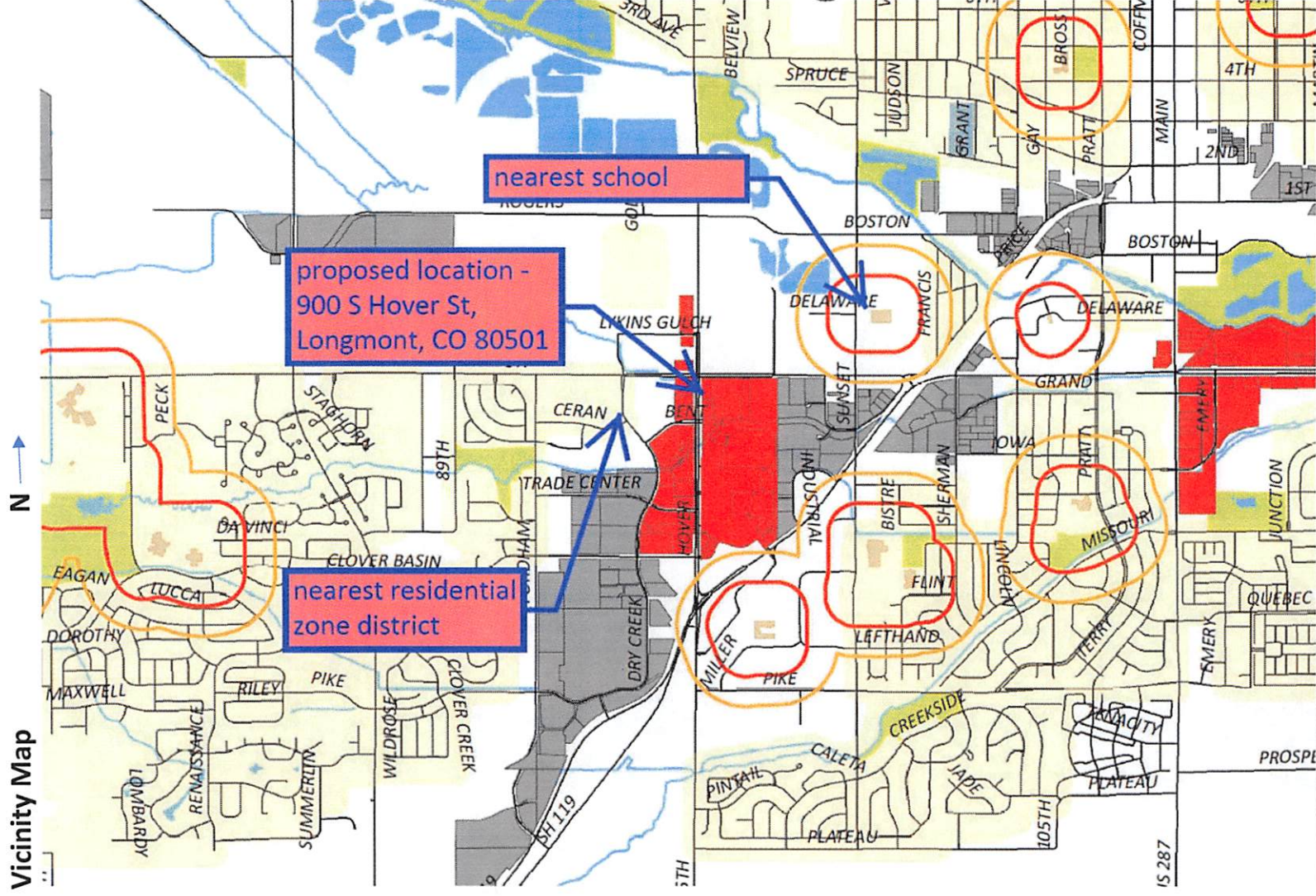
Site Plans, site plan waivers, change of use, or other development applications are a separate process.

Applicant Information	
Applicant Name: Yuma Way LLC	E-Mail: rita.tsalyuk@gmail.com
Address (Include City & State): 39 Coral Pl, Greenwood Village CO 80111	
Phone: 303-522-8633	Fax: 1-800-655-9901
<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: <del>900 Hoyer St, Longmont, CO 80501</del> MT 900 S Hoyer St #A, Longmont CO 80501	
Name of Proposed Business: Yuma Way	
Previous Business Use: vacant	
Applicant Certification	
Applicant: [Redacted]	Date: 11/13/2017

Zoning Information To be completed by Planning & Development Services Staff	
Zoning District: <input type="checkbox"/> Commercial (C) <input checked="" type="checkbox"/> Commercial – Regional (CR) <input 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: 15 November 2017
Staff Name & Title: Ian Colby   Planning Technician	



# Vicinity Map





## Vicinity Map Comments

Nearest residential zone district is approximately 1372 ft (to the W of the establishment space); the next closest residential zone district is approximately 1679 ft (to the NNW of the establishment space).

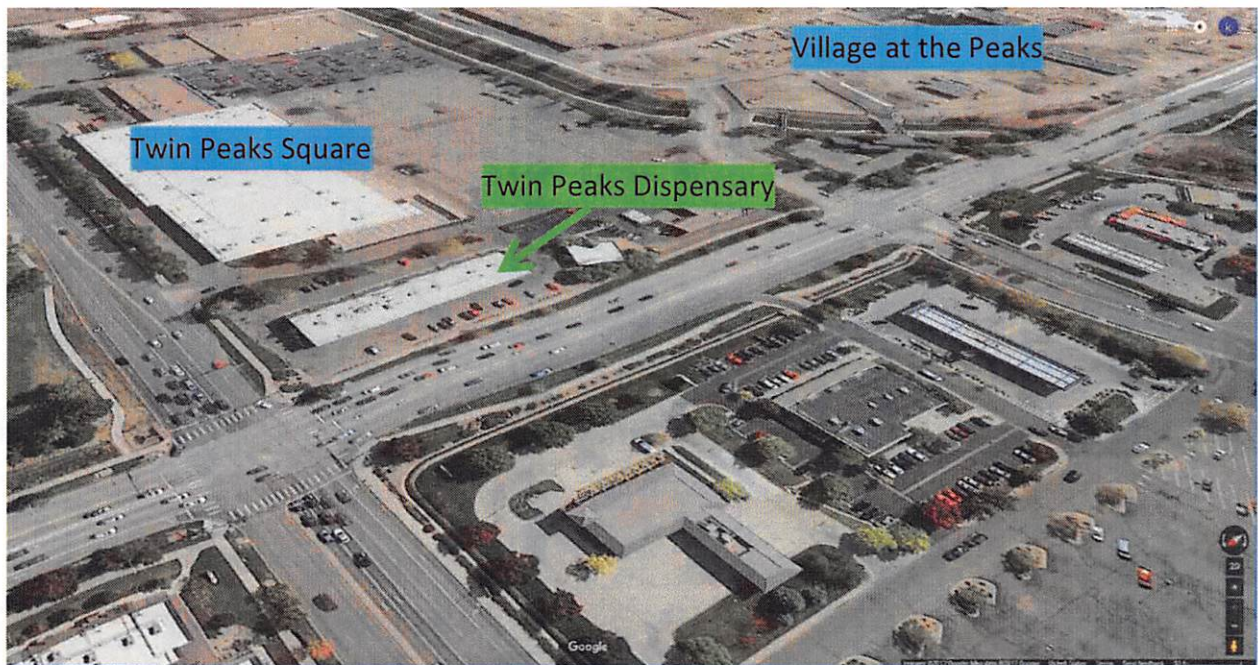
Nearest schools are:

Twin Peaks charter academy – 2,588 ft away (to the ENE of the establishment space)

Sunset middle school – 3,348 ft away (to the SE of the establishment space)

Flagstaff academy – 3,665 ft away (to the SSE of the establishment space)

