



COMMERCIAL CANNABIS BUSINESS  
INITIAL APPLICATION  
CITY OF FAIRFIELD

City of Fairfield

Community Development Department  
1000 Webster Street  
Fairfield, CA 94533  
Ph: 707.428.7461  
Email: [planning@fairfield.ca.gov](mailto:planning@fairfield.ca.gov)  
<https://www.fairfield.ca.gov/cannabis>

APPLICANT (ENTITY) INFORMATION

APPLICANT (ENTITY) NAME: Walkerville Lake CORP DBA: FAIRFIELD CLINICA Center

Physical Address: 469 LOPES RD STE E City: FAIRFIELD State: CA Zip: 94534

PRIMARY CONTACT (Same as above?  Yes  No): JUAN J. GARCIA-FLORES

Title: Member

Address: [REDACTED] City: [REDACTED] State: [REDACTED] Zip: [REDACTED]

Phone: [REDACTED] Email: [REDACTED]

HAS ANY INDIVIDUAL IN THIS APPLICATION APPLIED FOR ANY OTHER CANNABIS PERMIT IN THE CITY OF FAIRFIELD:  Yes  No

Select one or more of the following categories. For each category, indicate whether you are applying for Adult-Use ("A") or/and Medicinal ("M") or both.

- Adult Use     Medical Use
- Retail (Storefront)     Retail (Non-Storefront)     Manufacturing     Testing

Business Formation Documentation: Describe how the business is organized (attach to Business Plan).

- Sole Partnership     Corporation     S-Corporation     Limited Liability Company     Limited Partnership

PROPOSED LOCATION

PROPERTY OWNER NAME: AUGUSTINE R. LOYA

Address: 469 LOPES RD: STE E City: FAIRFIELD State: CA Zip: 94534

Phone: [REDACTED] Email: [REDACTED]

Zoning Verification Letter (Please attach):  Not Applicable  Yes  No

Assessor's Parcel Number (APN): 0180-130-260-01

Proposed Location Square Footage: 2400 SQ FT

APPLICATION SUBMITTAL CHECKLIST

Applications failing to submit any of the following will be determined ineligible unless otherwise noted by an asterisk for special deadlines, and will not move forward in the application process:

- ✓ One (1) printed hard copy of a complete and signed Commercial Cannabis Initial Application form (Pages 1-9), with the Application Fee, and one (1) printed hard copy of the entire application submittal.
- ✓ All Evaluation Criteria outlined in Appendix A saved in PDF format on a single USB flash drive. (This section shall not exceed 200 pages).\*
- ✓ Proof of Capitalization (All bank statements, loan documents, promissory notes, financial and commitment letters) – to be contained within the Business Plan listed in Appendix A
- ✓ Proof of comprehensive general liability insurance (minimum \$1M per occurrence) or evidence by an Insurance Agency that the cannabis business is insurable.\*\*
- ✓ A signed and notarized Property Consent form, or Lease Agreement, or a "Letter of Intention" to Lease.
- ✓ A signed and notarized Terms and Conditions form.
- ✓ Live Scan/Background Check information for each Owner/Principal, and Proof of Preliminary Background Check payment.
- ✓ Zoning Verification Letter (ZVL).

\* Background and Proof of Capitalization/Financial documents are not part of the 200-page limitation.

\*\* The only information that can be submitted after the initial application is proof of insurance prior to the City Awarding a Cannabis Permit however, at a minimum proof of insurability must be provided with the initial application package.

SUPPORTING INFORMATION

List all fictitious business names the applicant is operating under including the address where each business is located:

1

Has the Applicant or any of its owners been the subject of any administrative action, including but not limited to suspension, denial, or revocation of a cannabis business license at any time during the past three (3) years? If so, please list and explain:

NO

Is the Applicant or any of its owners currently involved in an application process in any other jurisdiction?

YES, City of Pacifica: City Permit approved & Application Process for city of Suisun city. All under JUAN J GARCIA FLORES

APPLICATION CERTIFICATION

I hereby certify, under penalty of perjury, on behalf of myself and all owners, managers and supervisors identified in this application that the statements and information furnished in this application and the attached exhibits present the data and information required for this initial evaluation to the best of my ability. I further certify, under penalty of perjury, that the facts, statements, and information presented are true, complete, and accurate, to the best of my knowledge and belief. I understand that a misrepresentation of fact is cause for rejection of this application, denial of the permit, or revocation of a permit issued.

In addition, I understand that the filing of this application grants the City of Fairfield permission to reproduce submitted materials for distribution to staff, Commission, Board and City Council Members, and other Agencies to process the application. Nothing in this consent, however, shall entitle any person to make use of the intellectual property in plans, exhibits, and photographs for any purpose unrelated to the City's consideration of this application.

Furthermore, by submitting this application, I understand and agree that any business resulting from an approval shall be maintained and operated in accordance with requirements of the City of Fairfield Municipal Code and State law.

Name JUAN J. GARCIA-FLORES

Signature



Title Member

Date

10/22/2020

For details about the information required as part of the application process, see the Application Procedures & Guidelines, City of Fairfield Municipal Code Chapter 10E and any additional requirements to complete the application process. All documents can be found online at [www.fairfield.ca.gov/cannabis](http://www.fairfield.ca.gov/cannabis). For questions please contact the Community Development Department at 707.428.7461.

**OWNER INFORMATION**

This section must be completed by all owners. The total ownership percentage should equal 100%.

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 50

Name: JUAN J. GARCIA-FLORES

Title: Member

Address: [REDACTED] City: [REDACTED] State: [REDACTED] Zip: [REDACTED]

Background Information Included as required?  Yes  No

Signature: Juan J. Garcia

Date: 10/22/2020

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 50

Name: ANTHONY BLANCO

Title: MEMBER

Address: [REDACTED] City: [REDACTED] State: [REDACTED] Zip: [REDACTED]

Background Information Included as required?  Yes  No

Signature: Anthony Blanco

Date: 10/22/2020

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Background Information Included as required?  Yes  No

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Background Information Included as required?  Yes  No

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Background Information Included as required?  Yes  No

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Add more pages as necessary to accommodate all Commercial Cannabis Business Owners

PROPERTY OWNER CONSENT FORM  
Commercial Cannabis Business

PREMISES LOCATION INFORMATION:

469 LOPES ROAD SUITE E      FAIRFIELD      CA      94534  
Physical Address      City      State      Zip Code

Tenant Applicant (Business Name)

If the applicant is not the property owner(s), the applicant must provide the name, address and telephone number of the property owner pursuant to Fairfield Municipal Code Section 10E.8.

PROPERTY OWNER INFORMATION:

OWNER     PROPERTY MANAGER     OTHER: \_\_\_\_\_

AUGUSTINE R. LOYA      OWNER  
Name      Title

N/A      [REDACTED]  
Business Name (if applicable)      Phone Number

[REDACTED]  
Mailing Address      City      State      Zip Code

I/We, as the owner(s) of the subject property, consent to the filing of this application and use of the property for the purposes described herein. We further consent and hereby authorize City representative(s) to enter upon my property for the purpose of examining and inspecting the property in preparation of any reports and/or required environmental review for the processing of the application(s) being filed.

AUGUSTINE R. LOYA  
Name

OWNER  
Title

*Augustine R. Loya*  
Signature

10-22-20  
Date

THE ABOVE SIGNATURE MUST BE ACCOMPANIED BY  
AN ACKNOWLEDGEMENT FROM A NOTARY PUBLIC

# LETTER OF INTENT

---

10/12/2020

Juan J. Garcia-Flores  
[REDACTED]

To whom it may concern,

Our intent is to apply for a retail cannabis store front in the following address.  
469 Lopes Rd. Fairfield, CA 94534 Suite E, United States.

Intended terms of purchase

Augustine Robert Loya has agreed to sell the above property to Juan J. Garcia-Flores  
have agreed to on sale of the property at 450,000 USA dollars.

Augustine Robert Loya

Signature :



Date:

9-19-20

Any questions please contact me at: [REDACTED] or email  
[REDACTED]

Sincerely,

*Juan J Garcia-Flores*

Juan J. Garcia-Flores

**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT**

**CIVIL CODE § 1189**

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California )

County of Solano )

On Thursday, October 22, 2020 before me, Jennifer Alicia Medinas-Huerta, Notary Public  
Date Here Insert Name and Title of the Officer

personally appeared Augustine Robert Loya  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature Jennifer Alicia Medinas-Huerta  
Signature of Notary Public

Place Notary Seal Above

**OPTIONAL**

Though this section is optional, completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.

**Description of Attached Document**

Title or Type of Document: \_\_\_\_\_ Document Date: \_\_\_\_\_

Number of Pages: \_\_\_\_\_ Signer(s) Other Than Named Above: \_\_\_\_\_

**Capacity(ies) Claimed by Signer(s)**

Signer's Name: \_\_\_\_\_

Corporate Officer — Title(s): \_\_\_\_\_

Partner —  Limited  General

Individual  Attorney in Fact

Trustee  Guardian or Conservator

Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

Corporate Officer — Title(s): \_\_\_\_\_

Partner —  Limited  General

Individual  Attorney in Fact

Trustee  Guardian or Conservator

Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

CITY OF FAIRFIELD  
COMMERCIAL CANNABIS BUSINESS PERMIT APPLICATION  
TERMS AND CONDITIONS

Dated: October 22, 2020

With submission of the attached Commercial Cannabis Business Permit Application ("Application"), I, the undersigned, hereby agree to the following Terms and Conditions:

1. I am submitting to the City an application deposit in the amount of \$ 11,727.00 for the review and processing of a commercial cannabis business permit.
2. The entire amount of the Application deposit is not refundable for any reason. I understand that there is no guarantee, express or implied, that by submitting an Application or making the application deposit identified above that I will obtain a commercial cannabis business permit or any land use entitlements necessary in order to operate a commercial cannabis business. I understand that the City may deny my Application for any reason.
3. All costs incurred by the City in processing my Application, including staff time and overhead, shall be paid by me. This is my personal obligation and shall not be affected by sale or transfer of the property subject to the Application, changes in business organization, or any other reason. As work proceeds on the Application, actual City costs, as established by the City Council, will be charged against the deposit account. The City will deduct such costs from the deposit at such times and in such amounts as City determines. "Costs incurred by the City" as identified in this paragraph shall include costs for the services of contractors or consultants. The City shall exercise its sole discretion in determining whether it is necessary to engage the services of an outside contractor to assist with application processing, which costs are to be paid by me.
4. If at any point the City determines that the amount deposited will not be adequate to cover all costs associated with Application processing, the City may make a written request for additional deposit(s) and staff will suspend work on the Application until sufficient funds are deposited. I agree to deposit such additional sums within the time stated in City's request. If I fail to deposit additional funds I understand that my Application will be deemed withdrawn.
5. To the fullest extent permitted by law, I shall defend (with counsel of City's choosing), indemnify, and hold harmless the City of Fairfield and its agents, officers, elected officials, employees, and volunteers (together, "City indemnitees") from and against any claims, actions, damages, injuries, costs (including attorneys' fees and other expenses), or liabilities of any kind, including those arising from bodily injury, sickness, disease, death, property loss and property damage, arising from or related to the processing of my Application for a commercial cannabis business permit, the issuance of the permit, the enforcement of the conditions of the permit, or the conduct or operations of the commercial cannabis business that is the subject of a permit. My obligations under this paragraph shall apply regardless of whether a license or any permits or entitlements are issued.
6. I hereby waive and release the City Indemnitees from any and all claims, injuries, damages, or liabilities of any kind arising from or related to the Application for a commercial cannabis business permit, the issuance of the permit, the enforcement of the conditions of the permit, or the conduct or operations of the business that is

the subject of the permit.

7. I consent to and expressly allow, authorize, and permit any City officer, agent, or employee to enter upon, inspect, and photograph the property identified in my Application, with reasonable prior notice, for the purposes of processing the Application and ensuring compliance with all laws, regulations, and conditions of any existing land use approvals. No additional permission or consent to enter upon the property is necessary or shall be required.
8. I understand that all materials submitted in connection with my Application will become records of the City when received, and that such records may be subject to disclosure under the California Public Records Act ("CPRA"). I understand that any information considered to be proprietary and exempt from disclosure must be clearly marked within the Application, identifying the specific lines containing the information and the applicable exemption under the CPRA. I understand that such marking is not determinative as to whether the information is exempt from disclosure under state law, and that the City retains the right to disclose or withhold information in accordance with state law.
9. I represent and certify to the following:
  - I have submitted the necessary information for the Fairfield Police Department to conduct a Live Scan and/or background check.
  - If I am submitting an application for the renewal of a commercial cannabis business permit, I continue to hold in good standing any permit/license that is required by the State of California for the operation of the commercial cannabis business.
  - I understand that owners, operators, employees and members of a commercial cannabis business may be subject to prosecution under Federal Laws.
10. These Terms and Conditions shall constitute a separate legal document from any permit approval, and that if the permit, in part or in whole, is revoked, invalidated, rendered null or set aside by a court of competent jurisdiction, I agree to be bound by the Terms and Conditions, which shall survive such invalidation, nullification or setting aside.
11. These Terms and Conditions shall be construed and enforced in accordance with the laws of the State of California. Any legal action or other proceeding arising in connection with these Terms and Conditions shall be filed in Solano County Superior Court.

I have reviewed, understand, and agree to be bound by and to fully comply with all of the foregoing Terms and Conditions.

Applicant(s)/Owner(s):

JUAN JOSE GARCIA FLORES  
Printed Name

Juan Jo Flores  
Signature

ANTHONY M BLANCO  
Printed Name

[Signature]  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Signature



\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Signature

**Property Owner(s):** (if different)

AUGUSTINE R LOYA  
Printed Name

  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Signature

**EACH OF THE ABOVE SIGNATURES MUST BE ACCOMPANIED BY  
AN ACKNOWLEDGEMENT FROM A NOTARY PUBLIC**

**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT**

**CIVIL CODE § 1189**

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State of California )

County of Solano )

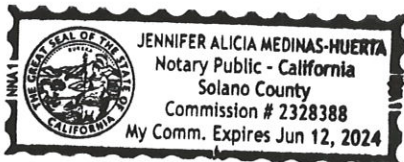
On Thursday, October 22, 2020 before me, Jennifer Alicia Medinas-Huerta, Notary to Public  
Date Here Insert Name and Title of the Officer

personally appeared Juan Jose Garcia Flores  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature Jennifer Alicia Medinas-Huerta  
Signature of Notary Public

Place Notary Seal Above

**OPTIONAL**

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**Capacity(ies) Claimed by Signer(s)**

Signer's Name: \_\_\_\_\_

Corporate Officer — Title(s): \_\_\_\_\_

Partner —  Limited  General

Individual  Attorney in Fact

Trustee  Guardian or Conservator

Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

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Partner —  Limited  General

Individual  Attorney in Fact

Trustee  Guardian or Conservator

Other: \_\_\_\_\_

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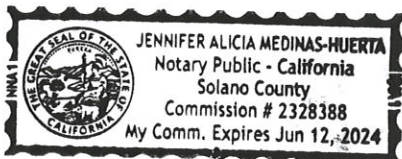
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Date Here Insert Name and Title of the Officer

personally appeared Anthony Michael Blanco  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

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Signer's Name: \_\_\_\_\_

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Partner —  Limited  General

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Trustee  Guardian or Conservator

Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

## **1. Owner Qualifications**

### **Juan Garcia**

Juan José Garcia-Flores is a professional licensee with a business and educator background, who specializes in internal and external asset and personal protection. He has conducted security training on a local, state, and international level. At the local level Juan has been working with the Fairfield-Suisun Unified School District with the Special Education Department at the Crystal Middle School campus since 2010.

