



INTEGRITY - PROFESSIONALISM - EDUCATION

**150 ALASKA AVE
FAIRFIELD, CA**

BOARD OF DIRECTORS



Deanna Garcia
CFO, Board Member



Kimberly Cargile
Secretary, Board Member



Haley Andrew
CEO, Board Member



Brandi Proffitt
Board Member



Dave Jones
Board Member

20 years Executive Management and Entrepreneurial Experience

30 years experience in Real Estate & Construction

25 years of experience in the Cannabis Industry

Co-Owner in 8 State Licensed Cannabis Companies

20 years Executive and Management Cannabis Industry Experience

Founder & Co-Owner of 9 State Licensed Cannabis Businesses: Retail, Manufacturing, Distribution and Cultivation

Board Member of the National Cannabis Industry Association

10 years Business Management experience

Founder & Co-Owner of Dixon Wellness Collective

Board Member of Dixon Chamber of Commerce

20 years experience in Retail Management

6 years in Cannabis Education and Sales

Graduate of Solano Community College ATP

Proud Solano County Resident for 30+ years

20 years Inventory & Retail Management

5 years Management in Cannabis Industry

Compassionate Leadership & Mentoring

Graduate of Vacaville High School

FAMILY OF LICENSED COMPANIES



TOTAL APPLICATIONS

14

APPLICATIONS IN PROGRESS
FINAL STAGE

02

APPLICATIONS APPROVED
IN DEVELOPMENT

02

APPLICATIONS APPROVED OPEN
AND IN OPERATION

10

**10
YEARS
OF SERVING**

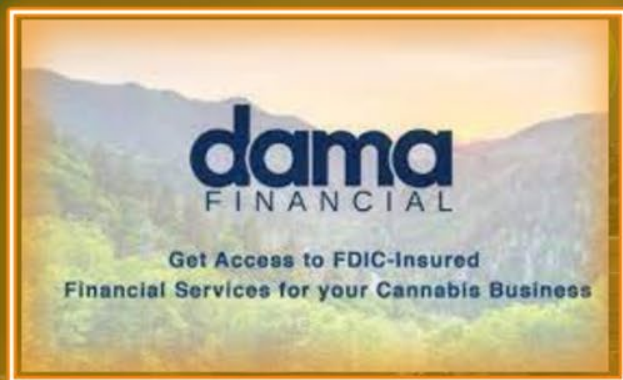


**10,000
MEMBERS
FAIRFIELD
RESIDENTS**

FINANCIAL CAPITALIZATION

2020 Sales: \$30 Million

Net Worth: \$60 Million





TAX REVENUE PROJECTIONS

	YEAR 01	YEAR 02	YEAR 03	YEAR 04	TOTALS
REVENUE	\$997,500.00	\$3,793,037.00	\$6,793,153.00	\$8,060,885.00	\$19,644,575.00
City Tax Estimated at (6%)	\$ (59,850.00)	\$ (227,582.22)	\$ (407,589.18)	\$ (483,653.10)	\$ (1,178,674.50)
State Excise Tax (15% COGS with 80% Markup)	\$ (113,400.00)	\$ (512,059.00)	\$ (917,075.00)	\$ (1,088,219.00)	\$ (2,630,753.00)
State Sales Tax (8.38%)	\$ (82,792.00)	\$ (314,822.00)	\$ (563,831.00)	\$ (669,053.00)	\$ (1,630,498.00)
Income Tax (280 E Tax Code)	\$ (99,750.00)	\$ (379,303.00)	\$ (679,315.00)	\$ (806,088.00)	\$ (1,964,456.00)
Payroll Taxes	\$ (25,744.00)	\$ (34,800.00)	\$ (82,368.00)	\$ (101,568.00)	\$ (244,480.00)
Total Taxes Paid	\$ (381,536.00)	\$ (1,468,566.22)	\$ (2,650,178.18)	\$ (3,148,581.10)	\$ (7,648,861.50)

OUTSTANDING COMPLIANCE RECORD

- ✓ **ALL COMPANIES HAVE PASSED ALL INSPECTIONS AND AUDITS**
- ✓ **NEVER HAD A LICENSE SUSPENDED OR REVOKED**
- ✓ **NEVER MISSED A TAX PAYMENT: CDTFA, FTB, IRS OR LOCAL**
- ✓ **ALL LICENSES OBTAINED ARE: IN OPERATION OR CONSTRUCTION TO OPEN**





MEMBER INTAKE PROCESS

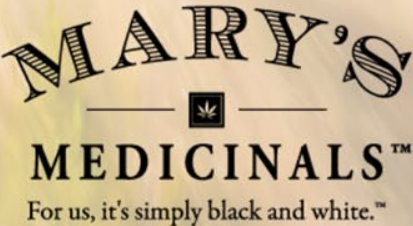
1. Security Guard
2. Receptionist
3. Sales Consultant

*Government Issued Identification
is Verified*

3 x

Prior to Sale

RECOMMENDED BY OUR VENDORS



PROPOSED TIMELINE

May 2021

City Council approves
Retail Permit!

