

**Conditional Use Permit  
Commercial Cannabis  
Cannabis Retail and Delivery  
(State License Type 10)**

**Applicant:** BKind, Inc.

**Address:** 1128 Sonoma Avenue, Santa Rosa, CA 95405

**APN:** 014-121-002

**General Plan:** Office

**Zoning:** Office Commercial (CO)

**Building:** 2,314 SQ FT

**Lot Size:** .27 Acres

**Proposed Use:** Cannabis Retail and Delivery

**Applicant Representative:** Nick Caston, Golden State Government Relations

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# **Project Description**

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### **I. Project Narrative**

#### **1. Summary**

The Applicant proposes to operate a Commercial Cannabis Retail and Delivery (State License Type 10) facility within the building at 1128 Sonoma Avenue, Santa Rosa, CA 95405. The proposed site is zoned as Office Commercial (CO), and the entire facility is approximately 2,314 square feet, the use for the total space is retail with accessory office use.

The proposed project will include activities permitted by a Cannabis Retail and Delivery State License - Type 10 for Medicinal & Adult use, which allows retail sales of cannabis and cannabis products to consumers, either at a brick-and-mortar dispensary or via delivery. The new dispensary planned for 1128 Sonoma Avenue in Santa Rosa will be a discrete retail option serving residents of Santa Rosa. The project is located just over one block from the downtown area on Sonoma Avenue, a recognized regional/arterial street in Santa Rosa's General Plan.

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## **2. Local and State Compliance**

The Applicant is committed to compliance with local and state regulations. The applicant includes partners with extensive experience in managing cannabis retail, wine retail/tasting rooms and food retail. Additionally, the applicant is currently operating two cultivation businesses in Santa Rosa and a dispensary in San Francisco. They are ready to expeditiously develop a first-rate cannabis dispensary in Santa Rosa that will contribute to the local economy and community. BKind will be a leader in the industry, setting a high standard as a responsible, compliant and customer serving dispensary insuring access to medical patients of nearby medical offices while maintaining high standards of compliance.

In addition to the inherent experience of the ownership in operations of compliant cannabis companies, the applicant has retained Golden State Government Relation, a compliance and advocacy firm with offices in Santa Rosa and Sacramento, to provide oversight of operational compliance and advise on changes to the dynamic regulatory environment for cannabis in California.

As demonstrated through the project application, the applicant is proposing to meet all state, county and city regulations and exceed them to insure compliance.

## **3. Neighborhood Compatibility**

The location provides an ideal setting for this type of land-use. With neighboring medical offices, this location is perfect for the convenience of patients in addition to adult use customers from surrounding neighborhoods. This project will feature an understated storefront that will ensure neighborhood integration and minimize disruptions. Pursuant to Health and Safety Code Section 11362.768 and Santa Rosa Ord. No. ORD -2017-025 the site is set back over 600 feet from any K-12 school, or other Cannabis retail operation.

The proposed facility is well-suited to house dispensary operations. The building will be upgraded where necessary to meet ADA compliance standards for persons with disabilities.

The neighborhood meeting for this project has been scheduled for May 9<sup>th</sup>. The applicant looks forward to receiving public input and improving the application based on the input of the neighborhood.

## **4. Neighborhood Enhancement**

While no significant exterior modifications are proposed, the applicant will continue to support the community through multiple avenues. The applicant plans to give back in several ways:

- Financial contributions: Each quarter the applicant will choose to financially support a nonprofit or community project. This will be done by direct contributions from

BKind and also through programs enabling customers to make donations at the point of sale. Examples of some organizations the applicant would support are Santa Rosa Parks Foundation and the Farmers Guild.

- **Education:** The applicant will host educational workshops and events to introduce people to cannabis and highlight topics of interest connected to BKind's expertise. There is a need for patients and professionals to learn about dosage, product types and to have a forum to ask questions. Additionally, there is an evolving field of knowledge relating wellness to cannabis and we plan to create an open forum to share information and leveraging the medicinal nature of other neighborhood businesses to expand education and engagement.
- **Staff Volunteer days:** The applicant will provide full time staff with a paid volunteer day each year to make it possible for staff to stay engaged in the community and fulfill BKind's commitment to giving back.