In 2009 Mr. Garcia established the Security Enforcement Alliance, PPO #16530, which provides physical security guard services for many major retail cannabis businesses. Juan has provided several hundred jobs for the community, many of which have led young women and men into careers in law enforcement and the public works sector. Juan's primary role in operating the Fairfield project will be to oversee all day-to-day asset protection operations to secure the facility and build an overall safer neighborhood.

Juan is a member Rockaway Enterprises LLC,, which holds local permits for retail locations in Pacifica. He is also a member of JAAR California Enterprises LLC. Which is involved in the process of completing a cultivation site in the city of Sacramento, California.

Juan has worked with Better Health Group (BHG) in the City of Vallejo since 2017 to bring comprehensive asset and personal protection services to the region's medical cannabis patients. The BHG dispensary continues to pursue that quality of excellence today as it serves the broader community under the new regulatory framework. The benefits for area residents extend well beyond the organization's demonstrated experience and expertise in therapeutic medical applications of cannabis products and formulations. BHG's level of involvement with local organizations and charitable causes reflects an ongoing commitment to the community at large as well.

Local organizations supported by BHG include Rebuilding Together, Neighborhood Rising, and Loma Vista Farms. During the wildfires in the area over the last few years, they helped organize relief funds, clothing, canned food drives and toy drives for those affected during the holidays. BHG recently partnered with members of the Vallejo Cannabis Industry Association to improve the pedestrian crosswalk on a dangerous thoroughfare used by students of Grace Patterson Elementary School. That combination of experience and dedication speaks to the value Juan brings to the City of Fairfield as a local cannabis business owner.

Juan and Anthony look forward to sharing what they have learned to benefit the community of Fairfield.

## Fairfield Clinica Center Project – 469 Lopes Rd.

### Development schedule

Facility Development	Time Required
Finalize plans and pull building permits	1 months
Utilities	2 weeks
HVAC/Filtration	2 week after permit
New walls and sheetrock	3 weeks after permitting
Security Doors and Locks	1 week
Security Camera/Alarm System	1 week
Finish, Painting, Display Cases	3 weeks
<b>Total Time from Date of Approval</b>	<b>1-2 months</b>

### Startup Expenses Budget

Facility Development	Cost
Pre construction planning and permit	
Construction	
<b>Total</b>	

Pre-Open Administration Costs	Cost
Licenses and Permits	
Business Insurance	
Legal Fees	
Consulting Fees	
<b>Total Pre-Open Administration Costs</b>	

<b>Pre-Open Facility Development</b>	<b>Cost</b>
Display cases & Furnishing	
Security Doors with Electronic Locking	
Security Camera/Alarm Systems	
Security Monitors	
Point of Sale system	
<b>Total Pre-Open Facility Cost</b>	

<b>Pre-Open Office/Inventory</b>	<b>Cost</b>
Internet Setup	
Office Furniture	
Beginning Inventory	
Telephone	
Computing Hardware/Software	
Office Supplies	
<b>Total</b>	

<b>Pre-Open Marketing Expenses</b>	<b>Costs</b>
Advertising for Opening	
Website	
Logo Design	
Internet Marketing	
<b>Total</b>	

<b>Pre-Open Labor Costs</b>	<b>Cost</b>
Job Ad Placement Fees	
Training	
<b>Total</b>	

<b>Pre-Open Miscellaneous</b>	<b>Cost</b>
Food/Beverage Opening Event	
Contingency Fund	
<b>Total</b>	

<b>Startup Cost Summary</b>	<b>Cost</b>
Construction	
Administration	
Facility Development	
Office /Inventory	
Marketing	
Pre-opening Labor	
Miscellaneous	
<b>Total</b>	



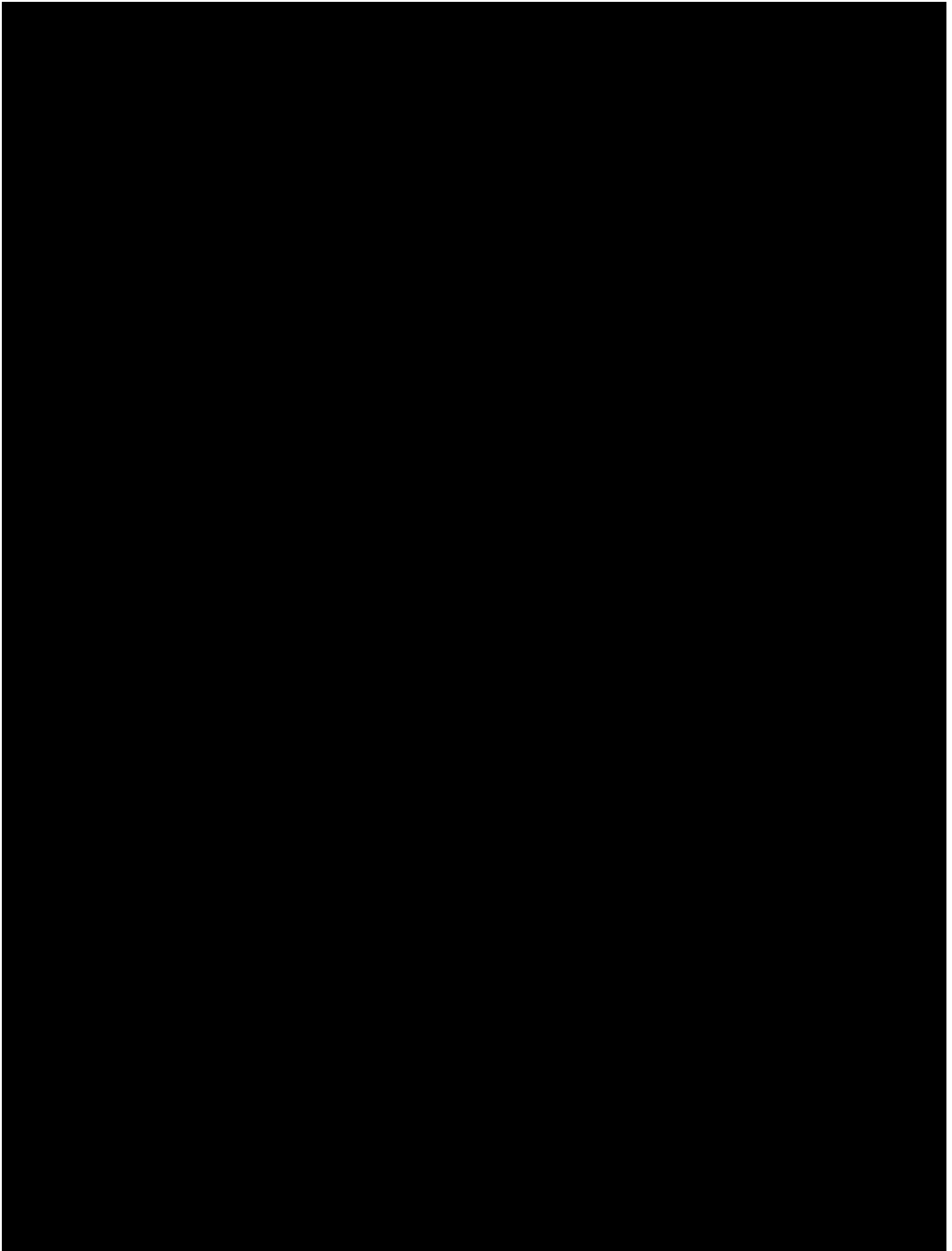
<b>Average Monthly Operating Costs</b>	<b>Estimated Cost</b>
Advertising	
Business Insurance	
Business Vehicle Insurance (deferred)	
Employee Salaries plus payroll tax	
Equipment Lease Payments	
Health Insurance	
Internet/phone Connection	
Business Loan repayment	
Legal/Accounting Fees	
Merchant Account Fees	
Miscellaneous Expenses	
Property tax	
Owner Salary	
Security Services	
Supplies	
Public Utilities	
Website Hosting/Maintenance	
Total Average Monthly Operating Costs	
Annual Operating Costs	

**Total Cost of Startup and First Three Months of Operation**

(Monthly Average Operating Cost x 3) + Total Startup Cost =  
( [redacted] X 3 months) = [redacted] + [redacted] = [redacted]

<b>Funding - Letters of Credit Attached</b>	<b>Amount</b>
Owner 1: Juan J. Garcia-Flores	[redacted]
Owner 2: Anthony M. Blanco	[redacted]
<b>Total</b>	[redacted]





# Pro Forma

	Products	Year 1	Year 2	Year 3
<b>Sales</b>	flowers			
	concentrates			
	edibles			
	topicals/other			
	accessories			
<b>Total Gross Sales</b>				
6% potential Gross cannabis tax generated				
<b>Cost of Goods Sold</b>	flowers			
	concentrates			
	edibles			
	topicals/other			
	accessories			
<b>Total Cost of Goods</b>				
<b>Gross Profit</b> Total Sales minus Total Cost of Goods				

Local potential Cannabis Tax @ 6% taxable gross Collected at p.o.s		[REDACTED]					
Gross Profit Net -\$Annual Operating Expenses							
Yearly cash balance Net Profit		[REDACTED]	Loan liability and shareholder profits/owners compensa [REDACTED]	[REDACTED]			
Year 1 profit [REDACTED] balance Income Statement		[REDACTED]					
[REDACTED] balance							
Year 2 profit [REDACTED] [REDACTED] annual net							
[REDACTED] balance							
Year 3 profit [REDACTED] [REDACTED] annual net [REDACTED] loan repayment [REDACTED] adjusted annual net							

## 1. Business Plan

### Hours of operation, opening, check-in, and closing procedures.

The operation will only engage in sales or deliveries between the hours of 8:00 AM and 10:00 PM, and only during the hours specified in the commercial cannabis business permit issued by the City [REDACTED]

[REDACTED] greet customers at the entrance and check for government-issued identification to verify the individual is 21 years of age. Customers enter the building through a single front entry door into the lobby/reception area to check in at the reception window or occupy the waiting area. The receptionist verifies return customer information in the electronic customer information database.

First time customers fill out a form to register as new customers and the receptionist enters their information into the electronic customer tracking system. The receptionist allows customers who complete the check-in process through the commercial grade lock allowing access to the sales floor. Sales are run through a state of the art FloHub POS system designed for the retail cannabis industry that automatically synchronizes with the State track and trace inventory control system. Only one POS location will be needed.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

### **Retail Operations**

The business will conform with all applicable state and local laws, including but not limited to the California Code of Regulations Title 16, Division 42 and the Fairfield Municipal Code. The owners will obtain a City business license and all the required permits and approvals which would otherwise be required for a business of the same size and intensity operating in that zone. The owners and operators will work to ensure that the business fits seamlessly into the neighborhood as a significant asset to the local business community.

Some of the operating procedures apply to most retail businesses, like providing quality customer service and working with point of sales systems, and equipment and procedures for inventory tracking. Other



aspects are unique to the industry. For instance, the FloHub POS system in the retail cannabis business is linked to the State METRC track and trace system, which adds an additional layer of inventory control and reconciliation.

The operators will only sell adult-use cannabis and adult-use cannabis products to individuals who are at least 21 years of age. No cannabis will be consumed by any employee or any other person on the premises and no cannabis or cannabis products or graphics depicting cannabis or cannabis products will be visible from the exterior of the property, or on any of the vehicles owned or used as part of the commercial cannabis business. The entrance will be visibly posted with a clear and legible notice indicating that smoking, ingesting, or otherwise consuming cannabis on the premises or in the areas adjacent to the commercial cannabis business is prohibited.

In order to provide an estimate of the number of customers to expect per hour as an average, we pulled some numbers from the POS system of a retail cannabis storefront operating in a similar market. The first full year sales totaled \$1.1 million with an average transaction size of \$51.00, which equates to 21,569 transactions annually. The store was open 10 hours/day 365 days/year. That averages out to 59 transactions/day or just under 6 transactions per hour. Customers typically spend ten or fifteen minutes shopping, make their purchases and leave.

The retail operation will offer a full range of cannabis product formulations in addition to flowers, as indicated in the pro forma sales projections. Products can be grouped into four general categories: flowers, concentrates, edibles and topical/other products. Demand can vary somewhat depending on local demographics but we anticipate that flowers will account for approximately 42% of cannabis product sales. Concentrates are projected at 31.5%, edibles approximately 16%, and topical and other miscellaneous product sales will contribute around 10.5%.

All employees or other persons acting for the applicants will display a laminated or plastic-coated identification badge issued by the applicant while engaging in commercial cannabis activity. The identification badge includes the owner's "doing business as" name and license number, the employee's first name, an employee number exclusively assigned to that employee for identification purposes, and a color photograph of the employee that clearly shows the full front of the employee's face and that is at least 1 inch in width and 1.5 inches in height. New employees are assigned a unique employee ID number randomly generated using the time clock system that will be used throughout the length of their employment.

Access to the retail area of the licensed premises will only be allowed for persons who produce a valid ID showing them to be 21 years of age or older. To enter a limited-access area all persons must be at least 21 years of age with a business reason for entry, and non-employees must be escorted by an employee at all times and the authorized entry logged in records maintained on site.

The limited access storage room is climate controlled to optimize the range of temperature and humidity for product storage. Items are kept in closed containers on shelving. Stock is systematically rotated to ensure that items that have been in stock longest go out to the sales floor first. Employees carefully monitor the storage area for signs of rodent or pest activity and conduct routine cleaning and maintenance as part of the employee job descriptions.



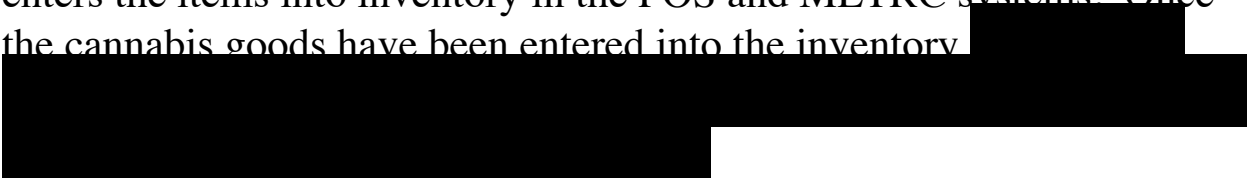
The applicants will maintain accurate books and records in an electronic format, detailing all of the revenues and expenses of the business, and all of its assets and liabilities, and will maintain an inventory control and reporting system that accurately documents the present location, amounts, and descriptions of all cannabis and cannabis products prior to sale. The applicants will maintain a current register of the names and the contact information (including the name, address, and telephone number) of anyone owning or holding an interest in the commercial cannabis business, and separately of all the officers, managers, employees, agents and volunteers currently employed or otherwise engaged by the commercial cannabis business. The register will be provided to the City Manager or his/her designee(s) on request.

The applicants will designate a security representative/liaison to the City of Fairfield, who will be available to meet with the City Manager or his/her designee(s) regarding any security related measures and/or operational issues. The applicants will cooperate with the City whenever the City Manager or his/her designee(s) makes a request, without prior notice, to inspect or audit the effectiveness of any operational or security plan.

### **Receiving Product Deliveries**



If the items do not come with compatible bar code labels, those are applied in a manner not to obscure required labels, and the Manager enters the items into inventory in the POS and METRC systems. Once the cannabis goods have been entered into the inventory



The Manager receiving a delivery of cannabis goods from a licensed distributor inspects the products to see that the items match those listed on the sales receipt. The Manager verifies that the batch number on the package labels match the batch numbers on the corresponding certificate of analysis for regulatory compliance testing provided by the distributor. He or she verifies that the products are not past the expiration date.