June 2021

Apply for Conditional Use
Permit & Building Permits

July 2021

Begin Construction

August 2021

Apply for Fairfield Business
License, State Seller's
Permit, Private Proprietary
Security Employer Permit &
State Retail License

August 2021

Interview Employees, apply
for Fairfield Employment
Permits

September 2021

Complete Construction and
Security Upgrades

October 2021

CUP, Business License &
State License Approval

November 2021

Employee Training, Product
Purchasing, Finishing
Touches

December 2021

Grand opening with Chamber
of Commerce Ribbon
Cutting!

A person with short dark hair is holding a small white heart in their hands. The background is a soft-focus image of the person's face and hands.

5% of Profits

= \$200,000

**8 Volunteer Hours
Per Month Per Employee**

= 9,000 Hours

Over the Next 4 Years

**CHARITY
DONATIONS**

FAIRFIELD COMMUNITY FIRST

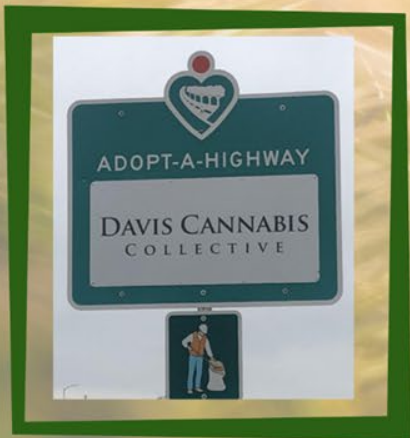
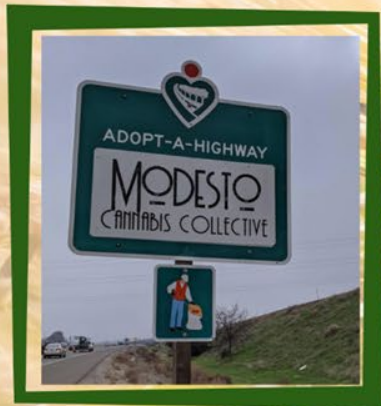


CHAMBER AMBASSADORS



VOLUNTEERING







Ujima

Family Recovery Services



CHARITABLE CONTRIBUTIONS



Veterans Unlimited Services of Solano County



LABOR RELATIONS & EMPLOYMENT PLAN

- Commitment to Hiring Local
- Living Wage: \$15 - \$25 per hour
- Health Benefits: Medical & Dental
- Paid Training & Education
- Paid Volunteer Time
- Paid Sick Leave & Family Leave
- Retirement Plan
- Labor Peace Agreement
- Options for Career Advancement
- Employee Appreciation Events
- Incentive Programs
- Annual Bonuses



ROLE	YEAR 1	YEAR 2	YEAR 3	YEAR 4
DIRECTOR	2	2	2	2
MANAGER	0	0	4	6
SECURITY	4	4	6	6
RECEPTION	2	6	8	10
SALES	2	6	8	10
TOTAL	10	18	28	34

EMPLOYEE TRAINING & CONTINUING EDUCATION

- California State Cannabis Regulations
- City of Fairfield 10E Cannabis Ordinance
- Injury and Illness Prevention Program Training
- Harassment, Discrimination, and Prevention Policy
- OSHA / CAL OSHA Training
- Proper Product Handling, Quality Control, Storage and Sanitation
- Customer Service, Member Privacy
- COVID-19 Safety and Cleanliness
- Security, Emergency, Evacuation Training
- Human Anatomy, Physiology and Body Systems
- Cautions and Contraindications
- Administration Techniques & Dosage
- Product Specifics
- Common Symptoms and Effects
- The Endocannabinoid System
- Phyto Cannabinoids and Terpenes



FOCUS

Foundation of
Cannabis Unified Standards

Cannabis Trainers
THE SAFE RESPONSIBLE SALE OF CANNABIS



**GREEN
FLOWER**
FOR BUSINESS

EMPLOYEE TO OWNER INCUBATOR PROGRAM



NEIGHBORHOOD OUTREACH

FAIRFIELD CANNABIS COLLECTIVE
150 ALASKA AVENUE FAIRFIELD, CA 94533



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SATURDAY JANUARY 16TH, 2 O'CLOCK UNTIL 4 O'CLOCK
WE LOOK FORWARD TO MEETING YOU