Additionally, the Applicant is committed to sustainability. Bkind has a mission to tread lightly on the environment. The project location is in a dense neighborhood that lends itself to walking and use of public transit. We have chosen to encourage customers to ride bicycles through installation of bike parking. Additionally, the applicant will use energy efficient fixtures throughout the facility to showcase new low energy technology. The waste management program will attempt to divert from landfills into recycling and composting programs.

Finally, as an established Santa Rosa business, the applicant is committed to investment in the local economy. Efforts will include:

*Hiring:* The applicant will seek to recruit and hire the majority of staff from Santa Rosa and surrounding Sonoma County areas.

*Revenue:* The Applicant will grow their business to be a significant contributor to the local economy.

*Vendors:* Priority will be given to local vendors and contractors.

*Product sourcing:* The store will stock local Sonoma County products like: Kindrd, Occidental Hills, Absolute Extracts, Care by Design, Garden Society and Tiger Mint

## **5. Site Management**

The applicant is experienced in providing superior compliance and customer service in their related cannabis operations. As outlined in this application, the applicant will comply with all regulation of the City of Santa Rosa, the Bureau of Cannabis Control, and the County



Environmental Health Services Department and maintain in good standing permits and licenses required by each and any additional government entities which have jurisdiction or are granted jurisdiction over Cannabis Retail in the future.

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- II. SITE MANAGEMENT:** The Cannabis Retail Applicant will take all reasonable steps to discourage and correct objectionable conditions that constitute a nuisance in parking areas, sidewalks, alleys and areas surrounding the premises and adjacent properties during business hours if directly related to the patrons of the subject retailer. For purposes of this subsection, "Reasonable steps" will include calling the police in a timely manner; and requesting those engaging in nuisance activities to cease those activities, unless personal safety would be threatened in making the request.

**1. Security Plan**

The Applicant's security plan is intended to prevent theft or diversion of any cannabis or currency, as well as to discourage loitering, crime, and illegal or nuisance activities. The site security plan is comprised of several layers of systems and protocols, which are discussed in detail below. All the security systems will be capable of remaining fully operational during a power outage. No weapons or firearms will be permitted on the property. All security measures are designed to ensure emergency access is available in compliance with California Fire Code and Santa Rosa Fire Department standards.

**a. Surveillance**

Security surveillance video cameras will be installed and maintained in good working order to provide coverage on a twenty-four-hour basis of all internal and exterior areas where Cannabis is stored, sold and transferred. The security surveillance cameras will be oriented in a manner that provides clear and certain identification of all individuals within those areas. Cameras will remain active and operate under any lighting condition. Security video will use standard industry format and will be stored for ninety (90) days. All recordings will be easily accessed for viewing.

**b. Alarm System**

The Applicant will install a professionally monitored alarm system, which provides the Applicant with notification of any unauthorized access to the premises. The alarm system will be registered with the City and an alarm permit will be kept in good standing.

**c. Access Controls**

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The proposed floor plan includes commercial security doors at all entrances, exits, and access points to restricted areas. As verified by the security personnel on site in the check-in area, no person entering the facility will be under the age of 21 unless they are a qualified patient over the age of 18. All limited access areas, where records and product are stored or prepared for sale, will be restricted to employees of the applicants unless the individuals are escorted

**d. Security Personnel**

In compliance with state law (CAL. CODE REGS. tit. 16 § 5045), security personnel will always be present at the location. In addition to ensuring all customers meet age requirements, security personnel will also monitor the site and adjacent alleyway to prevent nuisance activity and report any criminal activities to law enforcement.