If the applicant receives a shipment containing cannabis goods that differ from those listed on the sales invoice or receipt; or receives a shipment containing cannabis goods non-compliant with labeling requirements or exceeding its provided expiration date, the applicant will reject the portion of the shipment that is incorrect, non-compliant with labeling requirements, or expired.

Any such rejection will be recorded in the track and trace system and indicated on any relevant manifest, invoice, or sales receipt, including the specific reason for rejection. All deliveries are logged with the date, time, and name of the driver.

Cannabis goods delivered by the licensed distributors are inspected for required labeling before scanning into inventory. The receiving Manager checks the primary panel for a generic descriptive or common name, the universal cannabis symbol, the net weight or volume, and THC and CBD content per package in milligrams. If the product is an edible, the primary label must also include “Cannabis-infused” in a larger text size above the common name, and the THC and CBD content per serving expressed in milligrams.

The receiving Manager also looks for an Informational label that includes a manufacturer name and contact, the date of manufacture, a list

of ingredients in descending weight or volume, instructions for use, the Government warning statement in capital letters and bold font, and an expiration or batch date, if any. The Manager verifies that any non-edible products with more than 1000mg of THC are also be labeled “For Medical Use Only.” The information panel for edibles must also include the sodium, sugar, carbohydrates, and total fat expressed in grams per serving, along with any major food allergens or artificial colorings.

The Manager enters the accepted items into the POS and track and trace systems before moving them into storage or the sales area.


### **Inventory Control**

The applicants will ensure tight control over all cannabis products on the premises at all times.

Trained Managers assume responsibility for accurate entry into the POS and track and trace systems when cannabis products arrive at the premises, using a bar code system to track items. Employees are instructed in the use of the POS system to record all types of transactions, including returns, breakage, or spoilage. Trainers emphasize the need for accurate entry, and highlight products that might easily be confused with each other and entered incorrectly. Designated employees are trained in systematic physical inventory procedures using standard printed forms to ensure accurate and comprehensive counts. Managers who have completed the State METRC training do all the inventory reconciliation in the electronic POS and track and trace systems.



If the items do not come with  
labels in a manner not to obscure  
required labels, and the Manager enters the items into inventory in the  
POS and METRC systems.



Discrepancies with the electronic record are recorded and a manager  
conducts an audit to determine the reason. The final count is reconciled  
with the METRC track and trace system and POS along with the reason  
for the changes. The applicants will notify the Fairfield police  
department within twenty-four hours of discovering any significant  
discrepancies identified during inventory. A discrepancy of two percent  
of inventory for a product will be considered significant. The police and  
City Manager will be promptly informed of any suspected diversion,  
theft, or loss, or any criminal activity involving the cannabis business or  
any agent or employee of the cannabis business, or any other breach of  
security.

If a physical count shows a minor discrepancy, the Manager on duty will  
determine the reason for any missing inventory if possible and record it  
when removing items from inventory in the POS and State track and  
trace systems. A small amount of cannabis waste is generated in the  
course of conducting retail sales in the form of customer returns, expired

products, broken packaging, and otherwise defective products that are not returned to a vendor for exchange. Senior level employees carry products slated for disposal to the limited-access storage area designated for cannabis waste. A Manager trained in using the State METRC track and trace system records the product identification, amount, and reason for destruction or disposal and fills in the same information on a printed form kept in the storage area.

The cannabis products designated as waste are rendered unusable and unrecognizable by grinding and incorporating the cannabis waste with an equal amount of non-consumable, solid wastes like soil, paper waste, or food waste. The resulting cannabis waste is stored in a locked container supplied by a contracted third party waste hauler.

The responsible management level employee records the items converted to waste in the POS system to reconcile inventory. In the State METRC system the employee also enters the name of the employee performing the destruction or disposal, the reason for destruction or disposal, and the name of the entity used to collect and process the cannabis waste. The applicants will maintain records from the entity hauling the waste that indicates the date and time of each collection of cannabis waste at the licensed premises and a copy of the documentation prepared by the entity hauling the waste that confirms receipt of the cannabis waste at the solid waste facility for each delivery.

### **Delivery Service**



that the customer has a current valid medical recommendation that matches their identification.

Deliveries will only be made to a physical address that is not on publicly owned land, a school, a day care, or a youth center.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]





The applicants will only receive cannabis goods from a licensed distributor and will only sell cannabis goods, cannabis accessories, and the applicant's own branded merchandise or promotional materials. The applicants will ensure that all cannabis goods for sale comply with all State-mandated packaging and labeling requirements and will not sell cannabis goods that are expired. When the applicants accept customer returns they will not resell the returned cannabis goods, but will dispose of the products as cannabis waste following State requirements, or return them to the distributor from which they were obtained if defective.

The applicants will not package or label cannabis goods, and will not accept, possess, or sell cannabis goods that are not packaged for final sale. All cannabis goods will leave the licensed premises in an opaque package, and will either be in a child-resistant package or in a child-resistant exit package. The applicants will ensure that all cannabis goods packaging are tamper-evident, and resealable if it contains more than one serving, and that all packages containing cannabis goods will be resealable, tamper-evident, and child resistant.

The operators will be able to account for all inventory of cannabis goods and provide the City or the State Bureau of Cannabis Control with inventory records on request. The applicants will maintain financial records, personnel records, training records, contracts, permits, security records, destruction records, data entered into the State METRC track-and-trace system, and an accurate record of all sales for seven years. All records will be made available to State and local authorities on request.

[REDACTED]

**Purpose: To ensure control and safekeeping of business cash assets.**

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

## **2. Labor and Local Enterprise**

The owners welcome the full support of labor, and believe that providing good jobs and training in a growth industry is one way of giving back to the local community. The applicants fully support the employees right to bargain collectively, and pledge to bargain in good faith regarding employee pay and benefits. The applicants have voluntarily entered into an Agreement in principal with the International Longshore and Warehouse Union, although that is not required by the State for cannabis businesses with less than twenty employees.

The Labor Peace Agreement between Walkerville Lake Corp. and the ILWU establishes the procedures for ensuring an orderly environment for the exercise of employee's right to organize under a collective bargaining unit. The text of the agreement follows. The regional ILWU office is located at 1188 Franklin Street in San Francisco and the Lead Organizer for northern California is Agustin Ramirez. He can be contacted by email at: [agustin.ramirez@ilwu.org](mailto:agustin.ramirez@ilwu.org) or by phone [REDACTED].

There is little available at present in the way of educational institutions that offer training programs for prospective workers in the cannabis industry. The Oaksterdam University in Oakland is the only regional example of an institution that offers a comprehensive educational program for aspiring entrepreneurs and workers looking to enter this growth industry. The ILWU wants to set up a formalized apprenticeship program, and the applicants look forward to working with the union to institute such a program in the future that would provide those educational opportunities for local residents.

In the near term the local management and sales team will benefit from the guidance of experienced operators who know how to successful manage cannabis retail outlets and provide quality customer service.

Employees will be compensated well above minimum wage. New employees start at \$20/hour and become eligible for bonuses once they prove a good fit. Managers earn of \$35 - 50\$/hr and the company

believes strongly in hiring local talent and promoting internally to reinforce the company culture.

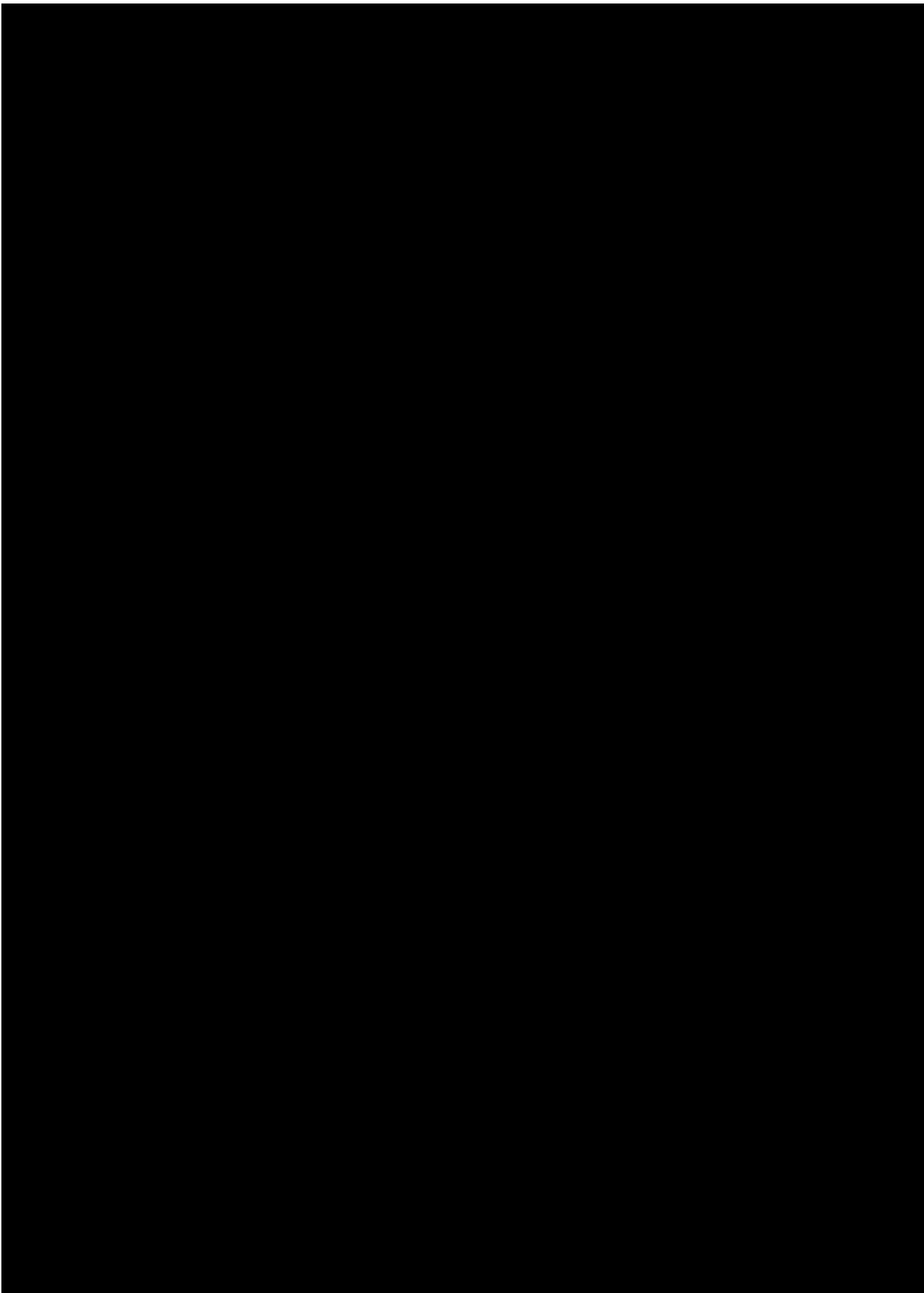
The company finds that dedicated employees are its most important assets and takes great care of its workers by providing great benefits, 401K, vacation pay/sick pay and overall pay. In general, employees agree that the excellent pay and benefits, helpful management and quality products are all great reasons to stay in the company's employ. As a company we look forward to hiring local workers and boost local employment. We anticipate creating up to twenty jobs in the first year of operation with additional professional service opportunities.

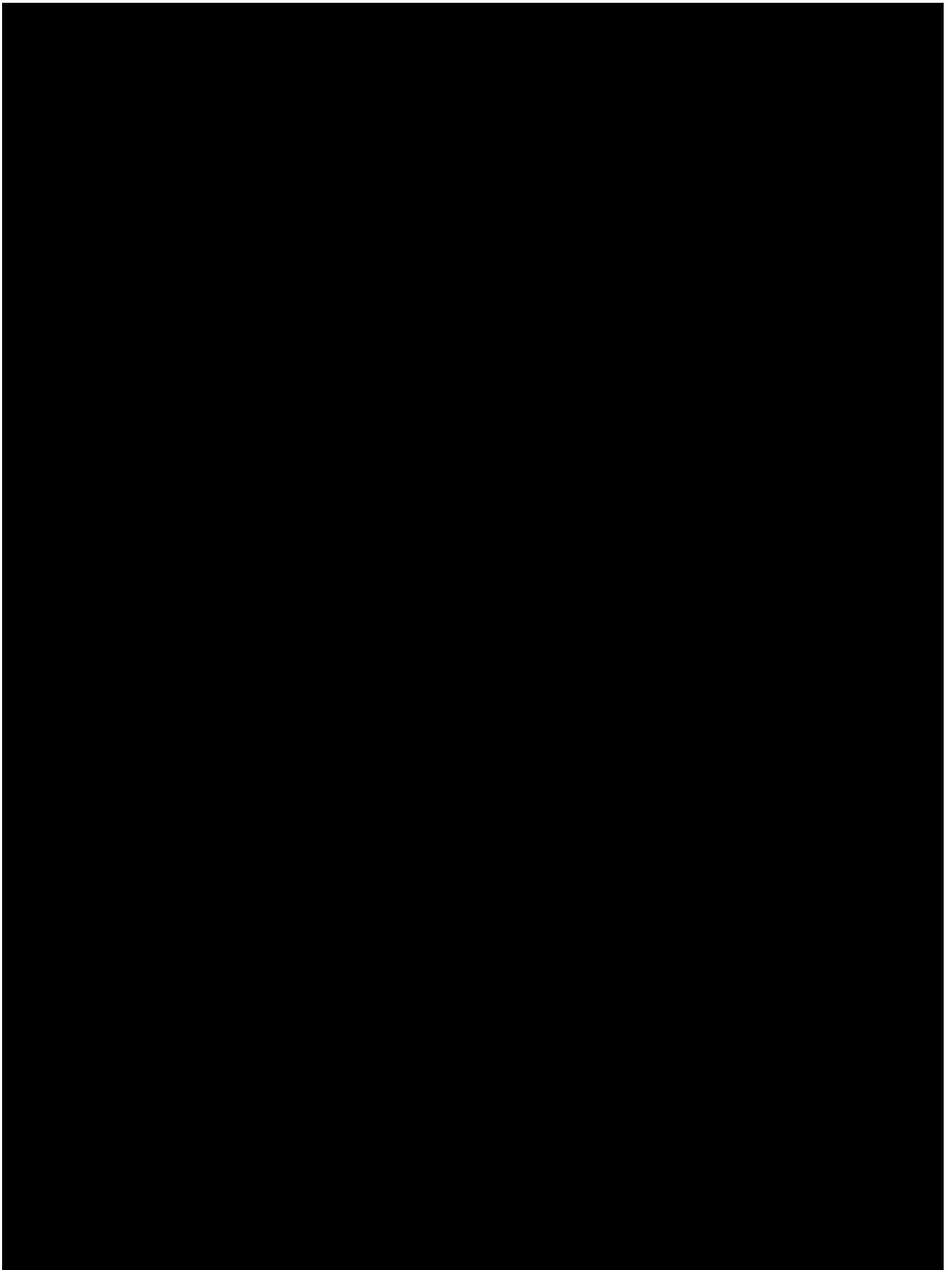
The following table provides a list of the number of local hires, job titles and descriptions, and the corresponding pay scales.