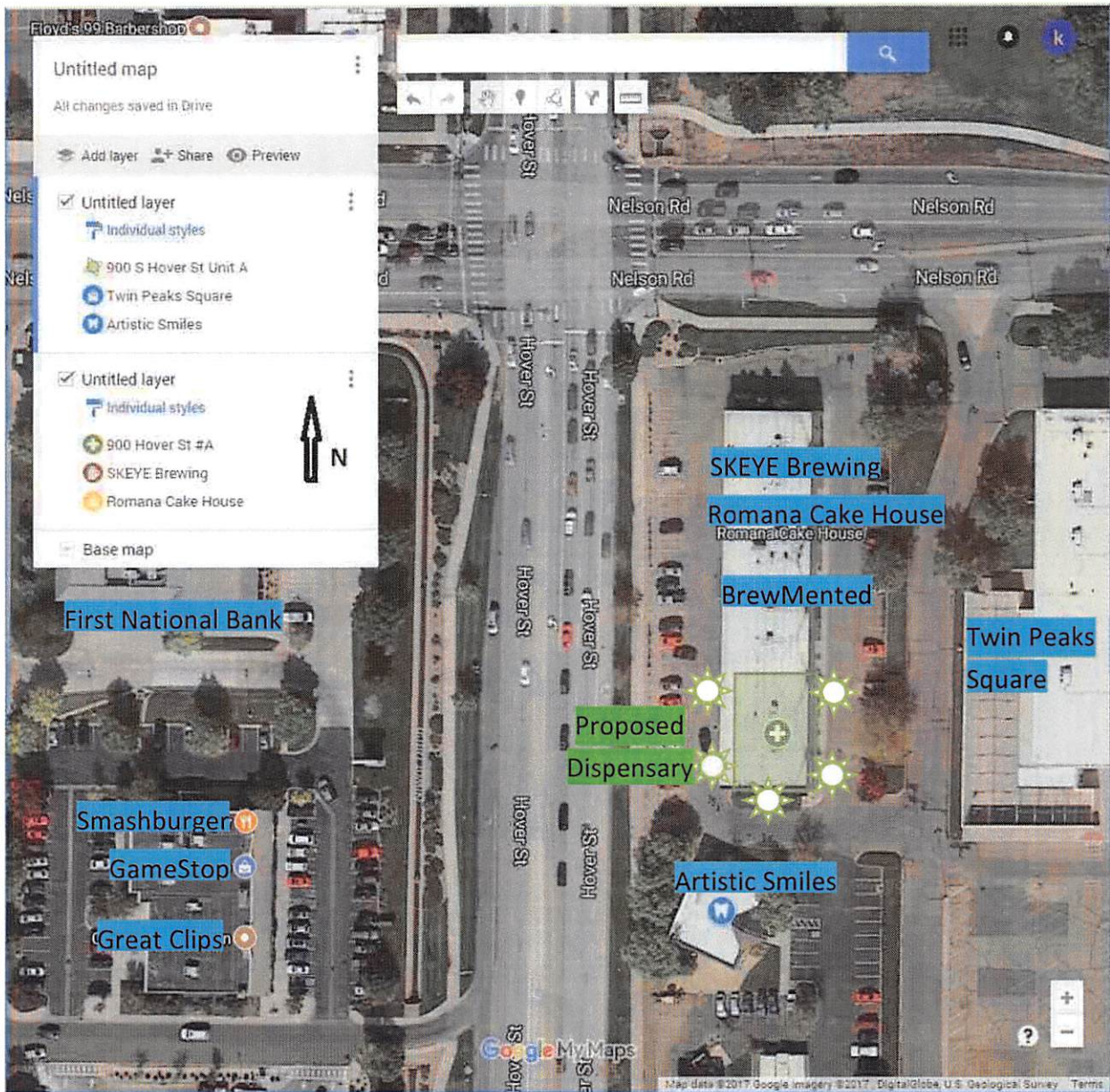
## 3-D area map




3-D area map (view from NW).



## Site Plan



Site Plan

 = additional lighting proposed

## **Site Plan Comments**

Leased Space within the building is marked with a green square box (it is on the south end of the building).

Landscaping Plan – existing – currently the site is well-landscaped, with greenbelt area and trees. Landlord maintains the exterior of the property, including landscaping.

Exterior Lighting Plan – proposed – currently the building is well-lit in the northern portion of it, to the north of leased space. The lighting plan includes adding lighting on the SW, S, and SE sides of the building, as marked above.

Parking – existing - parking spaces are showing both on the E and W side of the building.

## **Identification of Other Tenants**

On the property:

BrewMented – tenant adjacent to the establishment space to the N - brewery supply store. Under construction.

Romana Cake House – tenant adjacent to BrewMented to the N. Bakery. Currently operating.

Skeye Brewing – tenant adjacent to Romana Cake House to the N. Brewery Pub. Currently operating.

Surrounding the property:

Twin Peaks Square – property to the E of the establishment space – shopping center.

Artistic Smiles – property to the S of the establishment space – dental office.

First National Bank – property to the W of the establishment and on the W side of S Hover St – banking institution.

GameStop – property to the W of the establishment spate and on the W side of S Hover St – electronic games store.

Smashburger – property to the W of the establishment spate and on the W side of S Hover St – restaurant.

Great Clips – property to the W of the establishment spate and on the W side of S Hover St – hair saloon.

# **Site Improvement Plan**

## **Site Improvement Plan**

Yuma Way will perform several modifications to the leased space. All work will be done by contractors licensed with the City of Longmont, and according to blueprint of the plan approved by the City, and with appropriate permits.

### **Compliance, Security and Safety improvements:**

1. Install state-of-the-art video surveillance equipment – including infrared night-vision cameras with zoom capability, and perform coverage and performance verification audit.
2. Install internet connection and secure network.
3. Setup off-site backup surveillance storage.
4. Install additional exterior lighting on E, W, and S sides of the building.
5. Install commercial keypad locks on exterior doors
6. Install commercial keypad locks on interior doors
7. Install push-button magnetic locks on dispensary entry doors into Restricted access areas.
8. Install Limited Access, Restricted Access, 21+ signs as needed.
9. Install comprehensive alarm system, to include motion sensors (in rooms and in above-ceiling-grid space for roof break-in), glass breakage sensors, panic buttons, perimeter access points contact sensors, CO sensors, keypad.
10. Install Fire alarm equipment, to include strobe lighting, exit signs, and exit plan, as well as fire extinguishers.
11. Install and secure to floor the fire-rated safes for product storage.
12. Install privacy window film on exterior glass.

### **General space improvements:**

1. Limited demolition as per plans.
2. Erect demising walls.
3. Reinforce product storage room walls.
4. Install commercial grade doors.
5. Patch, fill, and prepare concrete, and apply concrete epoxy floor coverings, including finish coat.
6. Install air cleaning and circulating equipment.
7. Readjust/reroute HVAC equipment to property circulate air within the space.
8. Install new trim and base throughout.



9. Complete ceiling grid and fixtures.
10. Paint walls, doors, and trim.
11. Install display cases and shelves for retail areas.
12. Install POS terminals in sales areas.
13. Install computer hardware and setup secure networking in back office.
14. Install furniture and equipment for waiting area, office areas, conference/training room.
15. Install exterior sign.
16. Trim trees next to the south wall of the building to allow clean video surveillance coverage.
17. Power wash exterior to clean up debris/stains on brick.
18. Repair/upgrade plumbing as needed per new plans.
19. Repair or replace existing electrical and plumbing fixtures per new plans.
20. Install/run electrical per new plans to meet demand for newly installed hardware, fixtures, and equipment.
21. Install speaker system in waiting area.
22. Decorate space with local artists works, as well as Longmont historical exhibits.
23. Install computer monitors and TVs as needed.

After the completion of Tenant improvements, the Twin Peaks Dispensary will match overall design of the building as it is designed to will blend in, not stand out.