**6. INVENTORY CONTROLS**

The Applicant will operate in a manner to prevent diversion of Cannabis and will promptly comply with any track and trace program established by the state (Santa Rosa, Cal., ORD-2017-25, Chapter 20 § 46.050(C)) to ensure that no diversion or loss occurs. Using their experience in San Francisco, the applicant will implement a point of sale system which integrates into the inventory system to permit compliance with state inventory controls. In the event of any inventory discrepancies, the Applicant will immediately notify regulators and law enforcement within the required time periods. In addition, the applicant will perform a reconciliation of its inventory at least once every 14 days and will be made available to the California Cannabis Bureau upon request.

The applicant proposes to maintain an accurate record of sale for every sale made to a customer and include the information required (CAL. CODE REGS. tit. 16 § 5426). The applicant will only display cannabis goods for inspection and sale in the retail area, and not be visible from outside the licensed premises. The applicant will not make any cannabis goods available for sale or delivery to a customer unless: The cannabis goods were received from a licensed distributor, the retailer has verified that the cannabis goods have not exceeded their expiration or sell-by date if one is provided; and in the case of manufactured cannabis products, the product complies with all requirements of Business and Professions Code section 26130 and all other relevant laws.

The applicant will operate according to CAL. CODE REGS. tit. 16 § 5408, and sell only live, immature cannabis plants that are not flowering, was purchased from a nursery that holds a valid Type-4 license, and has a label is affixed to the plant or package containing any seeds which states "This product has not been tested pursuant to Medicinal and Adult-Use Cannabis Regulation and Safety Act." The applicant will also strictly follow the daily limits of not more than six plants per customer, 28.5 grams of non-concentrated cannabis,



and 8 grams of concentrated cannabis with no exceptions except as permitted by state regulations (CAL. CODE REGS. tit. 16 § 5409).

## **7. STORAGE AND WASTE**

All cannabis products and any cannabis waste will be stored in an area secured with commercial-grade non-residential locks, that is not visible to the public and that prevents diversion, theft, loss, hazards and nuisance according to Santa Rosa, Cal., ORD-2017-25, Chapter 20 § 46.050 (G.3). All storage and handling of hazardous materials will occur in code compliant control areas. All vendors will be pre-scheduled in advance and must present valid identification. Vendors will only be granted access to the areas required for removal of waste. All waste removal vendors will be required to document and track all waste materials removed from the site.

## **8. TRAINING AND RECORDS**

Management will require that employees follow necessary procedures to ensure that cannabis and any related by-products from the project site are not visible or accessible to the public. Every employee will be required to participate in training to learn the Applicant's security and safety protocols as a condition of employment. The Applicant will mandate that all employees be well versed in all security procedures. As required by state rules, the Applicant will maintain up-to-date and current records related to the cannabis operation. All surveillance equipment, records and recordings will be stored in a secure area that is only accessible to Applicant's management. Finally, the Applicant will update the security plan to comply with any new local or state laws and regulations for cannabis licensing.

## **5. ODOR**

The retail outlet will maintain adequate odor control measures such that the odors of Cannabis cannot be detected from outside of the structure. Applying these concepts will effectively mitigate cannabis odor detection from outside the structure in which the proposed business is to operate. Please see Attachment D for details. (Santa Rosa, Cal., ORD-2017-25, Chapter 20 § 46.80 H)

## **6. LIGHTING**

Interior and exterior lighting will utilize best management practices and technologies for reducing glare, light pollution, and light trespass onto adjacent properties and the following standards:

- a. Exterior lighting systems will be provided for security purposes in a manner sufficient to provide illumination and clear visibility to all outdoor areas of the premises, including all points of ingress and egress. Exterior lighting will be

stationary, fully shielded, directed away from adjacent properties and public rights of way, and of an intensity compatible with the neighborhood. All exterior lighting will be Building Code compliant and comply with Section 20-30.080 (Outdoor Lighting.)