Employee Title	Number Of Employees	Responsibilities & Roles	Pay scales
Store Managers	3	Day to day operation, intake, customer relations	\$35.00-50.00/hourly
Assistant manager	2	Assist managers and employee support	\$25.00-35.00/hourly
Budtender	6	Daily sales, merchandise, displaying product and planogramming	\$20.00/hourly
Security	6	Protect the facility 24/7	\$20.00/hourly
Receptionist	3	Retain customer records, record entry's, verification of all entry, & other clerical work.	\$18.00-20.00/hourly

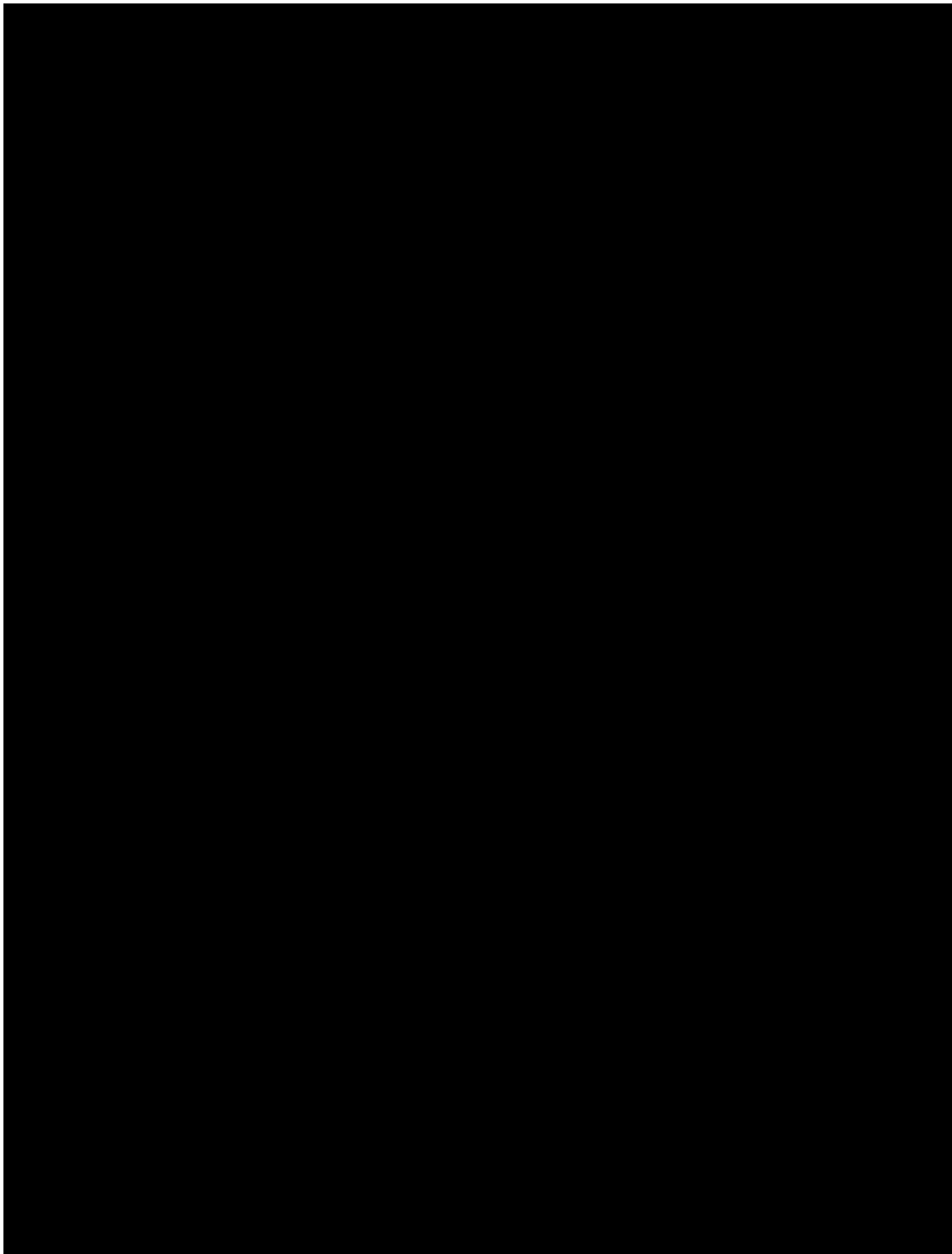
The Fairfield Clinica Center will be a locally owned and operated enterprise. Juan Garcia is a lifelong member of the Fairfield community and welcomes the opportunity to provide additional employment for local residents. As a destination business the Center will attract customers from outside the City and that traffic can benefit other businesses in the area. Whenever practical the owners will patronize local businesses for support services and purchase supplies from community businesses.

The owners will work to integrate the business seamlessly into the fabric of community life in Fairfield and develop a local team of enthusiastic employees ready to provide local residents with quality service.









# Employee Handbook



**Fairfield Clinica Center**

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## Employee Training Program

Training Subject	Description	Length Of Training
Orientation	Initial hiring first step into learning the core values of the organization	4 hours
Sexual Harassment Training	Mandatory for all employees	1 hour
Employee Safety and Security Training	A complete employee safety training presented by the security team to understand safety	2 hour
OSHA Training	Management will be required to go through osha training	4 hours
Cash Handling	All employees will have adequate knowledge of all cash handling procedures	2 hours
POS & Sales Training	Understanding the point of sale stem the faculty uses	4 hours
Delivery and Intake Procedures	Understanding receiving methods and safety techniques	1 hour
Cannabis Dispensary Manager Training	Will outline the day to day responsibilities of a Dispensary Supervisor and Manager	3 hours
Medical VS. Recreational Training	Will outline the difference and give employee knowledge	1 hour
Establishment Regulations	Will cover all local and state regulations requirement knowledge	2 hours
Sensitivity/Culture Training	Assist employee in understanding the community	1 hour
Checking In Customers & Patients	A complete understanding on how to check in everyone coming into the facility	1 hour
Advance Cannibas Training	This is an Advanced Cannabis Training Course that is intended to provide additional education and will focus on the biology of the cannabis plant and the biology of the human body.	6 hours

Fairfield Clinica Center will be provide the training and tools necessary to successfully operate the store on a daily bases. The above list highlight our initial and advanced training programs for our staff. After all training our training team will produce a certification of completion. All training programs have administered by training professionals with many years of experience.

### **3. NEIGHBORHOOD COMPATIBILITY**

As experienced operators and professional security consultants in the retail cannabis industry we appreciate the importance of proactively establishing and maintaining mutually supportive relationships with neighboring businesses. Prospective neighbors may harbor concerns that include security risks, visual impacts of the project, and the effect on local property values. Our goal remains fixed on elevating the neighborhood experience for everyone wherever we do business.

The owners will reach out to neighboring business operators to introduce a Community Outreach Director who will serve as the primary contact for reporting any sort of nuisance. The applicants will actively engage with the neighborhood residents to address any concerns they might have with regard to operation of the commercial cannabis business.

A complaint form will be available at the check-in counter of the storefront to register complaints in writing, which will promptly be referred to the community representative. A copy of the complaint response form appears at the end of this section.

The neighborhood representative will evaluate any such complaints and bring it to the attention of the owners or employees best able to resolve the issue to the satisfaction of all parties. Records of incident complaints and resolutions will be kept and used in modifying operating procedures or training employees as appropriate. The operators will also have a web site up within 90 days which will include the complaint form, which goes directly to the Outreach Director's email. The representative will immediately contact the person lodging a complaint to resolve the issue amicably.

Retail cannabis has proven to be a low impact business when combined with responsible ownership in a suitable location. The proposed Lopes Road location features ample parking, both for existing tenants and the additional traffic the business will generate. We anticipate an average of

around seven customers per hour, who typically spend ten or fifteen minutes shopping and then leave. No loitering is allowed outside the premises, and the security staff is always present to enforce that rule.

We take pride in maintaining a positive visual impact. Staff routinely monitors the surrounding area and cleans up litter and trash. The business will provide a positive retail experience for customers with a fluid floor plan and quality interior and exterior design and finish materials. We want to make sure that the surrounding public space stays equally clean and welcoming.

The entrance will be clear and attractive with discreet signage containing no logos or information to identify, advertise, or list the services or the products offered. Signage will inform patrons that no loitering or consumption of cannabis products, alcohol or any illicit substances will be allowed on the premises. The owners will secure a sign permit from the City as needed and follow all applicable signage ordinance provisions.

No window displays of products or accessories will be visible from the exterior, and a friendly and watchful security presence will monitor the property to prevent any nuisance impacts associated with unwanted activity. The operators and security guards will ensure that no cannabis consumption or nuisance activity takes place on or in the immediate vicinity of the premises.

The applicants will look for opportunities to cooperate with neighboring businesses and residents to enhance security and protect property. Any graffiti will be cleaned or covered within 24 hours of appearance. The daytime security presence, added 24 hour video surveillance, night security patrols, and customer traffic that adds more eyes to the area will greatly enhance overall security.

Lighting will comply with City ordinance requirements to safely illuminate the property without creating a nuisance for neighbors. The

security system will use the minimum exterior light level necessary and directed as needed to illuminate the area for surveillance cameras.

All exterior lighting during the hours of darkness will be a minimum of 1 foot-candle uniform at plane, dependent on the range and angle of view, for all areas except walkways and loading areas. Exterior lighting will not be on any form of switched circuit. Exterior walkways will be illuminated to 3 fc/30 lux at plane. Loading areas will be illuminated to 5 fc/50 lux at plane when in use during hours of darkness and to 3 fc/30 lux when not in use during hours of darkness. Parking lots will be illuminated to 2 fc/20lux.

The association in the public mind linking cannabis businesses with the potential for generating nuisance odors has a long history. The objectionable odors in question result either from burning cannabis plant material or from the volatile terpene compounds produced in some strains of mature growing cannabis plants. Neither of those sources is ever present in a retail cannabis establishment. Consumption of cannabis in any form is not allowed on or near the premises, and no on-site cultivation is involved.

Flowers account for less than half of the projected sales. Like all items offered for sale, cannabis flowers arrive at the site already in final sealed packaging, with their volatile terpenes having largely dissipated during the curing process. The other products have no odor at all, even if removed from the packaging.

The applicants are happy to report that we can identify no significant potential sources of odor involved in the operation of a retail cannabis business. That said, we can describe a system with integrated components to address the worst of the fears for odor and air quality impacts that we might implement all or in part as the City requires. We have been active in this industry for years now, and are all too familiar with local mandates for negative pressure carbon filtration systems, suitable for scrubbing the air leaving a densely packed indoor cultivation system. In a retail operation these systems amount to a solution in search of a problem.



Nuisance odor is not the only reason to pay attention to air quality and the number of challenges to maintaining quality indoor air in a retail business setting continues to proliferate. Wildfires blanket large swaths of the state in smoke with increasing frequency. Now a viral pandemic with risk of indoor airborne transmission adds even more incentive to clean and disinfect indoor air for the protection of customers and employees. The facility will employ an integrated system capable of filtering fine particulates, scrubbing smoke and odors, and sterilizing pathogens.

Studies have shown that 'green' workspaces with higher outdoor ventilation rates can improve cognition and task performance by removing harmful compounds from the air. The design objectives for an HVAC system include improving air quality with increased outdoor ventilation. If required, the resulting system can incorporate filtration with the maintenance of a slight negative interior air pressure relative to outdoors to ensure that all exhaust air exits through carbon filters. This arrangement will preclude any chance for release of odor from the facility.

An integrated air management system will rely on a series of treatment steps to maintain clean indoor air. The conditioned air from a modern efficient HVAC unit can be disinfected with installations in the distribution ducts that produce ultraviolet light. Powerful UV-C lamps eliminate up to 99.99% of bacteria, viruses, molds, spores, fungi and other harmful microbes.

A stand-alone HEPA filtration unit in the reception area capture 99.97% of particles 0.3 microns in size - things like bacteria, mold, dust mites and pollen. The virus that causes COVID-19 is 125 nanometers in diameter, and squarely within the particle-size range that HEPA filters capture with extraordinary efficiency. Healthcare industry, schools and offices commonly use this technology to maintain sanitary indoor conditions. HEPA filters do not remove odors, smoke, fumes or chemicals, so the IQAir HealthPro Plus model unit will also incorporate MultiGas filters using activated carbon impregnated with activated alumina to capture those substances.

The applicants will maintain operational procedures that include the use of cleaning products that do not negatively impact indoor air quality. Before occupancy following any remodeling activity involving materials or surface coatings capable of volatile emissions the applicants will install new filtration media and perform a building flush-out by supplying a total air volume of 14,000 cubic feet of outdoor air per square foot (4,267,140 liters of outdoor air per square meter) of gross floor area while maintaining an internal temperature of at least 60°F (15°C) and no higher than 80°F (27°C) and relative humidity no higher than 60%.

The operators will see to regular maintenance of the HVAC system and change filters at the designer-recommended intervals. The applicants value the health of their employees and customers, and will work to stay on the best of terms with neighbors. Maintaining good air quality inside and outside the facility will contribute to realizing both of these goals.

Retail cannabis operations generate very little waste, mostly a small amount of cardboard and whatever trash is generated by employees during the course of the workday. Garbage and refuse on this site will not be accumulated or stored for more than seven calendar days, and will be properly disposed of before the end of the seventh day in a manner prescribed by the solid waste hauler or local enforcement agency.

All waste, including but not limited to refuse, garbage, green waste, and recyclables, will be disposed of in accordance with local and state codes, laws and regulations. Employees will maintain the exterior of the premises and keep the surrounding area clean and free of litter.

The business will play a role in the cultural life of the neighborhood and larger community. Product menus will read in both Spanish and English. The owners plan to host bilingual education classes in a friendly, welcoming atmosphere where residents can learn about cannabis science and the uses for the many new cannabis products and formulations.

The enterprise will offer the community a variety of high quality safety-tested cannabis products. The store will carry only products supplied by State-licensed distributors in good standing. Courteous and knowledgeable staff will advise customers on product selection and safe and proper use.

The operators plan to capitalize on the location and make the Fairfield cannabis retail outlet a destination for shoppers from neighboring communities. The convenient access combined with a pleasant shopping experience will encourage repeat customers and word of mouth advertising. The applicants intend to build a business that will be a consistently positive influence in the neighborhood and provide a valuable service while enhancing local property values.

**Fairfield Clinica Center**

**COMPLAINT INVESTIGATION REQUEST FORM**

**Our community goal is to provide an open door communication policy to enhance safety and a peace of mind that our community remains in the best living:working conditions.**

(List business name and address)	
----------------------------------	--

Nature of Complaint –  
Please be specific:

**COMPLAINANT INFORMATION (Check all that applies)**

**Loud noise** \_\_\_\_\_

**Marijuana/unusual smells**\_\_\_\_\_

**Lighting or safety concern**\_\_\_\_\_

**Suspicious activity Other**\_\_\_\_\_

**24/7 you can call in for questions or concerns**

**Requests for case information updates may be made by calling  
(855) 812-1732.**

Name (Please print)\_\_\_\_\_

Phone Number(s)\_\_\_\_\_

Email (optional)\_\_\_\_\_

Signature\_\_\_\_\_

Date\_\_\_\_\_



**Staff Use Only**

Received By: Date:

\_\_\_\_\_  
Fairfield CA 94534

# Neighborhood Engagement Log

Date	Name	Address	Field Notes
10/22/2020	Interchange Athletics 707-266-9066	469-A	Whatever helps grow business in the community
10/22/2020	Hydroponics Store	469 B	Randy knows this will drive more business to his & likes the idea of 24/7 security
10/22/2020	GT Boats	469D	Loves the idea and wants to see minority business come up
4/29/2020	Works from home	469 F	In favor of the project
4/20/2020	Techcorr	469 H	Welcomes the store front and will help enhance security

Here is a comprehensive chart that we will constantly update according to the conversations we have with our neighboring businesses. We have considered our neighbors concerns and hope to move forward on safely accommodating their concerns for the whole establishment. We will include an action plan with each concern and put specific things in place to help our neighbors with all issues. We would like to keep an open door policy in order to bring up and discuss and known issues. We look forward to making our neighborhood clean, safe and secure.