# **Community Outreach Plan**

# **Community Outreach Plan**

## **Applicant's History of community and neighborhood involvement**

Yuma Way LLC and its founders believe in active community engagement. Our historic involvement included communications with City Council members on regular basis, and speaking at City Council's Public Hearing meetings. We are very active in a city of Denver, and more than ones communicated to city Councils directly. We have participated in several working sessions. When the City of Denver was implementing new policies and regulations, we provided input. We also active part Adams County and City of Glendale.

We have proactively reached out to Longmont organizations, with offers of support and partnership. We have contacted Friends of Longmont Senior Center and Center for Peoples with Disabilities, and received a positive feedback on our intentions.

Yuma Way has a history of involvement with Denver Registered Neighborhood Organizations (RNOs). We are an active member of the Denver La Alma Lincoln Park RNO. It is a great neighborhood outreach tool, as we have a chance to interact communicate with the residents to discover needs and desires of the community. We participate in meetings, building partnerships between businesses, residents, and the city. We have lent our services and expertise to help with local community programs, such as the recycling program.

La Alma/Lincoln Park is one of Denver's oldest neighborhoods, with a strong sense of heritage and community. Dating back to the 1850s, the community is well-known for its Hispanic and Latino heritage. It is a mixed-use neighborhood at the heart of Denver. It benefits from a variety of housing types, diversity of land uses, historic resources, proximity to downtown, presence of transit, strong job base, the Santa Fe Arts District, welcoming parks, and a broad range of cultural and public facilities. The neighborhood was named one of the Great Neighborhoods for 2014 by the American Planning Association.

While we participate and promote well-being of the neighborhood, we also welcome local job candidates for open positions. We have several employees at our Denver location that live very close and enjoy easy commute to work, often biking to work. They bring positive attitude and a great work ethic.

To accommodate significant Spanish-speaking customer base we will employ bi-lingual staff.

Since starting our 1136 Yuma operations (in the RNO area) we have added exterior lighting and surveillance, as well as dedicated employee time to clean surrounding part of the neighborhood. We have also dedicated employee hours to local adopt-a-street cleaning activities.

We have invited the RNO's representatives to tour our facilities and get education on the plant growth cycle, the product variety, etc. We are dedicated to improving the consumer and neighbor education, providing the information to understand the industry and products. We also helped promote the neighborhood's other businesses, such as newly opened coffee shop and the art show, while also participating in Inter-Neighborhood Cooperation program with other RNOs.

## **Written policies and procedures to address community concerns and complaints**

Yuma Way, LLC maintains close relationship with our neighbors. It is our policy to address any complaints quickly and in a professional manner. The Twin Peaks Dispensary will be located away from residential homes, schools, parks, drug rehabilitation facilities, and as such we don't anticipate any negative effect to public in any way. However, in an unlikely event of potential impact, we will adopt the following policies to address any concerns and/or complaints:

1. Complaint policy posted on site and on website.
2. Onsite drop box for written complaints and email address which can be used to submit complaints.
3. Complaints will also be accepted and tracked if submitted by email to [1136yuma@gmail.com](mailto:1136yuma@gmail.com).
4. The Dispensary will maintain a Complaint Log.
5. All complaints will be reviewed by Store Manager within 24 hours.
6. Manager will have 48 hours to address the complaint.
7. If complaint is not satisfactory addressed within 48 hours, it will be escalated to the Executive Team to be addressed immediately.

## **A Designated point of contact, with comprehensive contact information, for public questions and concerns**

At Twin Peaks Dispensary, we take complaint resolution very seriously. After all, this is a vital part of the business. As such, we feel that immediate attention to each complaint at the highest corporate level is necessary. The designated point of contact will be CEO, Rita Tsalyuk, with contact information provided to patrons upon request:

Rita Tsalyuk  
303-522-8633  
[rita.tsalyuk@gmail.com](mailto:rita.tsalyuk@gmail.com)

## **Measures and procedures for mitigating any impacts to the neighborhood**

Yuma Way had only positive experience with its neighbors, landlords and law enforcement agencies. The reason for that success is thorough planning, open lines of communication and willingness to address any possible issues in quick and professional manner.



To minimize any impact on a neighborhood our cultivations and retail facilities are built as an enclosed environment.

As our odor control plan shows, the odors will be eliminated, proactively (by having all packaging done at the cultivation facility), and by installing air cleaning equipment to actively mitigate on-site odors.

We have strict no-loitering policy both inside and outside of the store. We implemented policies to not provide any service to patrons exhibiting signs of substance influence. Our establishment will be kept in a clean and professional manner. We will bring certainty and security to the neighborhood, along with positive traffic, that would benefit our neighbors in the shopping center: bakery shop and a restaurant. We will keep exterior of the property free of any unpermitted pictures or advertisements. Our sign will be matching to the rest of the signs in a center, and it will be complemented by additional exterior lights. All front windows will be covered with obscured film.

Facade with signage.



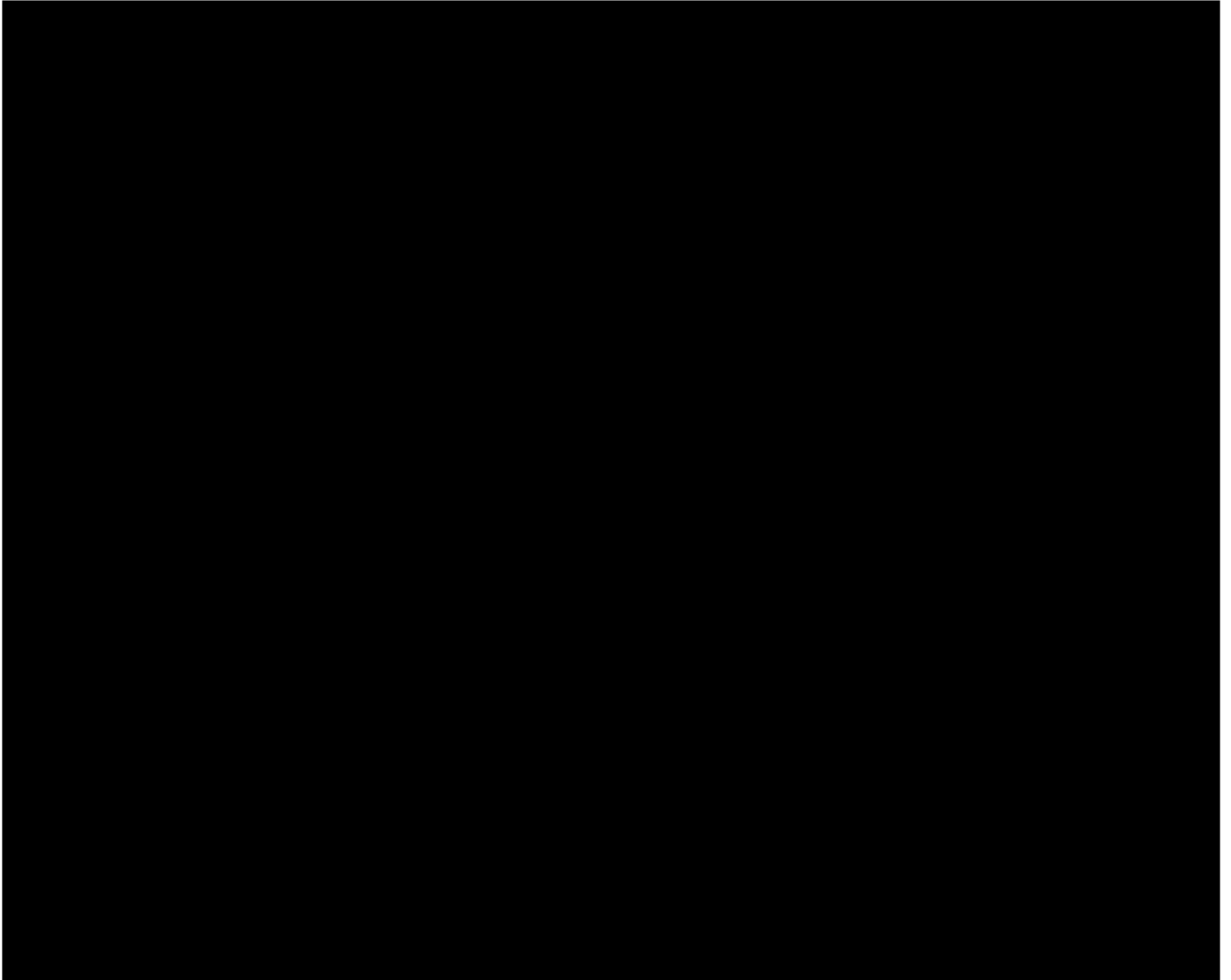
#### Creating Positive Impact in a Community

Twin Peaks Dispensary will be a state of the art, clean, presentable, well secured, and tastefully designed establishment. It will blend in, not stand out. We will employ friendly, experienced, knowledgeable, educated employees, who will be trained in MED and City of Longmont and Colorado State regulations, industry standards, and products.