- b. Interior light systems will be fully shielded, including adequate coverings on windows, to confine light and glare to the interior of the structure. (Santa Rosa, Cal., ORD-2017-25, Chapter 20 § 46.80)

## **7. NOISE**

Use of air conditioning and ventilation equipment will comply with the Chapter 17- 16 (Noise). The use of generators is prohibited, except as short-term temporary emergency back-up systems. (Santa Rosa, Cal., ORD-2017-25, Chapter 20 § 46.80 J)

## **8. ACCESS**

Access to Retail Area will be limited pursuant to Cal. Code Regs. tit. 16 § 5400 & Santa Rosa, Cal., ORD-2017-25, Chapter 20 § 46.050(B). Access to the retail area will be limited to individuals who are at least 21 years of age and have a bona fide business reason for entering the premises or to individuals who are at least 18 years of age and have a valid physician's recommendation. Authorized individuals include individuals employed by the retailer as well as any outside vendors, contractors, or other individuals conducting business that requires access to the limited access area. The applicant's employees will be physically present in the retail area when individuals who are not employees of the retailer are in the retail area. An individual in the retailer limited-access area who is not employed by the retailer will be escorted by the applicant's employees within the retailer limited-access area. The applicant will keep a log of all authorized individuals who are not employees that enter the limited access area and will not receive consideration or compensation for permitting an individual to enter the retailer limited-access area.

Individuals will be granted access to the retail area only to purchase cannabis goods after the retailer or an employee of the retailer has verified that the individual is at least 21 years of age and has a valid proof of identification, or that the individual is at least 18 years of age, has valid proof of identification and a valid physician's recommendation for his or her self or for a person for whom he or she is a primary caregiver. Acceptable forms of identification include the following:

- A document issued by a federal, state, county, or municipal government, or a political subdivision or agency thereof, including, but not limited to, a valid



motor vehicle operator's license, that contains the name, date of birth, physical description, and picture of the person;

- A valid identification card issued to a member of the Armed Forces that includes a date of birth and a picture of the person; or

- A valid passport issued by the United States or by a foreign government that clearly indicates the age or birthdate of the individual.

#### **9. PARKING**

The proposed project has nine dedicated parking spaces, including one ADA space.

Parking areas will be regularly monitored by staff for safety and security. Employees will be encouraged to utilize biking and public transportation options through pre-tax commuter benefit programs.

#### **10. PUBLIC TRANSPORTATION**

Santa Rosa City Bus regularly services the area. Route 4/4B regularly serves Sonoma Avenue every 30-60 minutes depending on the time of day, with stops being located approximately one block from the facility. The City of Santa Rosa offers next-day ADA paratransit transportation service operates in the area and provides rides and care to disabled persons in the area.

#### **11. SIGNAGE**

Applicant will install all signage as required by in Santa Rosa Ordinance No. Ord -2017- 025 in accordance with the County's sign permitting process, including the display of the permit (Santa Rosa, Cal., ORD-2017-25, Chapter 20 § 46.80 (F11)) during business hours and in a conspicuous place so that the same may be readily seen by all persons entering the facility. The applicant's identification signage will be permitted by the City prior to installation and will not contain any logos or information that identifies, advertises, or lists the specific products or services offered by the dispensary. Signage posted at the entrance will indicate that smoking, ingesting, or consuming cannabis on the premises or in the vicinity of the dispensary is prohibited. Entrance signage will also include a notice indicating that persons under the age of 21 may not enter the premises unless they are a qualified patient and over the age of 18. A sign indicating active security camera monitoring will also be posted at the entrance. The dispensary license will be posted in the lobby, in a conspicuous place so that it will be readily seen by all persons entering the dispensary.

#### **12. MINORS**

The Applicant will not allow any person who is under the age of 21, unless they are a qualified patient and over the age of 18, on the premises. All guests and visitors will be required to present identification for security and age determination purposes.

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### **III. OPERATIONAL PLAN**

#### **1. HOURS OF OPERATION**

**Store Front** - Retail operations will be open to the public between 9am and 9pm seven days a week. (Santa Rosa, Cal., ORD-2017-25, Chapter 20 § 46.050(F-4)) § 5403.