Currently we don't identify any concerns from any neighboring business's they all like the idea of providing security to help secure the full establishment.

## **4. Safety Plan**

Maintenance of a safe working and shopping environment relies on a combination of physical infrastructure and established emergency and accident response procedures. The safety plan anticipates and considers a range of situations that can pose a risk to employees and customers specific to the location and operation of the retail cannabis business. The plan includes the means of reporting fires and other emergencies to first responders, and evacuation assignments and procedures.

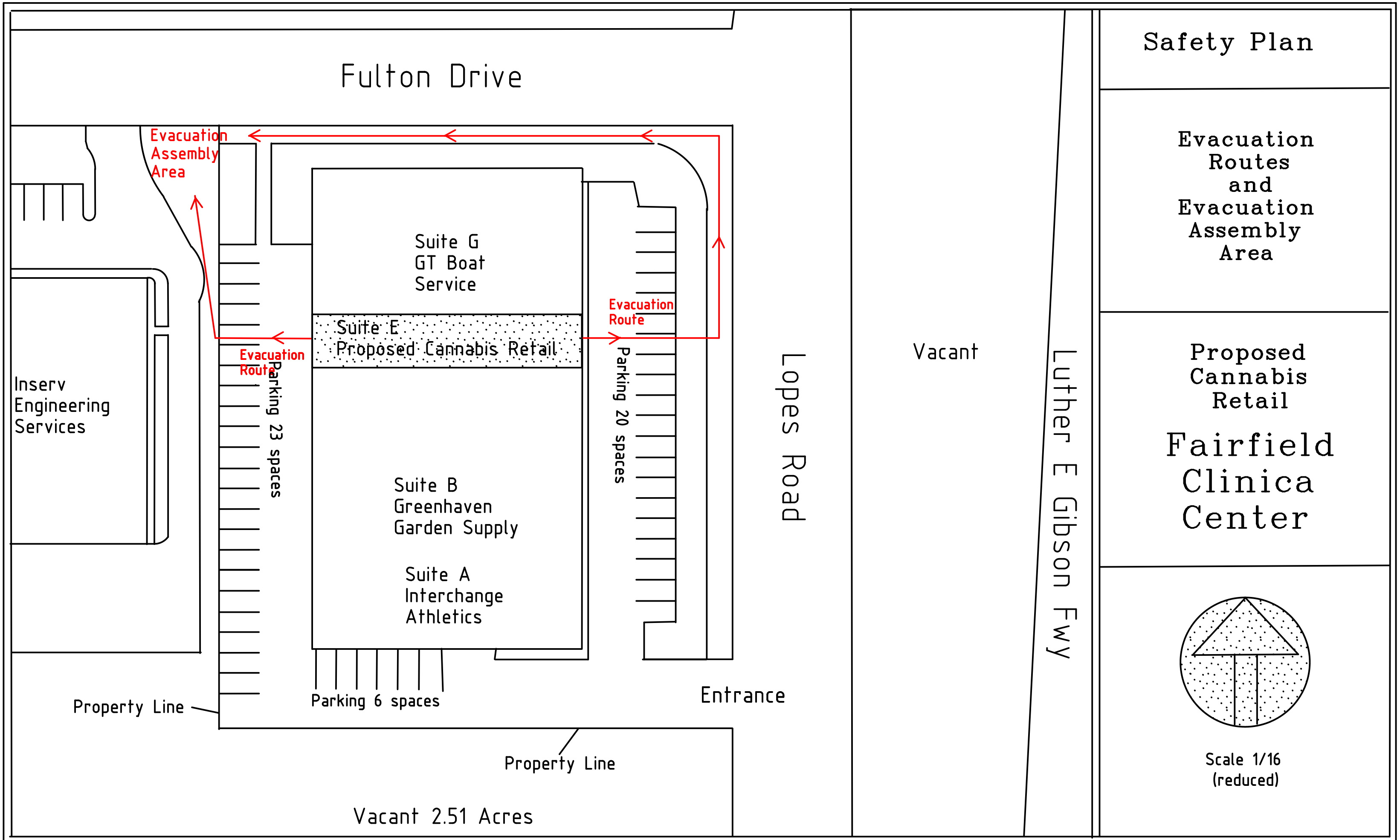
### **4.1.1. Accident and incident reporting procedures**

We train staff to report observed accidents or incidents involving either employees or customers to the Manager on duty whether an injury results or not. The Manager will fill an incident form describing the incident and will discuss strategies for prevention with staff. When appropriate the solution is incorporated into operating procedures and these records become part of the training program for new employees.

### **4.1.2 Evacuation Routes**

The store has an exit on the east side facing Lopes Road and one on the other side of the building facing the adjoining lot. Managers will direct evacuees to one or the other route depending on the assessment of which direction is safest. As illustrated in the following site diagram the designated routes minimize exposure to areas where emergency vehicles might be traveling.

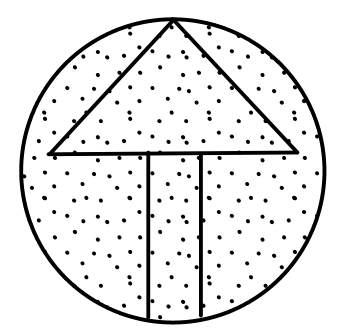
Employees are directed to travel to the designated evacuation assembly area after helping any customers in need of assistance out of the building. Once verifying that the sales area is clear, the Manager on duty will go to the designated assembly area and account for all the employees. If emergency response has not arrived the Manager will place a call for emergency services. The Manager will determine if the assembly area is at a safe distance or instruct employees to relocate to a safe location. If any employee cannot be accounted for the Manager will immediately notify a responding official.



Safety Plan

Evacuation Routes and Evacuation Assembly Area

Proposed Cannabis Retail  
Fairfield Clinica Center



Scale 1/16 (reduced)



### **4.1.3 Location of fire extinguishers and other fire suppression equipment.**

#### **Fire Suppression**

Fire extinguishers are distributed around the store, where they are conspicuous and readily available as shown in the accompanying Safety Floor Plan. The facility uses ABC fire extinguishers which can put out fires caused by flammable liquids, electronic equipment, and burning paper or plastic. They rely on monoammonium phosphate - a dry chemical that is able to quickly smother the fire. All employees are trained in the location and use of the extinguishers.

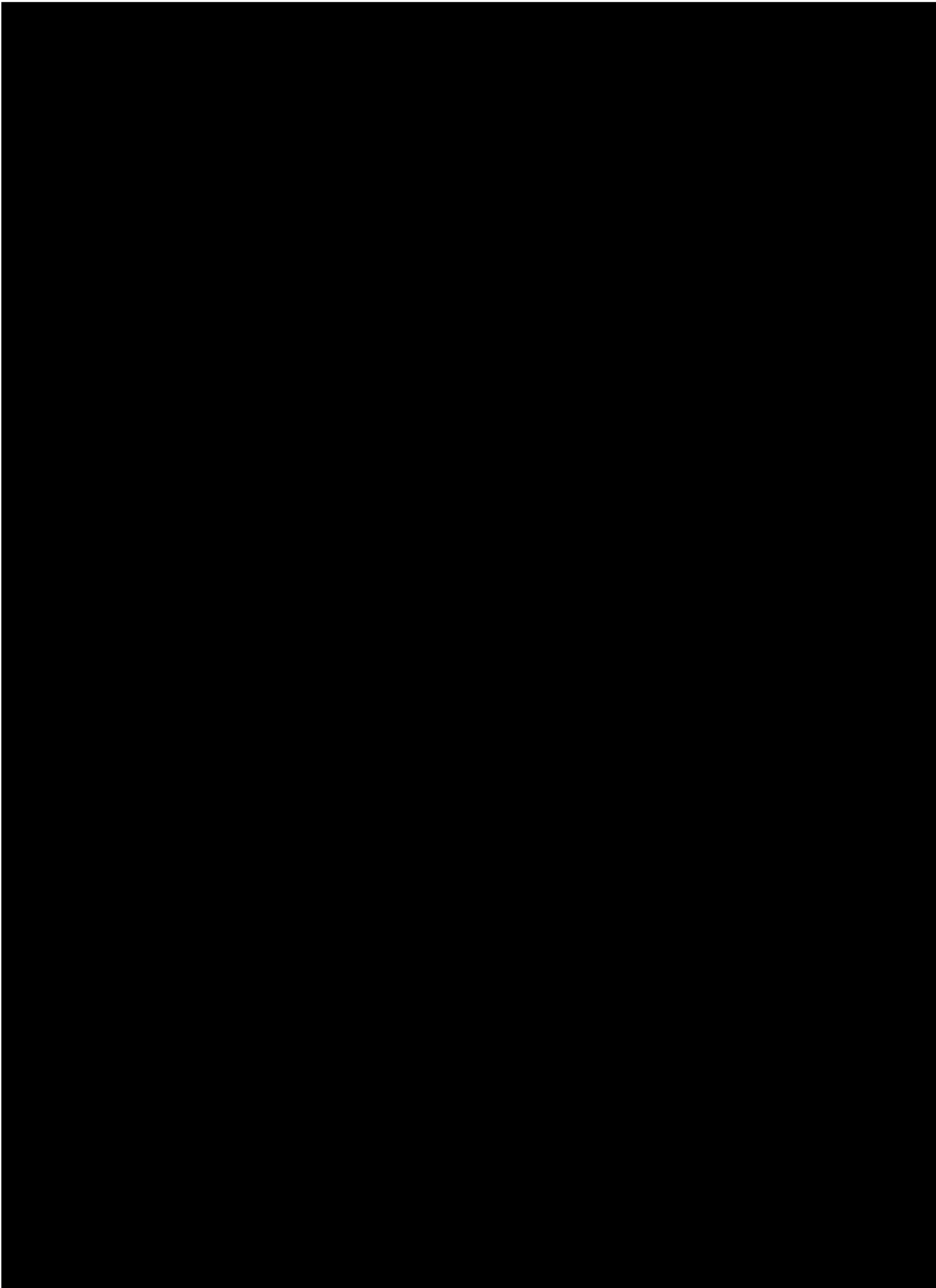
#### **Facility Fire Alarm System**

The fire alarm system alerts employees and customers inside the premises to an emergency. The system relies on smoke detection monitors to trigger alarm sirens, and sends an alert to local first responders. The detection system is monitored by a contracted security service which notifies the local fire department immediately when an alarm is triggered at any time of day or night.

The system is regularly maintained by the contracted installer, whose name and contact information will be listed in the Safety Plan when the contract is finalized, along with contact information for the alarm monitoring company. The applicants use Bay Alarm to provide alarm monitoring for their existing facilities.

#### **Notification**

If an alarm is triggered overnight when the storefront is closed, the contracted security monitoring company will notify the appropriate local authorities in the event of a fire alarm or security breach as well as the designated store employee and security contractor. If an alarm goes off during business hours the Manager on duty will direct employees to begin evacuating customers, and immediately call the emergency services number to report the incident in addition to the monitoring service. The Manager will ensure that employees in all zones of the premises have been alerted to the alarm, checking the employee break room and bathroom if necessary, and continue to assess the nature of the emergency.



## **Evacuation/Shelter Procedures**

Other types of emergencies besides a building fire may call for an evacuation to protect the safety of employees and patrons. Depending on severity, an earthquake may necessitate evacuation of the facility. The construction of building may factor into that decision. Most buildings are vulnerable to the effects of disasters such as tornadoes, earthquakes, floods, or explosions.

The extent of the damage will depend on the type of emergency and the building's construction. In a disaster such as a major earthquake or explosion, however, nearly every type of structure will be affected. Some buildings will collapse and others will be left with weakened floors and walls. Managers will exercise caution and err on the side of employee and customer safety when determining whether to evacuate.

Protecting the health and safety of everyone in the facility will be the first priority. In the event of a fire, an immediate evacuation to a predetermined area away from the facility will be the best way to protect employees. The designated evacuation assembly area lies near the northwest corner of the parcel as shown in the Safety site plan. On the other hand, evacuating employees may not be the best response to an emergency such as a toxic gas release at a facility across town from your business.

A disorganized evacuation can result in confusion, injury, and property damage. The Manager on duty will assess the situation and determine if an evacuation is required. Employees will be trained to follow the instructions of the Manager and direct customers to follow the prescribed evacuation routes. To the extent possible, staff will work to ensure that evacuation routes and emergency exits are clearly marked and well lit, wide enough to accommodate the number of evacuating personnel and customers, and kept unobstructed and clear of debris. Diagrams that show evacuation routes and exits will be posted at multiple locations throughout the premises.

Staff will be trained to look for customers in need of assistance in an emergency situation and help them to evacuate, seeing that all customers are clear of the building before leaving. The Manager will ensure that all customers are clear of the sales floor before exiting the premises and will verify that all employees are

accounted for at the pre-arranged meeting area outside. Where a shelter-in-place response is necessary employees will direct customers to shelter in the appropriate zone.

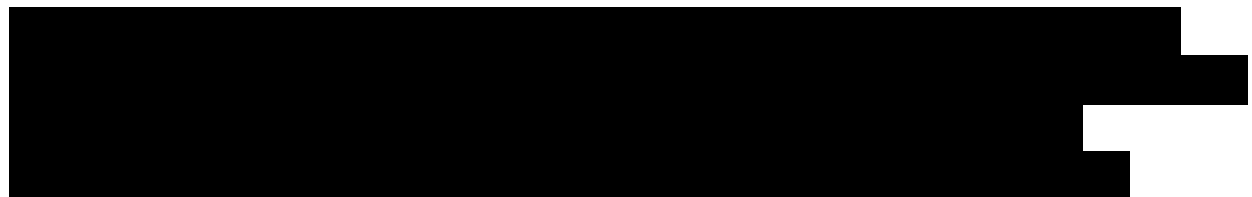
Immediately following an evacuation, employees will assemble in the designated area shown on the safety diagram. Accounting for all employees following an evacuation can be critical. Confusion in the assembly areas can lead to delays in rescuing anyone trapped in the building, or prompt unnecessary and dangerous search-and-rescue operations. The Manager will account for all employees and inform a responding official in the event any are missing. A list of employees and emergency contact information will be kept off-site and available.

### **Medical Emergencies**

Many customers will be patients who treat their medical conditions with cannabis formulations, so there may be a slightly elevated risk for a medical emergency to occur on the premises during business hours. Employees working in the store and security personnel monitoring the parking area will maintain awareness of the potential for such emergencies and monitor customers for signs that they may need assistance. The Manager will call the designated number for an emergency medical response when needed.

Many of the medical patients will be seniors, some with ambulatory issues that put them at risk for injuries resulting from a fall. Staff will ensure that no liquid or obstacles remain on the floor that could result in a slip or trip. The senior population is also at increased risk from the Covid-19 virus and staff will follow the guidelines set out by responsible public health agencies for respiratory protection, disinfecting surfaces and the like. The operation will also install freestanding HEPA filtration units to help scrub interior air of viruses and particulates.

### **Robbery**




## **Hazards**

There are no hazardous materials involved in the normal operation of a retail cannabis storefront. Smoking is not permitted, or any open flames in a store display. Employees are trained to observe, and correct or report any fire hazard on the premises such as exposed wire from lighting or electronic equipment, improper chemical storage of cleaning supplies, or combustible materials left near a heat source. Staff will ensure that any large appliances like refrigeration units will use a grounding plug in a grounded circuit.