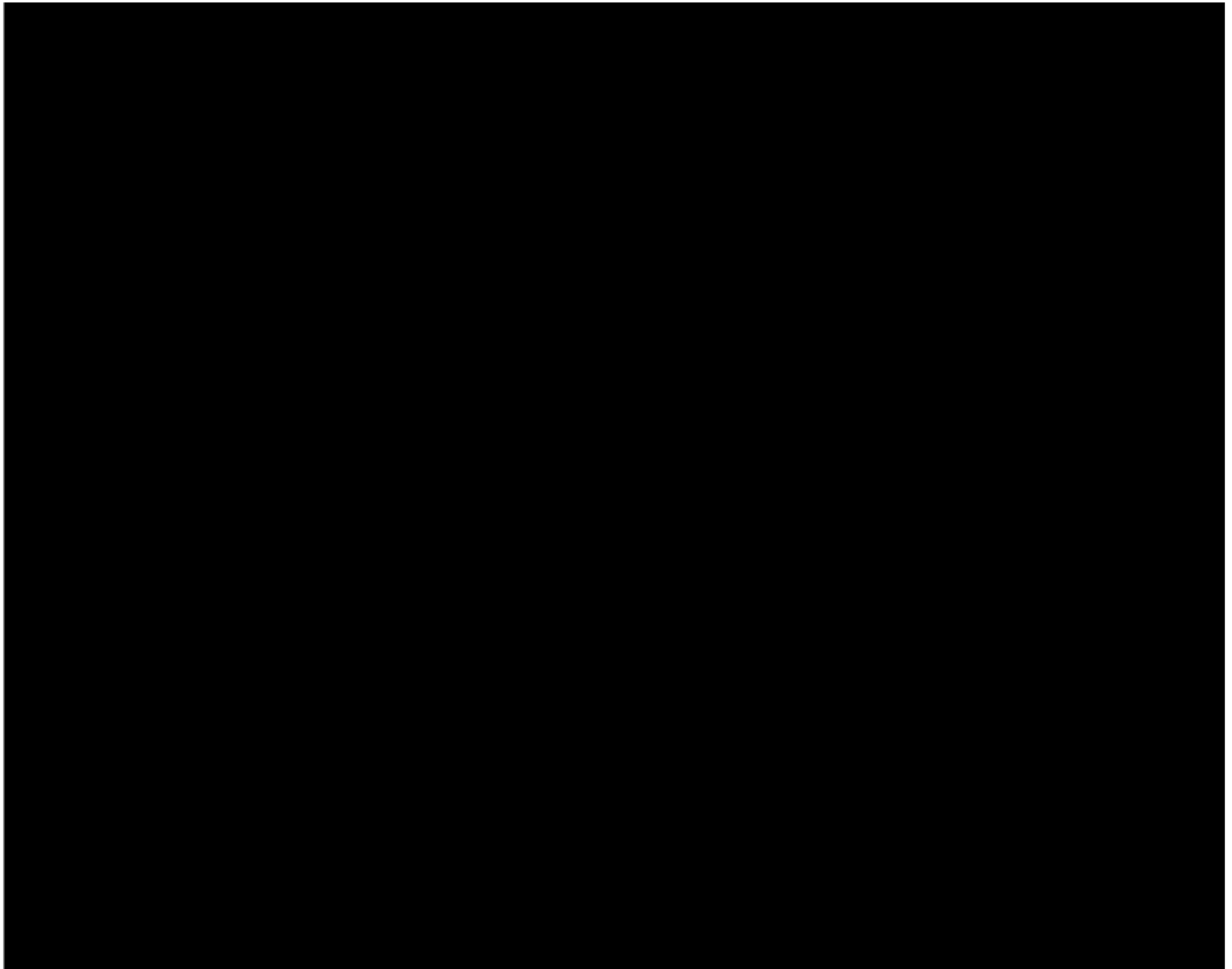
Our mission is to provide respectable establishment that will educate customers on safe cannabis consumption and offer variety of cannabis products and services, educational events, while promoting the safe consumption policies.

Our proposed Tenant Improvement plan showing functional pharmacy-like layout is shown below. Please refer to the Security Plan section for the designated areas (color-coded in this rendering), and other security features.

Rendering – view from Southeast



Rendering – view from Southwest



Cannabis safe consumption educational events will be hosted and available to customers at no charge.

The conference area will be offered to local neighborhood and community associations meetings. We will participate in events conducted by neighborhood associations, community service, volunteer service, active promotion, and will become a member of at least one of them. The members of communities that have previously been disproportionately harmed by marijuana prohibition and enforcement will be welcomed to cooperate with the staff to obtain additional knowledge about the industry, the field, and the impact and effect of marijuana in today' society. The goal of such engagement is to provide more knowledge tools to positively impact these communities.

The Company has a civic duty to partner with the local community to demonstrate the value of this growing industry. Community outreach efforts will include educational events, partnerships with local non-profits, and ongoing communication with neighbors and stakeholders.

The Company is committed to donating part of the revenue to charitable organizations, which fund promising research in oncology. Additionally, with approval from the authorities, Yuma Way, LLC will donate staff time and financial resources to clean up a greenbelt and walking path of Twins Peaks Mall.

We will have the following written policies and procedures to promote and encourage full participation in the regulated marijuana industry in order to positively impact the community.

To be an outstanding neighbor, Twin Peaks Dispensary will implement and ensure the employees adhere to the following policies:

1. All employees will go through specific training that will cover all aspects of MED and City of Longmont regulations.
2. All employees will participate in continuing education.
3. Surrounding area will be kept clean and free of any trash and debris at all times.
4. All trash generated by the business will be disposed in a proper way that is required by the law, utilizing recycling service when possible.
5. Any type of nuisance including noise, odor, loitering will be strictly prohibited.
6. Alcohol consumption will be strictly prohibited.
7. Exterior Lights will be always on during early morning, evening and night hours.
8. Exterior and Interior Security cameras shall be installed and functional 24x7.
9. There will be signs installed that will promote responsible consumption and posters with corresponding laws.
10. The dispensary area will not be visible from the outside.
11. Cooperate with Law enforcement and safety personnel, neighborhood watch, home/business security and monitoring, and other grassroots efforts.
12. Seek the involvement of diverse groups of residents in community issues and in City-sponsored activities.
13. Develop and administer strategies that actively involve neighborhood groups, business organizations, civic organizations, and residents of Longmont.
14. Encourage proactive community involvement in neighborhood and City safety matters.

We will adjust our approach regularly, based on community needs and desires, following input from our customers, communications with the City, and feedback from neighboring businesses and organizations.