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CBD for Health & Living

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NOVEMBER 6 | 6:00 - 7:30p

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MagnoliaCourtCA.com

NUISANCE MITIGATION: MEMBERSHIP GUIDELINES

1. Always act in a kind and respectful way to staff, other patrons, the property and our neighbors.
2. Always act in conformance with all California cannabis laws, the Fairfield City Ordinance and FCC company policies, at all times.
3. Do not litter. Dispose of your trash in provided receptacles.
4. Do not smoke, ingest, or consume cannabis or tobacco products on this property or within 500 feet of the dispensary.
5. Do not loiter on the property or within 50 feet of the premises.
6. Juveniles are prohibited from entering the building. Keep all cannabis products in childproof packaging and out of reach of children.
7. Only service animals are allowed in the dispensary. They must be kept on a leash, at all times. Please clean up any animal droppings.
8. The re-sale of cannabis and the diversion of cannabis are a violation of state law. Do not sell or otherwise redistribute cannabis products.
9. Do not smoke cannabis or use cannabis products within 1,000 feet of a school, day care center, or youth center while children are present at the school, except in or upon the grounds of a private residence or in accordance with Section 26200 of the Business and Professions Code.
10. Do not smoke cannabis or use cannabis products in a location where smoking tobacco is prohibited.
11. Do not smoke or ingest cannabis or use cannabis products in a public place.
12. Do not smoke or ingest cannabis or cannabis products while driving, operating a motor vehicle, boat, vessel, aircraft, or other vehicle used for transportation.
13. Do not possess an open container or open package of cannabis or cannabis products while driving, operating, or riding in the passenger seat or compartment of a motor vehicle, boat, vessel, aircraft, or other vehicle used for transportation.
14. Please, lower the volume of music to a reasonable level to respect neighboring businesses and residents prior to FCC's neighborhood.
15. Only park in FCC designated parking lot. If street parking is available, please be respectful of time spent parked as this is communal parking. Parking inside of neighboring complexes will be prohibited and may result in towing of the vehicle, at the owner's expense.

SAFETY & SECURITY

- Engaged Professional Security Team
- 24 Hour Fire & Security Alarm System
- 24 Hour Video Camera Surveillance
- 24 Hour On-Site Security Guards
- Alarm System and Panic Buttons
- Secure Construction
- Secure: Doors, Locks & Windows
- UL Certified Safes
- Security Lighting
- Loitering Deterrents
- Employee Training
- Identification Badges





SECURE SHIPMENT INTAKE PROCESS



Secure Unloading Bay
w/ Roll Up Metal Doors
Security Guard Supervision
Camera Surveillance
Panic Buttons