Employees will keep all walkways clear and all cardboard or paper products away from hot surfaces. Products in aerosol cans will be stored away from any heat source. Managers are responsible for seeing that systems and equipment are maintained and housekeeping is conducted in a way that controls fuel hazard sources.

The operation could potentially face an emergency involving hazardous materials such as flammable, explosive, toxic, noxious, corrosive, biological, oxidizable, or radioactive substances. The source of the hazardous substances could be external, such as a local chemical plant that catches on fire or an oil truck that overturns on the nearby freeway. In such an event the staff will monitor and follow the instructions of officials to determine the appropriate course of action.

## **Safety Training**

The company will educate its employees about the types of emergencies that may occur and train them in the proper course of action. It will clearly communicate to employees who will be in charge during an emergency to minimize confusion. General training will include a review of individual roles and responsibilities; threats, hazards, and protective actions; notification, warning, and communications procedures; emergency response procedures; and the location and use of common emergency equipment. Employees will become familiar with the proper precautions to prevent the spread of the Covid virus for as long as the public health emergency persists.



(530) **626-6243** Fax # 530-626-6289 • Email: [sales@hangtownfirecontrol.com](mailto:sales@hangtownfirecontrol.com)  
P.O. Box 1832 • 331 #1 Industrial Drive, Diamond Springs, CA 95619

C-16# 651858

Juan Garcia / Walkersville Lake Corp/DBA Fairfield Clinica Center  
10/18/2020  
469 Lopes Road STE E. Fairfield, CA 94534  
PH. (707) 384-1756  
Email: [j.garciaflores@yahoo.com](mailto:j.garciaflores@yahoo.com)

To whom it may concern,

My name is Jon Schleicher. I have over 38 years in the fire protection systems and equipment industry. I am the President of Hangtown Fire Control Inc. located in Placerville CA. I started Hangtown Fire Control Inc. here in El Dorado Co., in August of 1982.

Hangtown Fire Control Inc. specializes in the sales and service of all types of fire suppression systems and equipment. I have a specialty "C-16" license (#651858), and an E License (#E1204), issued by the State of California, allowing me to conduct business as a fire protection contractor for fire sprinkler and suppression systems, and also for the sales and service of portable fire extinguishers.

I am writing this letter in response to a request by Walkersville Lake Corp/DBA Fairfield Clinica Center, to review a Fire Safety Plan they will be submitting to the City of Fairfield in order to apply for a permit to open a facility located 469 Lopes Road STE E. Fairfield, CA 94534

I have reviewed their Safety Plan, Safety Floor (Evacuation) Plan, and Safety Site Diagram portions of their permit package. I found that all six documents are comprehensive, well structured, and meet or exceed the City of Fairfield permit application requirements regarding Safety and Fire Prevention, yet are still flexible enough to allow for the addition and / or modification, of any other equipment or procedures that may be required by the "Local Authority Having Jurisdiction". It is my opinion that Walkersville Lake Corp has done their due diligence in regards to the Fire and Safety concerns of the City of Fairfield.

Sincerely,

*JONS.*

Jon Schleicher ~ President

## **5. Security**

### **Facility Security**

Applicants Juan Garcia Flores and Anthony Blanco are security professionals who specialize in providing security planning and physical protection services for retail cannabis enterprises across California and the western United States. Juan established Security Enforcement Alliance in 2009 as physical & logistics security company. He was soon joined by Anthony who brought his expertise as a master/certified trainer to establish the SEA training facility.

With more than 20 years of combined experience, the applicants are experts in the security protection field. SEA currently oversees physical protection services for cannabis industry businesses in the nearby cities of Vallejo and Napa. Over the past decade Juan has had the pleasure to work with and supervise more than 150 employees to provide quality security service. The applicants will apply their knowledge and experience to protect the operation of the Fairfield Clinica Center.





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**Security Operating Procedures**

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**Purpose: To ensure control and safekeeping of business cash assets.**

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[REDACTED]

[REDACTED] greet customers at the entrance and check for government-issued identification and verifies that the individual is 21 years of age. Customers then pass through the vestibule entrance into the reception/lobby area. The receptionist verifies return customer information in the electronic customer information

database. First time customers fill out a form to register as new customers. Once the check-in process is complete the receptionist will allow the customer into the sales floor through the security door.

All employees or other persons acting for the applicant display a laminated or plastic-coated identification badge issued by the applicant while engaging in commercial cannabis activity. The identification badge includes the applicant's "doing business as" name and license number, the employee's first name, an employee number exclusively assigned to that employee for identification purposes, and a color photograph of the employee that clearly shows the full front of the employee's face and that is at least 1 inch in width and 1.5 inches in height.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

Trainers

emphasize the need for accurate entry, and highlight products that might easily be confused with each other and entered incorrectly. Designated employees are trained in systematic physical inventory procedures using standard printed forms to ensure accurate and comprehensive counts. Managers who have completed the State METRC training do all the inventory reconciliation in the electronic POS and track and trace systems.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]  
[REDACTED]  
[REDACTED] The applicants will notify the Fairfield police department within twenty-four hours of discovering any significant discrepancies identified during inventory. [REDACTED]

[REDACTED] The police and City Manager will be promptly informed of any suspected diversion, theft, or loss, or any criminal activity involving the cannabis business or any agent or employee of the cannabis business, or any other breach of security.

If a physical count shows a minor discrepancy, the Manager on duty will determine the reason for any missing inventory if possible and record it when removing items from inventory in the POS and State track and trace systems. A small amount of cannabis waste is generated in the course of conducting retail sales in the form of customer returns, expired products, broken packaging, and otherwise defective products that are not returned to a vendor for exchange. [REDACTED]

[REDACTED]  
[REDACTED]  
[REDACTED]

The cannabis products designated as waste are rendered unusable and unrecognizable by grinding and incorporating the cannabis waste with an equal amount of non-consumable, solid wastes like soil, paper waste, or food waste. The resulting cannabis waste is stored in a locked container supplied by a contracted third party waste hauler.

The responsible management level employee records the items converted to waste in the POS system to reconcile inventory. In the State METRC system the employee also enters the name of the employee performing the destruction or disposal, the reason for destruction or disposal, and the name of the entity used to collect and process the cannabis waste. The applicants will maintain records from the entity hauling the waste that indicates the date and time of each collection of cannabis waste at the licensed premises and a copy of the documentation prepared by the entity hauling the waste that confirms receipt of the cannabis waste at the solid waste facility for each delivery.

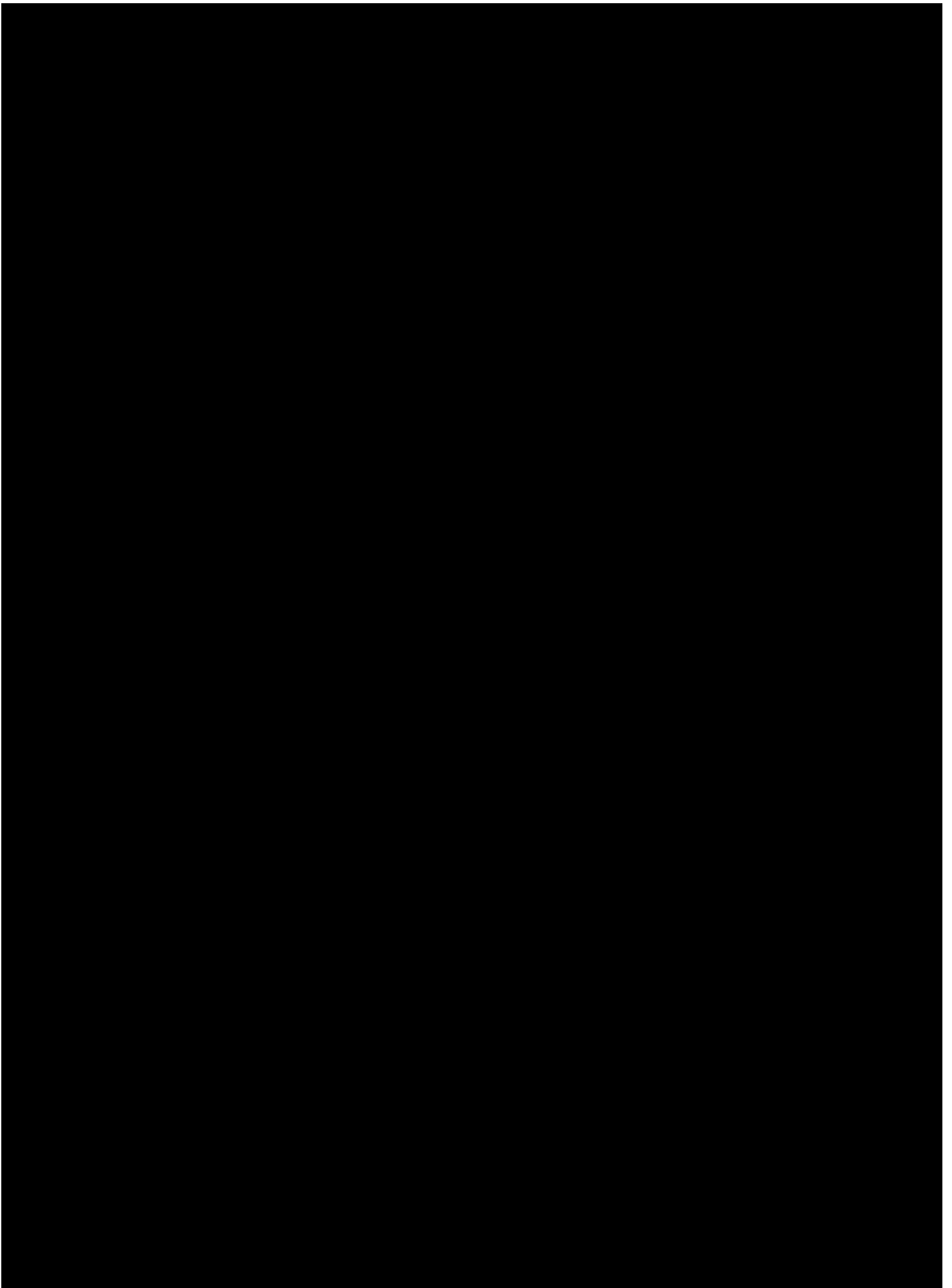
[REDACTED]

A designated security representative will serve as a liaison to the City and be available to meet with a City representative regarding security matters.

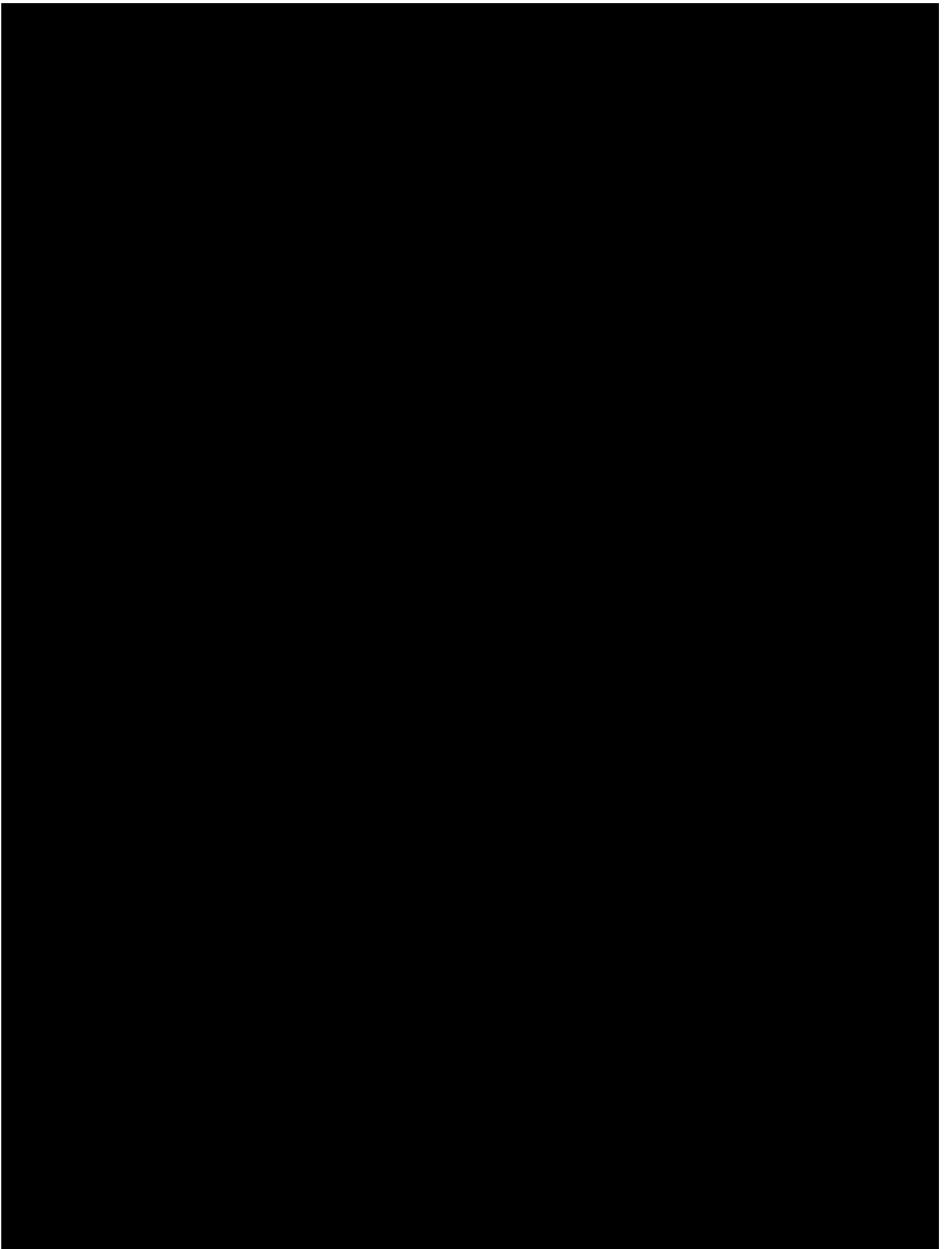
[REDACTED]

The operators will cooperate with the City whenever the City Manager or his/her designee(s) makes a request, without prior notice, to inspect or audit the effectiveness of the security plan or of any other requirement of the Fairfield Municipal Code. The store will use a state of the art POS

system designed for retail cannabis sales and linked to the State track and trace METRC system. Any significant discrepancy in inventory or indication of loss or any criminal activity will be reported to the City Manager or a designee within twenty-four hours.







## **Location**

The proposed location lies at the Cordelia Junction near the I-80 and 680 interchange. The surrounding area contains a number of smaller light industrial businesses. The location is in a 25,000 sq. ft. building erected on a concrete slab that sits on well over an acre. The building is subdivided into multiple suites, described as condo office/warehouse space.

Across Fulton Drive to the north is a large multi-story commercial building with multiple tenants. To the east across Lopes Road there is an empty median strip fronting the freeway. A two and a half acre vacant parcel adjoins the property on the south side. To the west the neighboring parcel has a large building that houses Inserv Engineering Services. Approximately 70 feet separates the two buildings. The location features ample parking along the east and west sides, with more on the south end, as shown in the site diagram.

The units are typically narrow and long in the east/west direction, featuring high 16 -17 foot ceilings. On the east side facing Lopes Road the suites have glassed entry/ office areas and on the back side facing west they have roll-up steel security doors. Businesses in neighboring suites include a boat repair service and a hydroponic and indoor gardening center.

