WELCOME!

CITY OF SANTA ANA COMMERCIAL CANNABIS PHASE 2/REGULATORY SAFETY PERMIT (RSP) APPLICATION PROCESS INFORMATION SESSION

Wednesday, April 18, 2018
2:30 p.m. – 3:30 p.m.
City Hall Ross Annex Room
1600 (20 Civic Center Plaza)
INTRODUCTIONS

Jorge Garcia, Alvaro Nunez, & Ali Pezeshkpour – City Manager’s Office & Planning and Building Agency

Have you filled out a question card?
INFORMATION SESSION GOALS & OUTLINE

• Provide a brief overview of current review status
• Review the required Phase 2 (RSP) application
• Provide information on the Phase 2 (RSP) and Merit Criteria review process
• Answer questions about the Phase 2 (RSP) process (question cards required)
OVERVIEW

• Up to 30 adult-use commercial cannabis retailers permitted

• Registration Application (Phase 1) application period ended 3/01/2018

• Over 50 applications received

• City has completed its review of all Phase 1 applications
  • Outcome letters mailed Friday, April 13
  • Outcome emails sent Tuesday, April 17
RSP APPLICATION SUBMITTAL CHECKLIST

• The Adult-Use Retailer RSP application and checklist are posted online.

• The following forms and items are required:
  • Merit Criteria response packet
  • RSP Application & fee
  • RSP Checklist & checklist items
  • RSP Acknowledgement of operating standards
PHASE 2 (RSP) APPLICATION PERIOD

• Phase 2/RSP applications are available online.

• Application window will be open for 30 days
  • Thursday, April 19, 2018 to May 22, 2018
  • By appointment only – please see outcome letter

• The 30-day window is to submit the Merit Criteria response packet and RSP application and checklist materials

• Submittals after the 30-day window will not be accepted
PHASE 2 (RSP) APPLICATION PROCESS

• **Step 1** – Those on the Eligibility List submit Phase 2 components
  - Merit response packets and $12,086 fee to Planning by appointment only
  - RSP application and checklist materials to Police Department by appointment only

• **Step 2** – The City will review the Merit Criteria response packets and will score each packet on a scale of 0 to 100 points

• **Step 3** – The highest-scored packets will be eligible to complete the RSP process, based on the number of permits available

• **Step 4** – Submit construction drawings for plan check and complete the buildout and inspections process
PHASE 2 (RSP) MERIT RESPONSE PACKETS & FEE

• Must be submitted in person (may not be mailed, faxed, or submitted online) by appointment only

• Do not submit RSP components (application, checklist, and acknowledgement form) to the Planning Division.

• Four (4) packet copies required
MERIT CRITERIA - IMPORTANT CONSIDERATIONS

- Proof of site control and demonstration of prior experience are baseline requirements
  - Lease
  - Title (ownership)
- Locations with multiple Phase 1 applications: the first submitted Phase 2 Merit Criteria packet that demonstrates site control disqualifies any others that may be submitted for the same location
- Applications are site-specific (unit or suite)
MERIT CRITERIA - IMPORTANT CONSIDERATIONS

• Merit Criteria response packet may be up to 30 pages long
  • Does not include cover sheet and/or dividers
• All submissions will be reviewed together after the Phase 2 submittal period ends
• Specific point allocations have not yet been decided due to nature of comparative evaluation process, similar to an RFP or RFQ
MERIT CRITERIA - IMPORTANT CONSIDERATIONS

• There are 11 spots available from the maximum 30

• Selected applicants may only sell adult-use cannabis; medicinal cannabis retail is subject to Measure BB and the waitlist

• In the event of a tie, the position will be given based on the order the Phase 1 application was received based on the time it was logged into the City’s permits database

• Selected applications must comply with all sensitive land use buffers and separation requirements from other retailers
MERIT CRITERIA — SCORING FRAMEWORK

• No. 1 (Site Control) — Scored based on type, percentage, and duration (length) of control, including ownership or lease

• No. 2 (Prior Experience) — Scored based on type and duration (length) of experience, and setting (in-state vs. out-of-state)

• No. 3 (Community Benefits) — Scored comparatively against all other applications
MERIT CRITERIA — SCORING FRAMEWORK

• No. 4 (Measure BB Waitlist) — Scored based on duration (length) on waitlist and percent of ownership (business genealogy may be provided as part of response packet), specific to the address & unit.

• No. 5 (Residency) — Scored based on principal officer’s, director’s, or owner’s duration (length) of residency or having operated a business in Santa Ana.
  
  • For either, minimum 12 consecutive months preceding the date of the application submittal.

• No. 6 (Standing) — Scored comparatively against all other applications based on records submitted in response packet and/or records research by City staff.
WHO WILL SCORE?

• Scoring will be done by a panel comprised of three (3) professionals

• Panel will be external (non-City staff)

• Panel will be anonymous
NEXT STEPS AFTER MERIT CRITERIA REVIEW

• Scores and outcome will be shared with Phase 2 applicants
• RSP process with PD concludes
• Top-scoring applicants will be invited to submit to Building plan check
• Buildout and inspections process will be similar to the Measure BB flowchart

An RSP flowchart similar to the Measure BB flowchart will be posted online when the Merit Criteria response packet review concludes.
PROCESSING FEE

• $12,086 for the Regulatory Safety Permit application due upon submittal of Merit Criteria response packet to Planning

• Payment may only be made by Cashier’s Check, Money Order or Cash

• Credit cards and Personal/Company Checks will not be accepted

• This fee is non-refundable
FOR FURTHER INFORMATION

• Online: santa-ana.org/cannabis
• Email: Cannabis@santa-ana.org
QUESTIONS?

Question cards are available near the entrance. Please raise your hand if you would like to fill one out.
THANK YOU

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