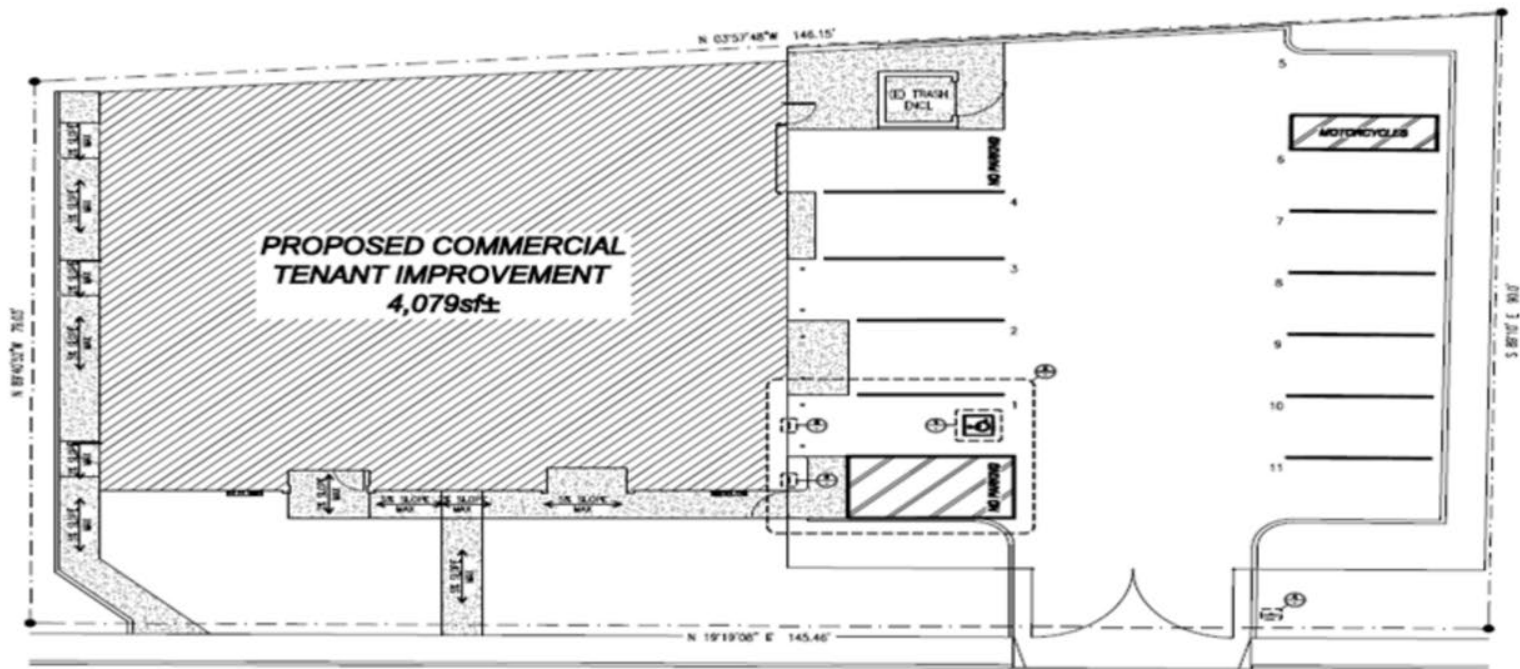
150 ALASKA AVE FAIRFIELD, CA

Zoned (CT) Commercial Thoroughfare
4000 sq ft building on 12,327 sq ft lot
Meets all City and State Requirements

12 Parking Spaces

360 ft. of Street Parking

LOCATION: SITE PLAN



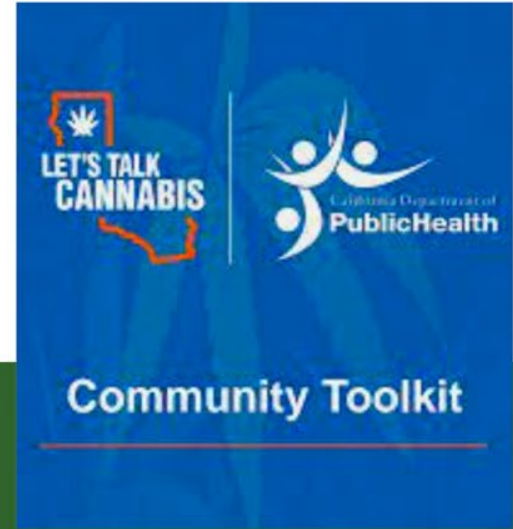
SITE PLAN
NOT A LEGAL SURVEY

ALASKA AVENUE (centerline of ROW)

scale: 1/8" = 1'-0"



PUBLIC EDUCATION





EDUCATION & RESEARCH



SACRAMENTO
STATE





MEMBER DIRECTORY

LO

About Us Policy & Advocacy Even

← BACK TO BOARD MEMBER DIRECTORY



A THERAPEUTIC ALTERNATIVE

KIMBERLY CARGILE

Kimberly Cargile has been dedicated to advancing the California for almost 15 years now, as an advocate and experience operating dispensaries and 20 years cultivation gained invaluable industry knowledge. As the C.E.O. of





GOVERNMENT ADVOCACY



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#CHOOSE #WOMEN



TODAY'S SMALL BUSINESS OWNER

26%

FEMALE



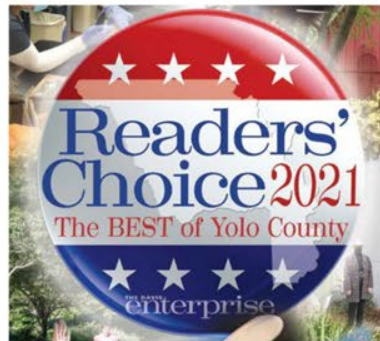
72%

MALE



WE SAW AN **18% INCREASE** IN THE NUMBER OF WOMEN BUSINESS OWNERS YEAR-OVER-YEAR.