# Site Images



Facing Lopes Road at the Intersection with Fulton Drive

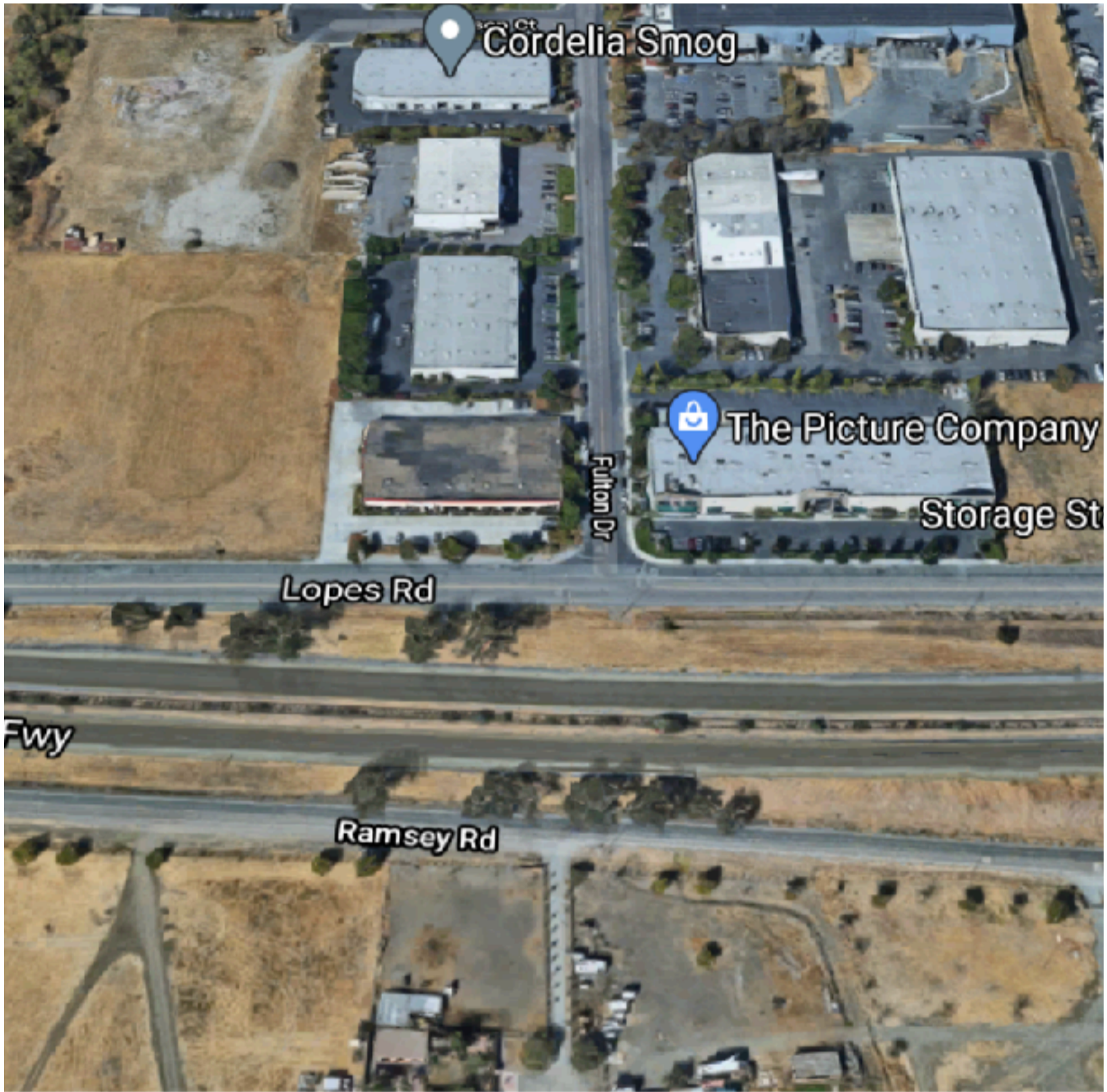




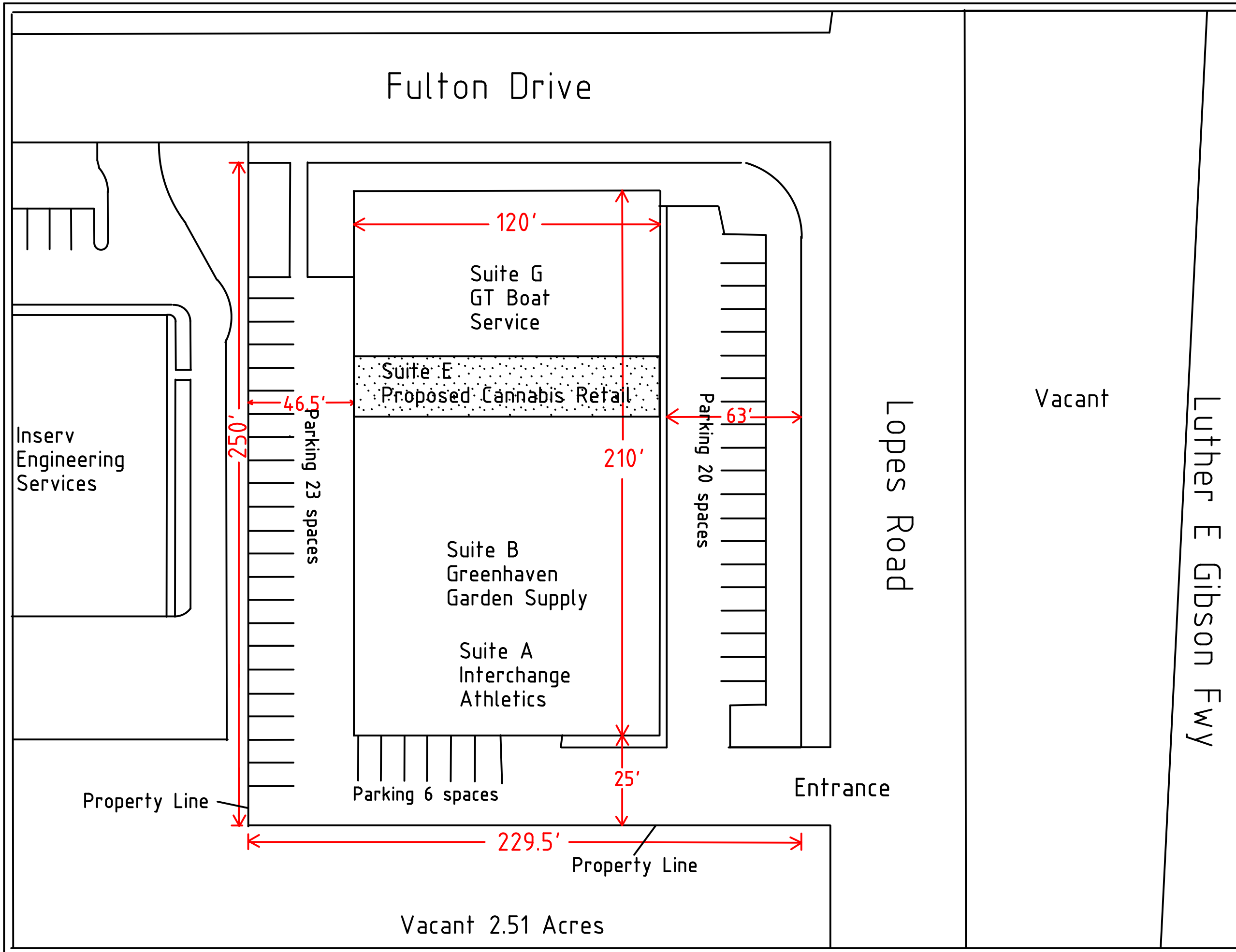
View of the South Exposure



West Side with Roll-Up doors



Aerial View Looking West Across the Luther E. Gibson Fwy

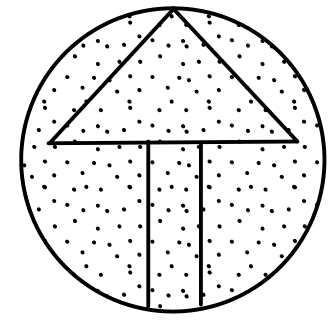


# Location

469 Lopes Rd.  
Suite E  
Fairfield, CA  
94534

APN: 0180-130-280

Proposed Cannabis Retail  
Fairfield Clinica Center



Scale 1/16  
(reduced)

## 7. COMMUNITY RELATIONS

As a lifelong community-oriented Fairfield resident, Juan has been impressed with the work of the Matt Garcia Foundation. The organization's focus on developing youth programs to change a culture of crime and violence in the City dovetails with the Security Enforcement Alliance's ongoing efforts to provide training and employment. Over the years Juan and Anthony have volunteered in a number youth oriented community programs sponsored by organizations like the Police Activities League.

The applicants worked with the Fairfield - Suisun Boys and Girls Club, providing educational, athletic and life enriching youth programs that develop discipline, positive self-image, mutual trust and respect. They were saddened by the demise of the local chapter. The Matt Garcia Foundation has filled a good portion of that gap and the applicants are eager to contribute to its continued success.

The tragic death of the organization's namesake was an illicit drug-related crime, and case of mistaken identity. Providing a legal option to the black market for cannabis products is one way to help reduce the amount of cash circulating underground and cut down on violent crime. It is also becoming increasingly clear as the science comes in that cannabis formulations have a number of medical applications that can significantly improve quality of life for many local residents. We need to be careful, though, not to send the wrong message to impressionable young people and to discourage early use.

Unfortunately, there's little in the way of reliable science to inform about possible long-term effects of underage use of cannabis, particularly chronic use. That experiment has been going on for more than a half century in real life, but prohibition has prevented unbiased collection of the data. The more recent addition of a variety of concentrated formulations to the mix further muddies the picture. In the face of that kind of uncertainty we need to err on the side of caution, and give young people the best information we have available. There is no question about the damaging effects of many other drugs found in the black market like methamphetamine or opiates.

We would be more than happy to participate in developing and/or supporting an educational program for the youth of Fairfield to provide reliable information about the health risks of drug use, including addictions. The Matt Garcia Foundation looks like a good vehicle to carry that message.

In addition to joining the ranks of financial sponsors like the City of Fairfield, the Fairfield Police Department, the Chamber of Commerce, and Kaiser Permanente; organizations like the Foundation depend on volunteer effort to conduct their programs. We will encourage and incentivize our employees to volunteer, and use the opportunity for team-building in our own organization. We look forward to sharing ideas for a Community Relations Agreement with the City and interested parties.





## Solano AIDS Coalition

The purpose of Solano Aids Coalition is to enrich the communities within Solano County by raising social awareness about the realities of HIV/AIDS through various drives, HIV testing, condom distribution, counseling services, referrals, educational community events and more.

Dear City Of Fairfield:

It is a genuine pleasure and honor for me to recommend Juan Garcia as a Business Member in the beautiful City of Fairfield, California. In my capacity as Chief Executive Officer of Solano AIDS Coalition, I have worked closely with Juan Garcia for 10 years.

Juan Garcia has proved himself a hard-working and responsible individual and I am delighted to provide this letter of recommendation on her behalf. Juan Garcia remarkable talents for business, management, and communication make his uniquely qualified to manage the Fairfield Clinic Center at 469 Lopes Road, suite E Fairfield, CA into a business that will become a model. I have witnessed Juan Garcia in stressful and complicated projects requiring high levels of intelligence and understanding; He meets every challenge and deadline and tackled every problem with grace and ease. His innovative ideas and solutions increased his company's profits, and she has made valuable contributions in other areas as well. For example, He has enabled key community events to happen with her support both physically and fiscally. She has also promoted the distribution of safety products to reduce or eliminate the spread of HIV/AIDS and other devastating diseases.

In the years that I have known and worked with Juan Garcia, I have developed enduring respect for both his work ethic and her problem-solving abilities. I can confidently say that Juan Garcia would make a positive and beneficial addition to your city and she has my highest recommendation.

If you have any further questions about his background or qualifications, please do not hesitate to call me at the number listed below.

Sincerely,

Mario Saucedo

*Chief Executive Officer*

*Solano AIDS Coalition*

707-450-5861

**Board of Directors  
2020**



P.O. Box 2118, Fairfield, CA 94533

August 31, 2020

City of Suisun City  
701 Civic Center Blvd.  
Suisun City, CA 94585

To Whomever It May Concern;

This letter is in support of Solano Hispanic Chamber of Commerce Member, Railroad Clinica Center. Our small business member is seeking to build a cannabis dispensary in Suisun City. At this time, Railroad Clinica Center is a current member in good standing with our organization. They have provided us with insight regarding their plans to build a location that prioritizes safety for customers and community members. They have outlined plans to ensure their location includes security personnel, has adequate lighting, and includes security measures that proactively addresses crime prevention. Railroad Clinica Center has also outlined their interest in funding local non-profit organizations that benefit Suisun City residents, including supporting homelessness intervention.

Below, please find additional information provided by the California Hispanic Chambers of Commerce regarding a recent study conducted by the reputable consulting firm Applied Development Economics.

- Cannabis businesses show significant market potential for additional legal sales throughout California, resulting in substantial increases in tax receipts for state and local governments if the number of retail cannabis establishments expands to meet local demand in those communities that do not currently have legal retail cannabis sales.
- As local governments struggle with meeting their budget needs and providing essential services to their residents, legal cannabis sales represent a source of revenue that has remained untapped by most California jurisdictions.
- California's cannabis tax receipts totaled over \$635 million in 2019, which represents a significant year-over-year jump over the \$397 million collected in 2018.

Sincerely,

Alma Hernandez, President  
*On Behalf of the Solano Hispanic Chamber of Commerce*

*Enc. Economic Study*

President

Fundraising & Gala Chair  
**Alma Hernandez**  
Vivanti Events

1st Vice President  
Communications &  
Public Relations Chair  
**Leo Callejas**  
Digital Track

2nd Vice President  
Scholarship Chair  
Education/Procurement/Workforce  
Development of the Future Chair  
**Gerson Monterroso**  
Inspired Dream Realty

3rd Vice President  
**Mario Saucedo**  
Solano Aids Coalition

Immediate Past President  
Elections Chair  
**Citlalli Flores Zepeda**  
Alfa Entrepreneurs

Chief Ambassador  
Membership Development &  
Ambassador Program Chair  
Board Development & Onboarding Chair  
**Erica Trevino**  
Business & HR Consultant

Parliamentarian  
**Zuleyma Hernandez**  
Safeway, Inc.

Latina Leadership Development Co-Chair  
**Doriss Panduro**  
Office of Assemblymember Frazier

Board Development & Onboarding  
Co-Chair  
**Paul Smith**  
Fairway Independent Mortgage Corporation

Government Affairs / Advocacy Chair  
**Juan Mendez**  
Shiny Auto Detail

Government Affairs / Advocacy  
Co-Chair  
**Amit Pal**  
Touro University

Scholarship Co-Chair  
**Isabel Reyes**  
Eric Reyes Foundation

Board Member  
**Sandra Gonzalez**  
Republic Services

**From:** HdL Companies receipts+acct\_1FXG5eDfTf40VZQ@stripe.com  
**Subject:** Your HdL Companies receipt [REDACTED]  
**Date:** October 23, 2020 at 1:21 AM  
**To:** info@securityea.com



## Receipt from HdL Companies

Receipt [REDACTED]

AMOUNT PAID	DATE PAID	PAYMENT METHOD
[REDACTED]	October 23, 2020	[REDACTED]

### SUMMARY

Order Details: Fairfield gov services - 1 pcs. [REDACTED]

**Amount paid** [REDACTED]

If you have any questions, contact us at [support@hdlcompanies.com](mailto:support@hdlcompanies.com) or call at +1 909-861-4335.