**Delivery** - All deliveries within the City of Santa Rosa will be done between 9am and 9pm (Santa Rosa, Cal., ORD-2017-25, Chapter 20 § 46.080(F-4)).

#### **2. STAFFING AND LOCAL HIRING PLAN**

All staff will be listed on an employee register containing all required information and kept up to date with required state agencies. Staff will receive thorough training on workplace safety, operations, track and trace, and security protocols. In addition to state licensing requirements related to staffing, the Applicant will diligently follow all applicable labor and employment laws. The employees will likely be part- and fulltime and will work staggered shifts to accommodate customer flows. All employees hired by the Applicant will be over 21 years of age. The Applicant is committed to hiring employees locally. Sonoma County and Santa Rosa have a wealth of experienced and dedicated cannabis workforce. The Applicant plans to consider residency when making hiring decisions, will promote the job posting locally, and will use local connections in the cannabis industry to discover new local talent.

As a growing company in an emerging industry the applicant is excited to be bringing opportunities in entry and management level jobs to Santa Rosa. There will be opportunities for career advancement within the organization and staff will gain valuable skills that will be highly transferrable. The applicant offers a mentorship program for entry level employees to work 1 on 1 with a manager to encourage skill building, confidence and direction to build a long-term, sustainable career path.

#### **3. DELIVERY**

The applicant plans to deliver Cannabis and Cannabis Products to patients located outside the Cannabis Retail facility in line with Cal. Code Regs. tit. 16 § 5415 and City of Santa Rosa Ord. No. ORD -2017-025 Chapter 20 § 46.080 (B)). All deliveries of cannabis goods will be performed by a delivery employee (over the age of 21) of the retailer in fuel efficient vehicles. All deliveries of cannabis goods will be made between the operating hours of 9am-9pm and will not be made using an unmanned vehicle. Employees delivering cannabis will carry a copy of the retailer's current license, the employee's government-issued identification, and an identification badge. Delivery will only be offered to a physical address, not to an address located on publicly owned land



or any address on land or in a building leased by a public agency. Delivery employees will ensure the cannabis goods are not visible to the public.

The vehicle(s) used for the delivery of cannabis goods will be outfitted with a dedicated Global Positioning System (GPS) device for identifying the geographic location of the delivery vehicle. The device will be either permanently or temporarily affixed to the delivery vehicle and will remain active and inside of the delivery vehicle during delivery. While making deliveries, the applicant's delivery employee will not carry cannabis goods worth more than \$3,000 at any time.

The delivery service will have a menu available on the website so customers can place orders over the phone or online. The customer will send over all necessary information and will have a profile created within the point of sale system. The order will go into the system and be pulled by an employee at the retail facility. Once the order is filled it will be placed in an exit bag with a receipt affixed to the bag. The receipt will include, the name of the customer, their assigned ID number, delivery address, description of the cannabis items, total amount paid by the customer including all taxes, name and address of the facility making the delivery, the name and id number of the employee making the delivery, and the name and id number of the employee who prepared the delivery. The driver will retain an additional copy of the receipt to be signed by the customer upon receipt of the delivery. There will be space provided to have the date and time written in of when the delivery was made.

While Making deliveries of cannabis goods, the applicant's employee will only travel from the licensed premises to the delivery address; from one delivery address to another delivery address; or from a delivery address back to the applicant's licensed premises. The applicant's delivery employee will not deviate from the delivery paths described in this section, except for necessary rest, fuel, or vehicle repair stops, or because road conditions make continued use of the route unsafe, impossible, or impracticable.

#### **4. REGULATORY LAWS AND PROCEDURES**

The applicant will follow Cal. Code Regs. tit. 16 § 5410 & 5411 pertaining to allowing returns of purchased cannabis and giving away free under certain restrictions. Applicant will package or label cannabis goods and not accept, possess or sell cannabis goods that are not packaged as they will be sold at final sale. Cannabis goods purchased at applicants site by a customer will not leave the retailer's premises unless goods are placed in an opaque exit package. Applicant will not have on-site or on-staff physician to evaluate patients and provide a recommendation for Cannabis.