# **Odor Management Plan**

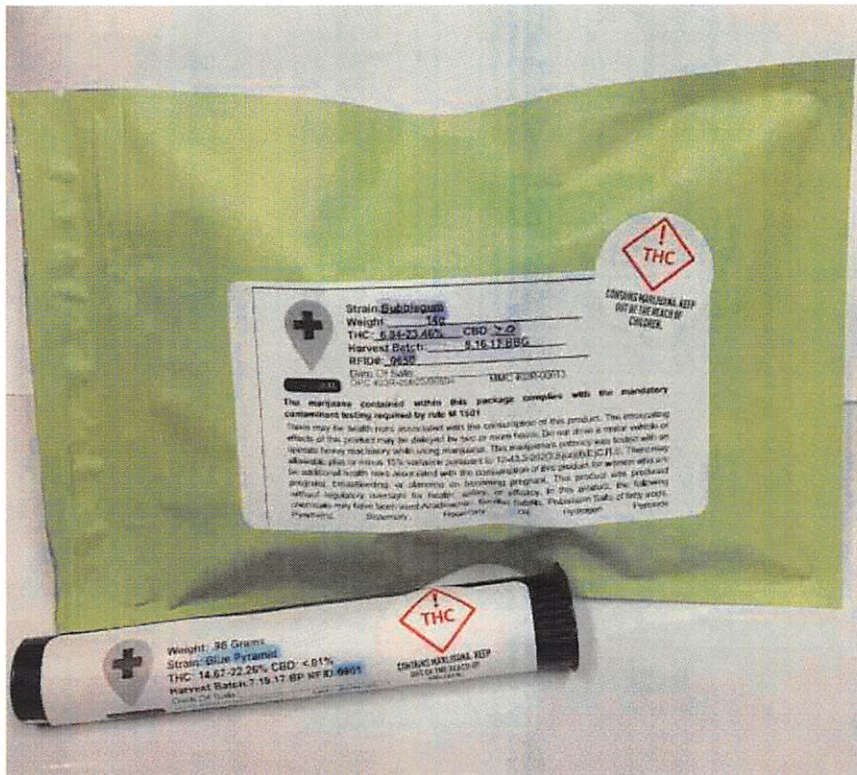
# Odor Management Plan

Cannabis plant material, including flower and trim, when exposed to air emit a very strong odor. At Twin Peaks Dispensary, we are committed to control the odor, thus minimizing the impact on community. We have successfully utilized a combination of several methods that proved to provide an effective solution to odor issue.

## Administrative controls

1. All cannabis flower and trim will be prepackaged at our cultivation facility so odor in our retail stores is minimized. The sample of pre-packaged items is shown below.
2. Odor-emitting activities shall be isolated from other areas of the building through closing doors/windows and moving away as far as practically possible. Front area of the building dedicated to foyer and the office space.
3. Staff training procedures - all employees will be trained on the odor-control procedures.
4. Record keeping - management to maintain records of equipment past and scheduled maintenance, training records.

Prepackaged items.



## Engineering controls

We will utilize the following technology to ensure the odors are fully mitigated.

1. Carbon filtration - the carbon filters will be used in the air circulation system. Carbon filters help eliminate odors via chemical absorption.
2. Negative pressure – the in-line or a stand-alone air scrubber machine will be installed in several areas to create negative pressure to evacuate the air from common space, and resupply clean air into the space. This will ensure no smell escapes the facility, minimizing potential impact.
3. Installation of Ultraviolet Germicidal Irradiation - Ultraviolet germicidal irradiation is proven to be effective inactivating mold, bacteria and viruses. Steril-Aire Destroys HVAC biofilm, preventing the growth and distribution of airborne pathogens in occupied spaces.
4. Utilization of air scrubber – air cleaner/scrubber equipment will be part of the negative pressure / air filtration system.
5. Components of engineering controls:  
System design - the system was designed with the goal of not letting air and odors escape from the facility, but simply to recirculate the air (cooling, filtration) within the space. The vital components of engineering controls for such system are the carbon filters - to be replaced and maintained as per above.

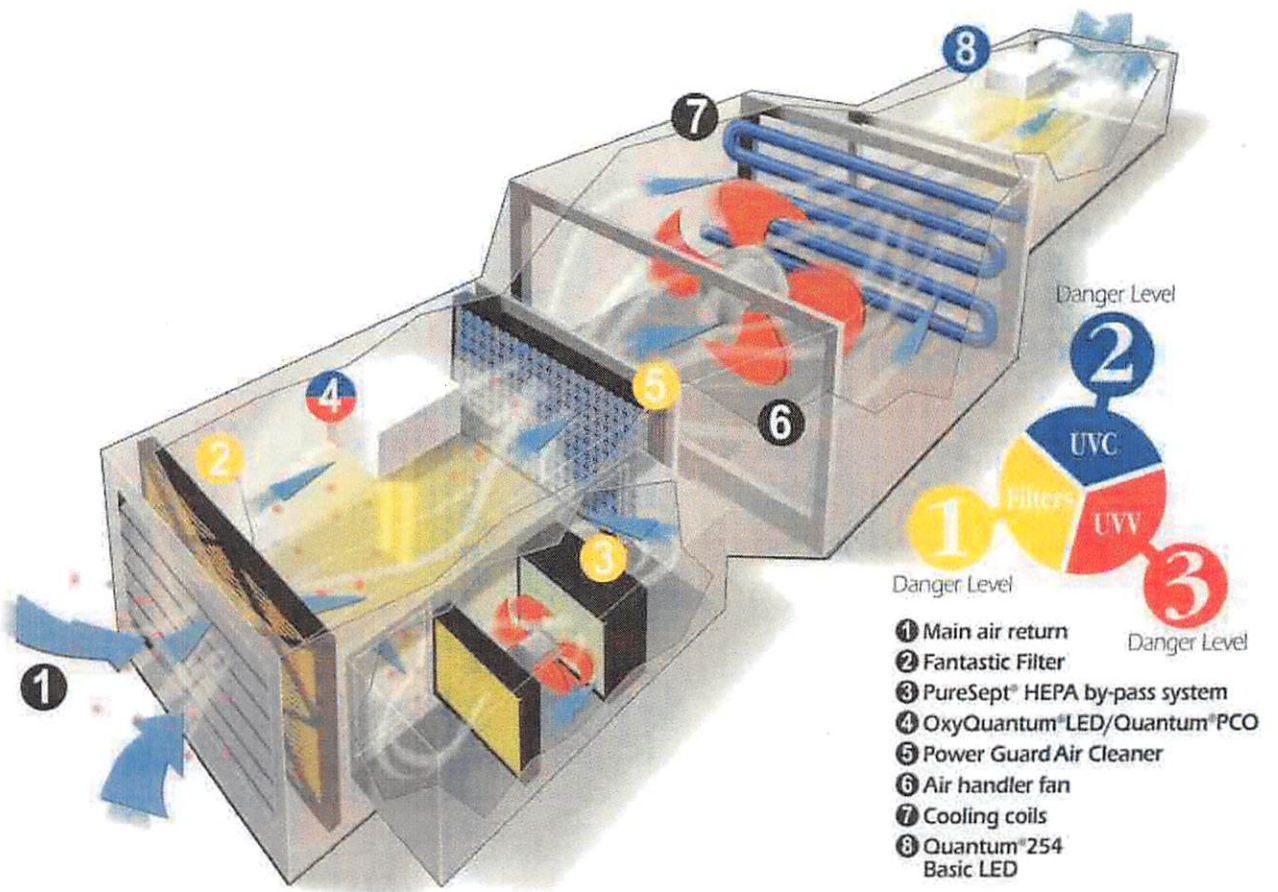
Operation processes - the building will have no exhaust system in place; the air is being recirculated. Management is responsible to maintain the records of carbon filter changes and employee training.

Maintenance plan - licensed technicians are being scheduled on an as-needed basis if the equipment fails to operate as expected (which is noticed through the increase in operating temperatures). Also, ongoing maintenance is done at regular intervals (as per mfg. specs) by licensed technicians.

Complaint tracking system – in an unlikely event of odor complaint received by the facility, the issue is immediately escalated to the Store Manager to take action. Complaint records shall be maintained by management, and shall be recorded and filed with incident log.