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**Subject:** Your HdL Companies receipt [REDACTED]  
**Date:** October 22, 2020 at 11:30 PM  
**To:** info@securityea.com



## Receipt from HdL Companies

Receipt [REDACTED]

AMOUNT PAID	DATE PAID	PAYMENT METHOD
[REDACTED]	October 22, 2020	[REDACTED]

### SUMMARY

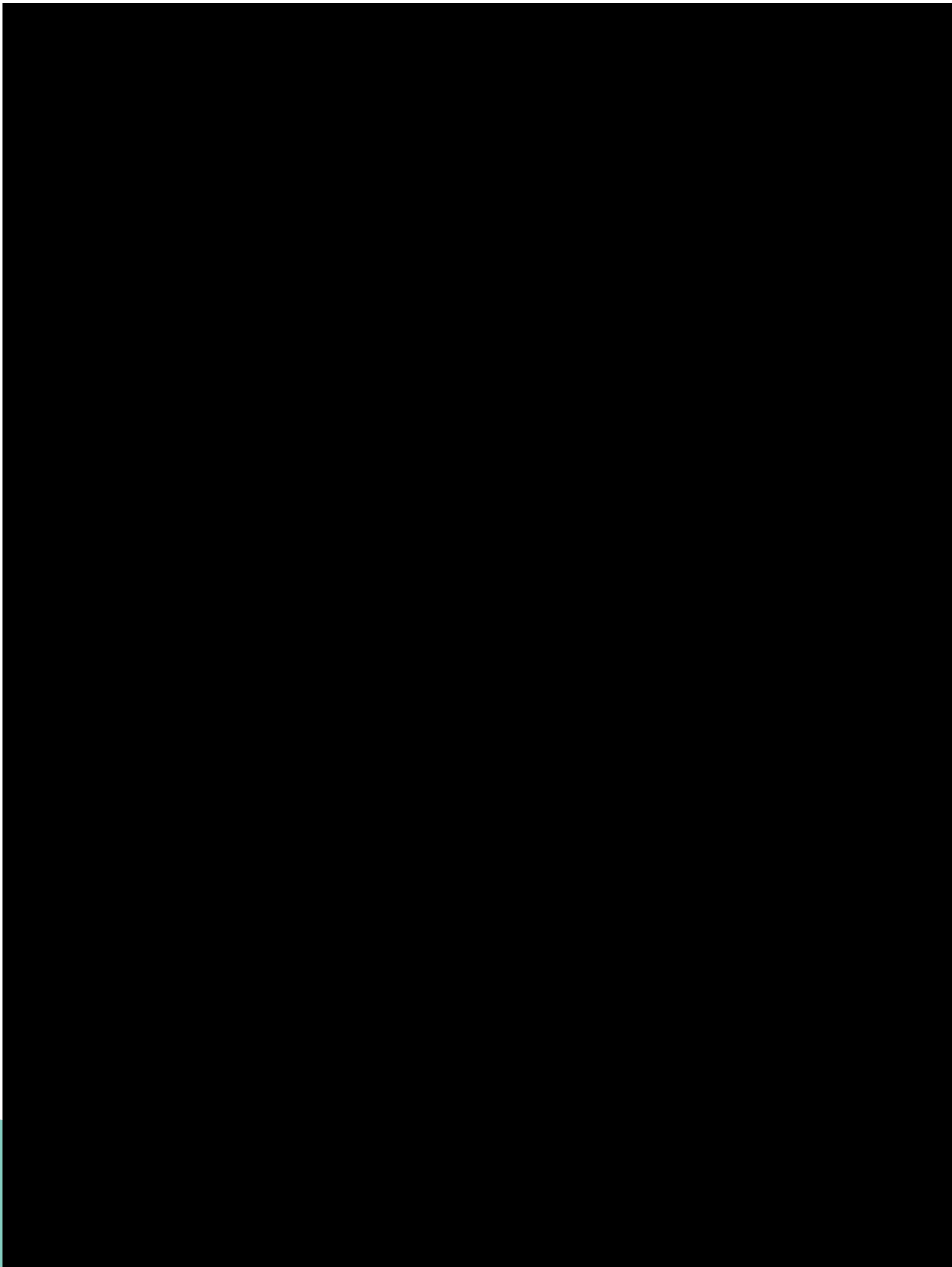
Order Details: Fairfield gov services - 1 pcs. [REDACTED]

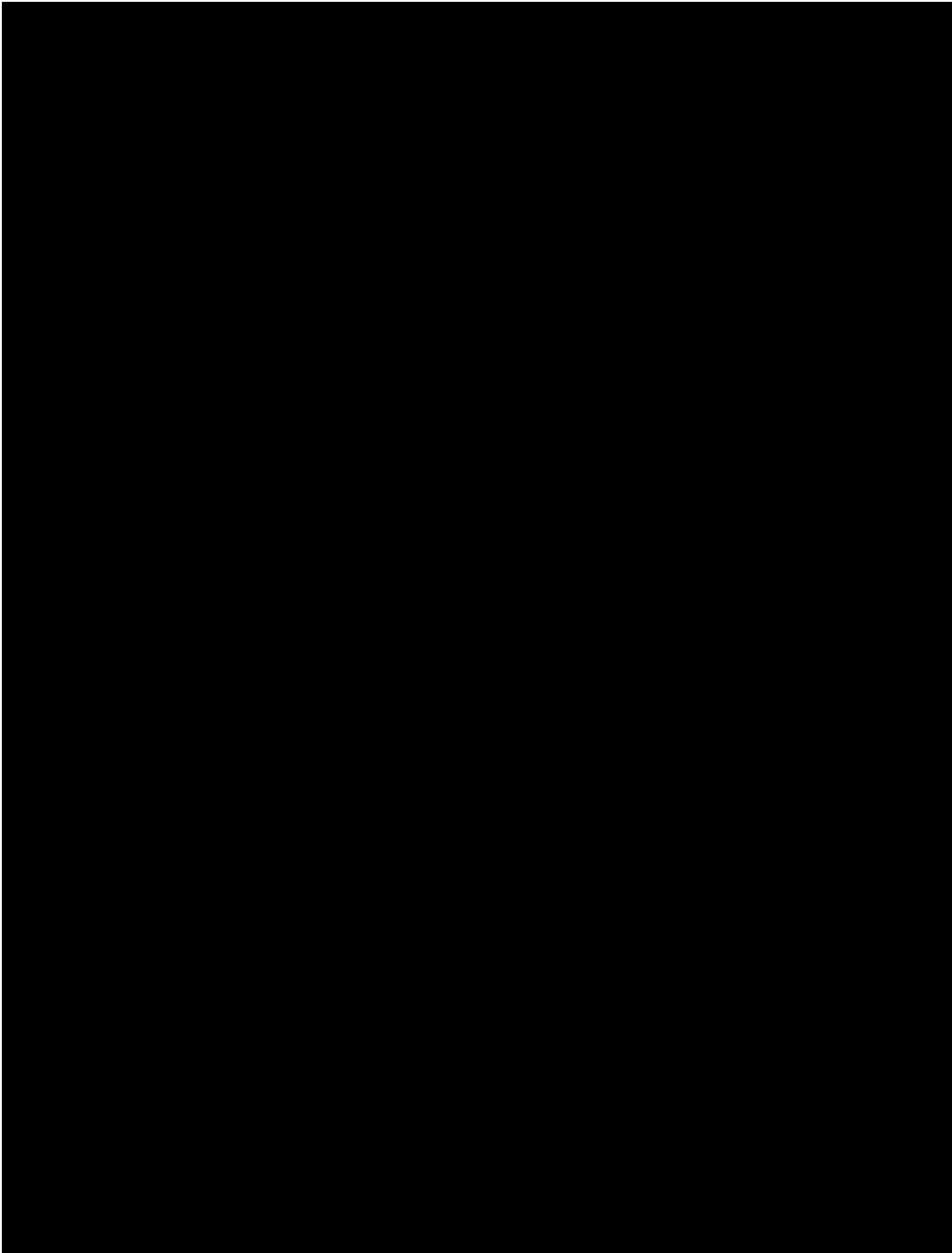
**Amount paid** [REDACTED]

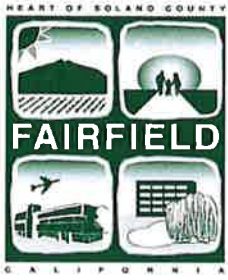
If you have any questions, contact us at [support@hdlcompanies.com](mailto:support@hdlcompanies.com) or call at +1 909-861-4335.

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# CITY OF FAIRFIELD

Founded 1856

Incorporated December 12, 1903

## COMMUNITY DEVELOPMENT DEPARTMENT

Home of  
Travis Air Force Base

October 15, 2020

### COUNCIL

Mayor  
Harry T. Price  
707.428.7395  
Vice-Mayor  
Pam Bertani  
707.429.6298  
Councilmembers  
707.429.6298

Catherine Moy

Chuck Timm

Rick Vaccaro

•••

City Manager  
Stefan T. Chatwin  
707.428.7400

•••

City Attorney  
Gregory W. Stepanich  
707.428.7419

•••

City Clerk  
Karen L. Rees  
707.428.7384

•••

City Treasurer  
Arvinda Krishnan  
707.428.7036

### DEPARTMENTS

City Manager's Office  
707.428.7400

•••

Community Development  
707.428.7461

•••

Finance  
707.428.7036

•••

Fire  
707.428.7375

•••

Human Resources  
707.428.7394

•••

Parks & Recreation  
707.428.7465

•••

Police  
707.428.7362

•••

Public Works  
707.428.7485

Juan J Garcia Flores  
260 East Pacific Avenue  
Fairfield, CA 94533

**Re: Zoning Letter for 469 Lopes Road, Fairfield, CA 94534, ZL2020-037**

Dear Mr. Garcia Flores:

In response to your request for zoning information for cannabis permitting at the above referenced property, I trust that you will find the following information useful:

- The current zoning classification for the subject property is CS (Service Commercial).
- Commercial cannabis - retail is a permitted use in the CS zone subject to the requirements of the Fairfield Municipal Code (FMC) Chapter 10E.
- The City has not identified any sensitive uses, as defined in FMC Section 10E.18 (c), within 600 feet of the subject property at the time of this writing.

All information was obtained from public records, which may be inspected during regular business hours. For further information regarding zoning requirements, the entire Zoning Ordinance can be reviewed at the City website, [www.fairfield.ca.gov](http://www.fairfield.ca.gov).

Please contact me at 707-428-7450 or [akreimeier@fairfield.ca.gov](mailto:akreimeier@fairfield.ca.gov) with any questions or concerns.

Sincerely,

AMY KREIMEIER  
Senior Planner

# LETTER OF INTENT

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10/12/2020

Juan J. Garcia-Flores  
[REDACTED]

To whom it may concern,

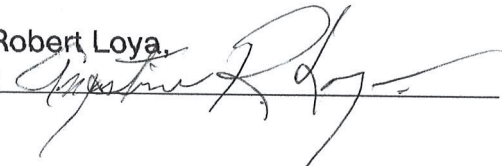
Our intent is to apply for a retail cannabis store front in the following address.  
469 Lopes Rd. Fairfield, CA 94534 Suite E, United States.

Intended terms of purchase

Augustine Robert Loya has agreed to sell the above property to Juan J. Garcia-Flores  
have agreed to on sale of the property at [REDACTED] USA dollars.

Augustine Robert Loya,

Signature :



Date:

9-19-20

Any questions please contact me at: [REDACTED] or email  
[REDACTED]

Sincerely,

*Juan J Garcia-Flores*

\_\_\_\_\_  
Juan J. Garcia-Flores



**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT**

**CIVIL CODE § 1189**

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California )  
County of Solano )

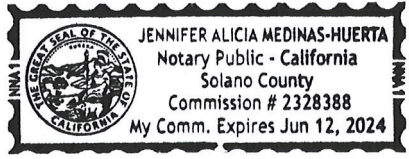
On Thursday, October 22, 2020 before me, Jennifer Alicia Medinas-Huerta, Notary Public  
Date Here Insert Name and Title of the Officer

personally appeared Augustine Robert Loya  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature Jennifer Alicia Medinas-Huerta  
Signature of Notary Public

Place Notary Seal Above

**OPTIONAL**

Though this section is optional, completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.

**Description of Attached Document**

Title or Type of Document: \_\_\_\_\_ Document Date: \_\_\_\_\_

Number of Pages: \_\_\_\_\_ Signer(s) Other Than Named Above: \_\_\_\_\_

**Capacity(ies) Claimed by Signer(s)**

Signer's Name: \_\_\_\_\_

- Corporate Officer — Title(s): \_\_\_\_\_
- Partner —  Limited  General
- Individual  Attorney in Fact
- Trustee  Guardian or Conservator
- Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

- Corporate Officer — Title(s): \_\_\_\_\_
- Partner —  Limited  General
- Individual  Attorney in Fact
- Trustee  Guardian or Conservator
- Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

**CITY OF FAIRFIELD**  
**COMMERCIAL CANNABIS BUSINESS PERMIT APPLICATION**  
**TERMS AND CONDITIONS**

Dated: October 22, 2020

With submission of the attached Commercial Cannabis Business Permit Application ("Application"), I, the undersigned, hereby agree to the following Terms and Conditions:

1. I am submitting to the City an application deposit in the amount of \$ 11,727.00 for the review and processing of a commercial cannabis business permit.
2. The entire amount of the Application deposit is not refundable for any reason. I understand that there is no guarantee, express or implied, that by submitting an Application or making the application deposit identified above that I will obtain a commercial cannabis business permit or any land use entitlements necessary in order to operate a commercial cannabis business. I understand that the City may deny my Application for any reason.
3. All costs incurred by the City in processing my Application, including staff time and overhead, shall be paid by me. This is my personal obligation and shall not be affected by sale or transfer of the property subject to the Application, changes in business organization, or any other reason. As work proceeds on the Application, actual City costs, as established by the City Council, will be charged against the deposit account. The City will deduct such costs from the deposit at such times and in such amounts as City determines. "Costs incurred by the City" as identified in this paragraph shall include costs for the services of contractors or consultants. The City shall exercise its sole discretion in determining whether it is necessary to engage the services of an outside contractor to assist with application processing, which costs are to be paid by me.
4. If at any point the City determines that the amount deposited will not be adequate to cover all costs associated with Application processing, the City may make a written request for additional deposit(s) and staff will suspend work on the Application until sufficient funds are deposited. I agree to deposit such additional sums within the time stated in City's request. If I fail to deposit additional funds I understand that my Application will be deemed withdrawn.
5. To the fullest extent permitted by law, I shall defend (with counsel of City's choosing), indemnify, and hold harmless the City of Fairfield and its agents, officers, elected officials, employees, and volunteers (together, "City indemnitees") from and against any claims, actions, damages, injuries, costs (including attorneys' fees and other expenses), or liabilities of any kind, including those arising from bodily injury, sickness, disease, death, property loss and property damage, arising from or related to the processing of my Application for a commercial cannabis business permit, the issuance of the permit, the enforcement of the conditions of the permit, or the conduct or operations of the commercial cannabis business that is the subject of a permit. My obligations under this paragraph shall apply regardless of whether a license or any permits or entitlements are issued.
6. I hereby waive and release the City Indemnitees from any and all claims, injuries, damages, or liabilities of any kind arising from or related to the Application for a commercial cannabis business permit, the issuance of the permit, the enforcement of the conditions of the permit, or the conduct or operations of the business that is