In addition to the retail operations established in this section, the consumption of Cannabis and Cannabis Products on-site will not be permitted by patients or customers.

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#### **IV. Zoning and General Plan Consistency (I)**

This project will add to the commercial diversity of Sonoma Avenue, which is designated as a four-lane regional/arterial street by Santa Rosa's General Plan (Santa Rosa General Plan 5-24). The project will "continue to promote Santa Rosa as the North Bay's premier location for...entrepreneurial businesses, which create new products and business models that will attract national and international markets." (Santa Rosa General Plan EV-A-1) Additionally, the project will provide a "mix of jobs" through the combination of retail clerks, delivery drivers, compliance technicians (Santa Rosa General Plan EV-A-5). Finally, the project will promote local North Coast cannabis predominantly processed or manufactured in the greater Santa Rosa area, including products from the applicants Santa Rosa based cultivation businesses and from other local brands including Kindrd, Occidental Hills, Absolute Extracts, Care by Design, Garden Society and Tiger Mint, increasing business-to-business commerce within Santa Rosa. (Santa Rosa General Plan EV-B-4)

The project is located on the border of the Downtown Area, or "The major commercial center of the community." (Santa Rosa General Plan G-13)

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#### **V. Dual State Licensing (I)**

Dual licensing. (Santa Rosa, Cal., ORD-2017-25, Chapter 20 § 46.050 A) The applicant, prior to occupancy will apply for and receive a type 10 retail license for the State of California Bureau of Cannabis Control.

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#### **VI. Dual EHS Permitting (I)**

To achieve the required dual licensing with the Environmental Health Service (EHS) Department, the applicant will apply for and not begin selling edible products until receiving a permit from EHS. To ensure the project is compliant with EHS requirements, these specific features and procedures will be included in the project:

- a. Menu for Edible Cannabis Products offered for sale at the dispensary: A list of all edible cannabis products will be maintained and submitted to EHS as part of the application process. Should new items be added, EHS will be notified prior to the
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new product being offered in a manner and timeline that meets any requirements EHS places on the permit.

- b. Toilet facilities: EHS is requiring toilet facilities that are employee accessible. As such, the project is proposing to improve the existing facilities to meet American with Disabilities Act requirements and will submit plans to EHS showing these improvements when the application is submitted.
- c. Flooring: EHS is requiring the flooring in areas where cannabis products are stored and in toilet facilities to be smooth, non-permeable and easily cleanable. As such this project will use material identified by licensed professionals to achieve this requirement.
- d. Hand Wash sink(s): EHS is requiring a sink dedicated for handwashing with hot and cold water and equipped with mounted soap and a towel dispenser which is easily accessible to employees. The hand wash sink is located within the facility bathroom.
- e. Storage of Cannabis Products/Inventory:
  - i. EHS requires edible cannabis goods be stored in a building designed to permit control of temperature and humidity and will prevent the entry of environmental contaminants such as smoke and dust. The area in which edible medical cannabis goods are stored also may not be exposed to direct sunlight.

The storage area and product display areas of the facility will meet this requirement through mechanical improvements proposed by our mechanical engineer, Jeff Warner, PE. Also, no edible cannabis goods will be displayed in an area that receives direct sunlight. The storage area has no exposure to sunlight.

- ii. EHS requires that edible cannabis products will be protected from contamination by storing the products in a clean, dry location, where they are not exposed to splash, dust, vermin or other forms of contamination or adulteration, and at least six inches above the floor. This area must include cleanable shelves.

The project storage area will meet these requirements using shelving which gives six inches of clearance from the floor. Additionally, the daily operating procedures will include janitorial maintenance of the storage area to insure cleanliness.
- f. EHS requires that storage areas must be under continuous video-monitoring and recording and secured in accordance with the Security Plan.



As outlined in the security section, all cannabis storage areas will be under 24-hour security camera surveillance with 90-day retention of video footage in compliance with state law.