The schematic of the in-duct installation of the equipment is depicted below.

Filtration / air cleaning system. The filter (2) to be carbon filter.



# **City of Longmont Vision, Values & Goals**

## **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)**

When opening a new establishment, every business should consider how well it will fit in with the environment, both current and future. To determine the plan in this case, we have carefully considered City of Longmont's future vision by diligently examining Envision Longmont, Longmont's Sustainability Plan, as well as physical location visits and talking to local business owners.

As a result, we have developed a comprehensive approach that we believe will lead to a complete integration and a great fit with existing as well as future local environment.

Yuma Way dispensary will follow the City of Longmont's overall vision to adapt to its values and goals, and function as part of a bigger plan established by the City and its residents. Below is the brief explanation of our proposal.

### **City Growth**

The current population of Longmont is estimated at 92,858 people. Longmont is an growing city with its population increasing by 1.6% annually, and is expected to add approximately 24,165 new residents by 2035. As we have planned to become a part of the Longmont community, we have walked the city streets, met with potential neighbors, visited local stores, restaurants, and businesses.

We see a great potential in the city. It is important to us that as Longmont continues to expand, the current and future residents' quality of life is not negatively impacted in this process, by preserving and improving on amenities that the residents value and enjoy today.

### **City Values**

When the city was drawing and adopting its plans, more than 5,000 residents provided their direct input and another 11,000 participated in some way. It is noticeable that city officials had the best interests of their voters close to their hearts as they planned the growth of the City.

We have attended several City Council meetings. We were very pleased that when the City officials voted to grant licenses to marijuana dispensaries within city limits, they based that decision on wishes of their voters. In our opinion, this is one of the greatest examples of outstanding voter representation.

Our dispensary design will further build on diversity and history of Longmont's population, as described below in the Store Design section.

## **Store Location**

Yuma Way LLC was very fortunate to secure a long-term lease in one of the more central locations within the city - Hover Street corridor at 900 S Hover Street, at an intersection of two major thoroughfares: Hover St and Nelson Rd.

While several factors went into determining the location, one of the major considerations was given to the accessibility. We believe the location will be easily reachable by all levels of the diverse Longmont population, no matter social or economic status. It is located near public transportation, public roads, and a bike path.

Based on comprehensive city plan: "The Hover Street Corridor serves as a primary gateway into Longmont from Boulder and major north-south travel corridor through Longmont. The corridor functions as one of the City's major retail destinations and these uses are being expanded in the form of a major lifestyle retail center as part of the former Twin Peaks Mall redevelopment." The Hover Street area has a lot of potential for growth and forecasts from 30,000 to 45,000 vehicles per day, representing 25% to 50% growth with higher growth rates projected to the north.

While the site is central within the City of Longmont, the residents that are commuters to and from Boulder will benefit from this location as it is within close proximity (a little over half a mile) north of the intersection with Diagonal Highway (state highway 119), a major route to Boulder.

Currently, the location is not fiscally beneficial to Longmont, but we firmly believe that with sizable capital improvements planned for this location, it will quickly turn into a major stream of revenue for the city as an exemplary well-managed dispensary.

## **Store Design**

Our space is a well-planned, newly remodeled, modern 4,500 sqft of usable premise with high ceilings, that will allow for a large foyer/waiting area. Waiting area will have a bulletin board space, where local businesses can advertise and promote their services for our patrons to see.

The rich diverse culture and history of immigrant community will be displayed in the foyer area in the form of exhibits and artwork for our customers to see and learn. Having immigrated to the United States in the 1990s from the former USSR, we understand the importance of your roots, and are active in the Russian community in Denver Metro area. We hope to add our

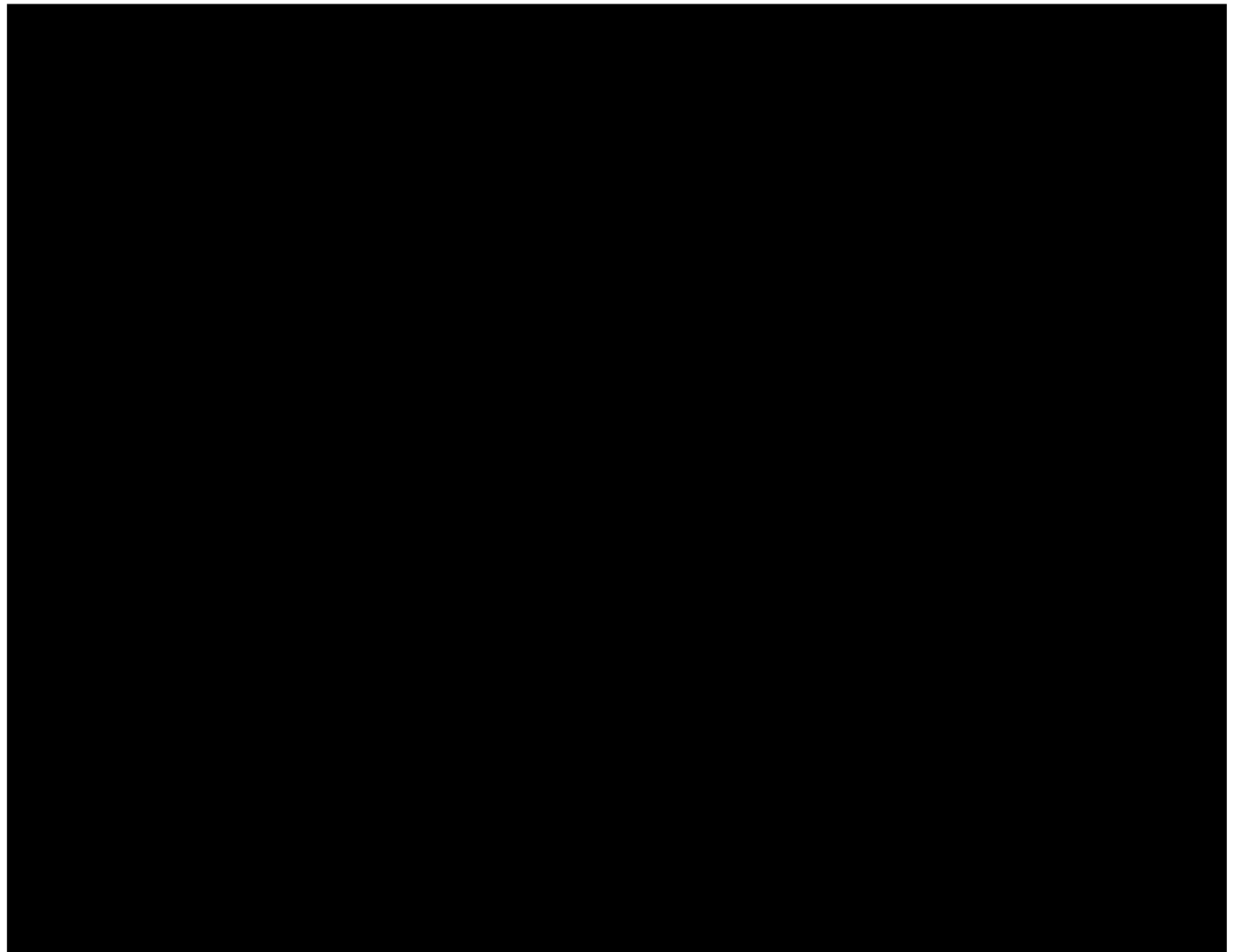


drop into Longmont's sea of cultures, as over 23% of the City's population are non-native speakers.

Part of the startup process is the actual construction phase, during which we will utilize as many recycled-sourced materials as possible, keeping in line with our goals as well as contributing to Longmont's sustainability goals. Once operational, the store will acquire packaging and other office supplies made from recycled products.

We plan to incorporate ideas and designs from local artists while implementing the interior design of the space, as well as displaying local artwork.