- g. Lighting: EHS requires shatterproof shields be placed on lights above cannabis product storage.

The lighting requirements will be met through interior improvements that also meet City of Santa Rosa light requirements. At least 50-foot candles of lighting intensity will be provided in areas where employees are present.

- h. Refuse: All edible medical cannabis waste are required to be quarantined and rendered unusable and unrecognizable under video monitoring. This requirement will be met by the proposed video monitoring of all areas in which cannabis is located and through the use of a vendor who meets state requirements for waste disposal.
- i. Water supply: The water supply is provided through City of Santa Rosa utilities and meets EHS requirements.
- j. Sewage disposal: Sewage disposal is provided through City of Santa Rosa utilities and meets EHS requirements.

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## **OPERATOR QUALIFICATIONS (VII)**

### *Ownership*

The team of BKind has the professional experience to operate the dispensary consistent with the goals of the Santa Rosa cannabis program and exceed expectations for encouraging opportunities for local businesses to grow and thrive from inside our community.

Jigar Patel, President: Longtime Sonoma county resident and business owner. Jigar Patel brings 15 + years of cannabis experience which includes cultivation and partnerships with dispensaries and distributors throughout the state of California. Beyond Cannabis, Jigar is the founder of Jigar Wines, a local Sonoma County winery with both production, wholesale and retail operations. Jigar Wines works with 20+ local vineyards and employs over 30 Sonoma County residents. Jigar Wines has a long-time commitment to working in the county to support a multitude of local nonprofits that support causes such as homelessness, immigration and the fight against cancer. The winery operations correlate closely to the operation of BKind dispensary from overseeing retail to working with distributors to hiring local employees. Jigar participated intimately in working with city and county officials at all levels in helping construct and implement the regulatory framework and logistical roll out of commercial cannabis business. He has entitled and successfully overseen the transition of numerous Cannabis businesses from local to state compliance, including two in Santa Rosa. In addition, Jigar sits

on the Board of the SCGA as part of his commitment to open collaboration and transparency with local regulators. As President of BKind, Jigar oversees the operation ensuring our vision is woven into every aspect of the business.

**Douglas Cortina, Chairman:** Douglas Cortina founded a medical cannabis dispensary in San Francisco in 2015 serving Bay Area patients. He has overseen a compliant operation serving patients on an ongoing basis without complication. Since January 1, 2018 Douglas has ushered the dispensary into the new chapter of legalization obtaining both medical and adult use licenses from the State of California. He founded the dispensary with a vision for vertical integration between cultivation and retail to provide the highest quality and most financially efficient products to the end consumer. This vision extends to BKind as a pathway for the success of local distribution and production of cannabis and cannabis products to be offered to the customers of BKind. He has years of experience in Real Estate development giving him a deep familiarity with zoning and building compliance and a track record of working with planning department to build conforming projects. Additionally, his background in finance and fundraising ensures BKind has the financial wherewithal to sustain itself during our ramp up to operations.

### *Management*

**Richard Pierce, CEO:** Recognized technology startup CEO executive with experience funding and scaling companies from early stage to significant revenue with multiple successful exits. Most recently served as CEO of Raydiance Corporation, a laser technology company based in Petaluma. Raydiance worked closely with the local community including the Petaluma Economic Development Division to source talent and give back to the local community. Pierce was a founding member and served in a number of executive roles at Inktomi (acquired by Yahoo in 2001), a search and software infrastructure provider. During Pierce's tenure, Inktomi's revenues grew to over \$250 million in five years, culminating in a public offering in 1998. Pierce began his career at Intel, ultimately running the \$3 billion mobile microprocessor division.