The layout also includes a dedicated conference room for educational purposes, while waiting area will have a capability to play the music of Longmont's musician over the speaker. The facility is ADA accessible, and provides ample space for patrons to browse internet, study educational materials (will be provided in the lobby as well), and magazines to make their wait time (if any) pass faster.





We plan to utilize available space to sell supporting non-marijuana merchandise, such as pipes, vaping equipment, rolling paper, related souvenirs, and art work by local artists.

## **Parking and Site Plan**

The shopping center which houses the dispensary has an abundance of parking, in excess of anticipated needs, even at full capacity. As a result, we can accommodate customers for as long as they need without feeling rushed.

We plan to add additional exterior lighting and security elements to front, side, and back portions of the building (all exterior portions that enclose the leased space, as described in security plan section of this application).

We believe that our comprehensive security and surveillance infrastructure will be a great asset for the shopping center to improve security, and will benefit not just Yuma Way, but the Landlord and all of our neighbors.



## **Employment**

We plan to start the hiring process just as soon as the City of Longmont notification of award is received.

It is the city of Longmont's goal to provide as many local job opportunities for its residents as possible: "As the community and region continue to grow, Longmont must take an active role in

positioning itself in the modern economy by expanding the availability of a range of job opportunities that provide residents with the opportunity to choose to both live and work in our community.”

Many Longmont residents commute elsewhere for work and the City lacks the types of workspaces to meet the needs of businesses it seeks to attract. Yuma Way is committed to being a good partner for the City of Longmont to continue to expand and leverage its business-friendly assets. This will allow Longmont to position itself for continued economic growth and expanded job opportunities, fostering a business-friendly environment that encourages the retention, growth, and continued profitability of existing businesses which benefit the City, its tax base, and its residents.

We will offer employment to a wide range of potential candidates, with little or no experience to well-versed staff, as well as candidates with disabilities. Our plan calls for hiring at least 4 full-time shift managers, up to 15 full-time support personnel, as well as additional part time employees, and 2 security staff daily, which, given different shifts, translates into approximately 30 employees total. Part time evening and weekend jobs would be great for the families that would want to take care of kids, and cannot afford both to work full time during regular hours. Not all positions require education beyond high school diploma, hence availability to individuals who are highly motivated, and are willing to learn and grow with the company.

During hiring phase, the preference will be given to local Longmont residents. At our current operations, we employ several staff members from the nearby neighborhoods, and this has led to the best retention rate, in our experience.

Several of our existing employees at the Denver location have expressed interest in relocating to Longmont with their families upon Twin Peaks Dispensary opening.

## **Services**

Yuma Way, LLC adheres to city of Longmont's values that: “Longmont will be a vibrant community where prosperity and the opportunity to access both essential and non-essential services and amenities are available to all residents, regardless of their race, creed, color, ethnicity, national origin, religion, sex, sexual orientation, gender expression, age, height, weight, ability, socio-economic status, military status, marital status, and family type.”

While we expect to serve significant number of recreational store customers (and having capacity to serve over 1000 visits per day), our medical store will be open to help patients that need treatment for qualifying conditions. Recently Colorado added PTSD (post-traumatic stress disorder) to the list of such conditions, which should benefit the veterans. Medical marijuana patients should not pay the higher taxes (both sales and excise) for the privilege to use marijuana to sustain or improve their quality of life (as recreational users do). Furthermore, we strive to maintain reasonable product pricing to make it more affordable for patients.

By 2025, the percentage of Longmont residents over the age of 55 is expected to double (which is currently 3<sup>rd</sup> highest age group of medical registry license holders, at 17.27%). We are proud to present special discounts on the medical side to our veterans and cancer patients, and plan to offer Longmont resident discount as well. Longmont is the 2<sup>nd</sup> largest city in Boulder county, which has 6618 medical marijuana patients registered, based on October 2017 statistics from the Colorado Marijuana Enforcement Division. Given the county population of 322,226, Longmont should account for approximately 1,907 registered medical patients within city limits. It is not fair to them to have to commute a great distance just to have access to medical necessity.

Many companies in the marijuana industry have voluntarily surrendered their medical licenses into the Colorado Marijuana Enforcement division. We do not mind the added accountability and responsibilities those licenses come with. In fact, we welcome the stricter regulations that lead to safer and more controlled industry.

Our service delivery goals completely align with goals of the City: "Promote a service-delivery philosophy among City employees that encourages them to seek creative and flexible solutions to problems, to provide responsive, sensitive service to residents, to be efficient and result-oriented, and to establish partnerships with the community in making Longmont a great place to live, work, and visit."

It is our philosophy to earn market share with quality product, reasonable prices, comfortable environment and educated staff. The company is committed to integrating the principles and techniques of quality customer service into employee hiring, orientation, training, and evaluation and assisting employees in providing high quality customer service to our patrons.

## **Education**

Our Professional Advisory Board members include a Pharmacist, RN, MD, an Addiction Consultant, a Researcher and Security Specialists who will rotate with providing free educational seminars that will be prepared based on the recommendations of Colorado Marijuana Enforcement Division, and previously approved by Professional Advisory Board, and Governing Body, City and State, if required.

The seminars will educate patients and customers on variety of cannabis products, the effects of the products, safe consumption, and will promote a healthy lifestyle. They will also be focused on increasing awareness of available services and educate residents on the importance of making healthy choices regarding their minds and bodies—such as programs to combat tobacco, alcohol, and drug dependencies, etc.

## **Safety and security**

Longmont is one of the safest cities, but while we enjoy its safety, a healthy and safe community requires a focus on crime prevention. At Yuma Way, we consider safety among the top priorities.

Both employee and patron safety are addressed in our plan. Our safety measures include enhanced specific planning of the interior and exterior barriers, lighting, quality adequate surveillance, alarm, security staff, and quality employee training. During the hiring process, we carefully review references and background of the potential candidates. All employees will be provided with initial and ongoing security training.

## **Hazard Management**

As a part of being a good neighbor, we believe in minimizing any negative exposure to our neighbors. One of the concerns of marijuana-related businesses is an odor. We will have comprehensive Odor Control Plan submitted to City of Longmont. Twin Peaks Dispensary will periodically review the plan to respond to new regulations, changes and advances in technology.

The premises will be exceptionally clean and well-maintained, including scheduled waste removal (with recycling service) and pest control program. There should be no noise generated from the establishment, and any kind of loitering will be strictly prohibited.

The Twin Peaks Dispensary is designed to resemble a pharmacy and provide marijuana customers and patients with safe access to cannabis products. Operating in full compliance with Colorado MED Medical and Retail rules, we will lab test the entire inventory for potency and microbials, as well as follow ongoing test regulations. We will use child-proof containers and exit packaging. We will encourage patrons to reuse their exit packaging to minimize environmental impact.

## **Tourism**

Recreational store attracts not just Longmont residents, but also tourists. The company will use the opportunity to cater to city visitors to present the City of Longmont, and educate residents and visitors on the history and culture of the Longmont area.

At our Denver dispensary, we have repeat visitors from the Northern Colorado. We have gotten many positive comments expressing desire to shop at our potential Longmont location. This would drastically reduce their commute.

## **Conclusion**

Yuma Way LLC believes that its goals, vision and philosophy closely aligns with the City of Longmont's goals, vision, and philosophy.

The residents will greatly benefit from clean, conveniently located, well designed, regulated, and secured establishment that provides quality products and services, employs Longmont residents and strives to be a good neighbor and a member of the community that promotes a culture of transparency, accountability, and fiscal sustainability.

As our supporting documents in this package show, we have all the ingredients for success: knowledge, experience, organization, and fiscal ability. And we have the motivation - we are eager to improve the community, the safety, the quality of life, and generate a steady revenue stream for the city. We are your partner for life! We look forward to exciting new future with the City of Longmont.

# **Additional Items**

## Kirill Merkulov

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**From:** \_APPOINTMENTS - DOR, DOR\_MED <dor\_med\_appointments@state.co.us>  
**Sent:** Monday, November 20, 2017 09:49 AM  
**To:** Kirill Merkulov  
**Subject:** Re: Yuma Way LLC - appointment request - new center and store

Thank you for the confirmation.

On Mon, Nov 20, 2017 at 9:30 AM, Kirill Merkulov [REDACTED] wrote:  
Confirming the appointment.

Thank you

Kirill Merkulov  
[303-521-0533](tel:303-521-0533)

On Nov 20, 2017, at 08:07, \_APPOINTMENTS - DOR, DOR\_MED <[dor\\_med\\_appointments@state.co.us](mailto:dor_med_appointments@state.co.us)> wrote:

Thank you for completing the appointment information.

Your appointment FOR A NEW MMC & RMS is below.

### PLEASE REPLY TO CONFIRM YOUR APPOINTMENT

- Appointment date: THURSDAY, NOVEMBER 30, 2017
- Appointment time: 1:00 PM
- Please ensure your application packet is complete, prepared prior to the appointment, printed on one-sided papers, and all staples are removed to allow for scanning.
- Please bring an extra copy of any Medical or Retail New Business Applications and Medical or Retail Change of Ownership applications for us to send to your local authority.
- **ALL APPLICATIONS MUST BE SUBMITTED ON CURRENT FORMS!!!!** Checklists and reference information are available online at [www.colorado.gov/enforcement/marijuanaenforcement](http://www.colorado.gov/enforcement/marijuanaenforcement)
- All owners must be present for new business and change of ownership appointments, unless otherwise directed by the MED. If all owners are not present or the proper documentation is not provided, you may be turned away.
- **CHECKS WILL ONLY BE ACCEPTED IN THE NAME OF THE LICENSED BUSINESS OR AN OWNER**, including another business entity that has an ownership interest of record in the licensed business.  
Checks must include the name and address of the account holder, pre-printed by the financial institution.
- If you no longer need your appointment, please **EMAIL** this address to cancel.



On Sun, Nov 19, 2017 at 10:27 AM, Kirill Merkulov <[kmerkulo@gmail.com](mailto:kmerkulo@gmail.com)> wrote:

Hello,

I would like to respectfully request the new license application appointment, as per below.

**Please fill out the following questions ONCE for EACH LEGAL BUSINESS ENTITY/PERSON:**

**Entity Information:**

N1. Legal business name: Yuma Way LLC

N2. Owner(s) of business (name/ type of ownership/ ownership %): Kirill Merkulov 50%, Igor Tsalyuk 50%

N3. When was the last renewal completed for this business entity: 9/2017

N4. Contact person (title/phone/email): Kirill Merkulov, owner [303-521-0533](tel:303-521-0533).

N5. Does business have any pending disciplinary action(s):no

N6. Is/are the owner(s)/business in good standing with government obligations: yes

N7. Reason for appointment request (examples: new medical center and OPC, new retail store, change of ownership, Operator registration, Transporter license): new medical center and new retail store

N8. How many prospective owners are applying for new Associated Key/Owner badges? none

i. Do all prospective **in-state** owners currently meet the 1-year Colorado residency requirement? n/a

i.a. **If not**, does at least one Direct Beneficial Interest Owner meet the 1-year Colorado residency requirement?

ii. Have all prospective **out-of-state owners or in-state owners with less than 1 year** of Colorado residency submitted their Presuitability Applications to the MED? all residents

ii.a. Have all required Presuitability Applications been approved by the MED? n/a

N9. If you are applying for **conversion or combined-use**, do you possess a current, issued local license? n/a

N10. Notes / additional details: new location, city of Longmont removed their moratorium

**Please COPY THE FOLLOWING SECTION as many times as necessary to answer the questions below SEPARATELY for EACH LICENSE (do not group together):**

N1. Local jurisdiction: Longmont

N2. Legal address/location: [900 S Hover St, Longmont, CO 80501](#)



- N3. Does this license or any associated owner(s) have pending investigation(s):no
- N4. Will any person(s) or business request surrender or withdrawal in conjunction with appointment: no
- N5. Reason for appointment request (include if applying for conversion or combined-use and associated license number to combine/convert): new location for co-located center
- N1. Local jurisdiction: Longmont
- N2. Legal address/location: [900 S Hover St, Longmont, CO 80501](#)
- N3. Does this license or any associated owner(s) have pending investigation(s):no
- N4. Will any person(s) or business request surrender or withdrawal in conjunction with appointment: no
- N5. Reason for appointment request (include if applying for conversion or combined-use and associated license number to combine/convert): new location for co-located store

**Thank you. We look forward to your response.**

Kirill Merkulov

[303-521-0533](tel:303-521-0533)

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If you have a licensing, compliance or enforcement question, please email it to [dor\\_medinquiry@state.co.us](mailto:dor_medinquiry@state.co.us) and include the license number at issue, as well as the statute or rule related to your question. This email address is also on the "contact us" page of the med's website. [Click here to subscribe](#) to updates and Industry Bulletins from the Marijuana Enforcement Division.

Regulations are available (in searchable PDFs) on our website on the <https://www.colorado.gov/pacific/enforcement/laws-constitution-statutes-and-rules-marijuana-enforcement> page. For medical licenses, please refer to "Current Amalgamated Medical Marijuana Rules" and for retail licenses, "Current Amalgamated Retail Marijuana Rules". You can also find links to the statutes, Industry Bulletins, and Position Statements on the same page.

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If you have a licensing, compliance or enforcement question, please email it to [dor\\_medinquiry@state.co.us](mailto:dor_medinquiry@state.co.us) and include the license number at issue, as well as the statute or rule related to your question. This email address is also on the "contact us" page of the med's website. [Click here to subscribe](#) to updates and Industry Bulletins from the Marijuana Enforcement Division.

Regulations are available (in searchable PDFs) on our website on the <https://www.colorado.gov/pacific/enforcement/laws-constitution-statutes-and-rules-marijuana-enforcement> page. For medical licenses, please refer to "Current Amalgamated Medical Marijuana Rules" and for retail licenses, "Current Amalgamated Retail Marijuana Rules". You can also find links to the statutes, Industry Bulletins, and Position Statements on the same page.



November 27, 2017

Yuma Way, LLC  
1136 Yuma Ct.  
Denver, CO 80204

To whom it may concern:

Please accept this letter as certification that Yuma Way, LLC and its Principals are well known to Verus Bank of Commerce. They maintain an account with the Bank and are in good financial standing. They have always conducted business with integrity.

Feel free to contact me should you have any questions or concerns.

Best Regards,



Jason Paiz  
Vice President

## Landlords Reference letter

### **AA Wholesale Storage, LLC**

**5040 Acoma St.**

**Denver, CO 80216**

**Office: 303-295-1216**

**Fax: 303-295-1256**

To whom it may concern:

Yuma Way LLC is my Tenant at 1136 Yuma Ct, Denver CO 80204 during the period of 11/2015 until Present.

During the period of 2 years, they prove that they reliable and responsible tenant. They installed additional exterior lights and surveillance cameras which provides better security for the area. Recently I extended their lease term.

All rental payments were made on time and to the correct value. In addition, property kept in a good order during this period.

Please don't hesitate to contact me if you have any questions.

Yours sincerely,



AA Wholesale Storage, LLC

Fred Orr, Manager

## DAI Denver Area Investments

DAI Denver Area Investments, Inc.

11/26/17

7638 S. Datura Cir.,  
Littleton CO 80120

To whom it may concern:

I am pleased to confirm that Yuma Way LLC Sub Tenant was reliable and trustworthy tenant at my property at 1240 S Bannock St, Denver CO 80223 during period 4/2014 until Present.

All rental payments we made on time and to the correct value. In addition, property kept in a good order during this period.

I would be happy to discuss this further. Please contact me at above address or call 720-445-1415, or email laorcutt@comcast.net.

Yours sincerely,



Leon Orcutt

President