**AnnaRae Grabstein, Chief Compliance Officer:** Longtime Sonoma County homeowner. AnnaRae began her work in the cannabis industry in 2008 as the CEO of Steep Hill Lab, the first cannabis laboratory in the United States and creator of early quality control standards for the medical cannabis market. She worked with hundreds of retailers in California to implement quality control programs. As a result, she was intimately involved with dispensary operations to ensure best practices. AnnaRae was an advisor and founding Board member of Magnolia Wellness, a thriving dispensary in Oakland. She later became the Chief Operating Officer of Petaluma's Marin Sun Farms the only local harvesting facility and processing plant for local rancher's livestock. During this work, AnnaRae oversaw compliance with highly complex USDA regulations and managed relationships with over 100 local farmers. Her commitment to maintaining Sonoma County's longtime agricultural heritage reaches back to her family's chicken ranch in the late 1800's. Now, as the Chief Compliance Officer of BKind, AnnaRae leverages her



experience to ensure the prioritization of regulatory compliance as the underlying philosophy of all business functions while integrating BKind's core values. AnnaRae has an MBA from University of San Francisco, is a founder of the NORML Women's Alliance and a Board Member of Willing Workers on Organic Farms (WWOOF-USA).

## *Compliance*

### Local and State Compliance – Golden State Government Relations

Golden State Government Relations (GSGR) is a public policy, advocacy, land-use planning, and compliance consulting firm committed to advancing high quality and innovative approaches to the difficult and complex problems facing California. With offices in Sacramento and Santa Rosa, California, GSGR draws upon the strengths of a diverse and highly experienced team of staff and consultants to provide interdisciplinary solutions.

a. President – Nick Caston

As President and Chief Strategic Officer, Nick provides a full spectrum of regulatory and legislative services, including: state and federal legislative efforts; land-use planning; state and local government relations; compliance; and regulatory affairs.

Nick has worked in public policy for over fifteen years, including serving in the office of former Assemblywoman and State Senator Noreen Evans. During his tenure in the public sector, Nick developed an expertise in California environmental and land-use policy. He has worked on sustainability campaigns focusing on land-use, transportation, and working families from the State Capitol and throughout California.

Each week, Nick Co-Hosts the "CannaBiz" radio segment on The Drive with Steve Jackson, streaming at KSRO.com Monday's at 4:20pm. Nick is a Co-Chair of the California Democratic Party's Resolution Committee.

Previously, Nick served as the Vice-Chair of the City of Santa Rosa, CA Planning Commission, Vice-Chair of the California Democratic Party Environmental Caucus and was a member of the California Community College Trustees Board of Directors

b. Director of State Compliance - Dr. Jennifer Price, D.C.

Dr. Jennifer Price, D.C. is the Director of State Compliance, and one of the founding officers of Golden State GR. She has a professional background as a practicing chiropractor and published researcher. Dr. Price began working in

government relations in 2016 and has become a regulatory and compliance expert in age-restricted markets.

Dr. Price holds a B.A. in Psychology from U.C. Santa Barbara and a B.S. in Human Biology from Cleveland Chiropractic College Los Angeles, in addition to her Doctor of Chiropractic degree. With over 10 years of private practice as a chiropractor in Scotland and California under her belt, she has also worked in research, managing a clinical trial and publishing multiple papers in peer-reviewed research journals. She now applies her research, writing, and communication skills to influencing the regulatory landscape of California's age-restricted markets and bringing businesses into compliance with state requirements for operation.

**B. Odor Control**

Mechanical Engineer – Jeff Warner, PE

Jeff Warner is a consultant with over 20 years of experience as a mechanical engineer. He has consistently demonstrated the ability to design sensible mechanical systems sensitive to their context and in alignment with client goals and objectives.

In addition, as a LEED® Accredited Professional he keeps abreast of the latest advances in this field and consistently incorporates green building strategies into projects.

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**PERFORMANCE TIMELINE (VIII)**

The applicant team is experience with brining cannabis projects to fruition as evidenced by the existing Santa Rosa and San Francisco cannabis businesses. As such, the applicant intends to file for all necessary permits once entitlements are received. As the building is existing and there is no exterior modification, outside of potential changes based on the upcoming neighborhood meeting, the applicant anticipates no more than six months will be necessary to complete modification, dependent on relevant government agencies ability to process applicable approvals.