AWARD WINNING COMPANIES



Dixon Wellness Collective owners and staff pose together Thanksgiving morning to have not lost words to the homeless population in Yolo County. (Courtesy photo)

**Best Cannabis Dispensary
2021: Dixon Wellness
Collective**

By Daily Republic Staff



Dixon Wellness Team Members and Owner Haley Andrew

**Best Cannabis Dispensary in
Northern California 2020:
Dixon Wellness Collective**

By Daily Republic Staff



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- Cancer
- And Other Ailments
- THC & CBD 101
- Aging
- Neurological Issues
- Digestive Issues
- Physical & Emotional Trauma

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chuckswellnesscenter@gmail.com

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Women Making a Wave in Cannabis New dispensary owner builds upon work of female pioneers

N&R Publications by **Ken Magri**

This article was published on **04.12.18.**

"We're ready for it," said Haley Andrew, about opening her new dispensary, Dixon Wellness Collective. At 30 years old, Andrew represents the next wave of California cannabis businesses founded and owned by women.

The Elk Grove resident previously worked in insurance and restaurants, while her husband was a bartender. "I actually talked him out of the industry. With a family, it was too much risk," said Andrew. "But then Kimberly [Cargile] called, when she was starting A Therapeutic Alternative." The Andrews both accepted jobs.

Haley was soon bit by "the bug" when the mother of an autistic patient expressed such gratitude for the relief provided. Andrew was inspired by this woman to do her own research on the medicinal qualities of cannabis.

Last year Cargile said to Andrew, "I heard Dixon is opening up their ordinances. Do you



Haley Andrew, co-owner of Dixon Wellness Collective
PHOTO BY KEN MAGRI

THE REPORTER

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LOCAL NEWS

Dixon Wellness, Dixon Family Services collaborate to help those in need



By MCK SESTANOVICH | sestano@thereporter.com
PUBLISHED May 26, 2018 at 3:45 p.m. | UPDATED May 26, 2018 at 3:47 p.m.

Two organizations — Dixon Family Services (DFS) and Dixon Wellness Collective — have joined forces for a cooperative plan to help families and individuals in need. Under the "Give Back to Dixon" program, Dixon Wellness will provide continuous funds, and DFS will provide basic services.

According to a press release by DFS Director Cookie Powell, her nonprofit agency and Dixon Wellness, a local cannabis dispensary, had been discussing how to create a program to directly benefit families in need in Dixon.

"We all shared stories about the need for social services from our personal experiences in the past and knew that we shared the same need to develop a program like this one to help our community," Powell wrote. "Dixon Wellness spoke with Dixon Family Services to express the gratitude that they have for this nonprofit organization and that they wanted to be partners in our mission to improve lives in this community. Dixon Wellness also shares this same value as they have and continue to give back to their community."

Among the services provided by DFS are rental assistance, utilities, food, medical and other bills to be partially paid for families with children ages 18 and under as part of the case management program. The contributions from Dixon Wellness will expand the number of families that can be assisted through basic needs services.

"Some of the additional people we help with support from DWCC will probably be people that would otherwise go unserved due to not fitting criteria set by our county contract to help only families with children 0-18," Powell wrote in an email. "And that is a good thing because not all families or individuals who come to us will fit that contract criteria. We have struggling childless couples, families that have children living in the home that are over 18, and there are also many individuals we can help with this unrestricted financial support from Dixon Wellness."

Powell also said DFS would report back to Dixon Wellness on the number of people being assisted, demographics and some comments and success stories from those people being assisted.

With all the struggles families and individuals have to pay for basic needs, Powell is very



Dixon Wellness Collective

When Haley Andrew was approached by her business partners, Kimberly Cargile and Deanna Garcia, to open a storefront in Dixon, California, her first thought was: Would it be successful? Through working with city officials, Haley and her team were able to win over the community and were granted a license in January 2018, and in June 2018, Dixon Wellness Collective became the first dispensary to open in the city.

The nearest cannabis dispensaries were in Sacramento or Vallejo, but Haley saw a need for an educated and professional approach for her store. Offering a wide range of products to suit every consumer need, DWC had to provide products that suited the Sacramento and the Bay Area demographic. Building a comprehensive menu to suit each of these consumers' needs, DWC provides a selection of more than 2,000 products to its members. The company's goal is to have

every customer to walk out of the facility fully understanding how to effectively use the cannabis product they just purchased. The educated staff works hard to stay current with cannabis research by attending weekly educational courses provided by Dixon Wellness and other industry specialists. DWC wants to provide the most current and helpful information to every customer, by providing a one-on-one experience while shopping.

"You will be walked through what products are available and which will best match your needs," Haley says. "We aim to provide the most positive customer experience while shopping for cannabis. Our standards of customer service are not only high for cannabis industry standards but also for the more mainstream industries as well. We want our customers to feel that we do appreciate them choosing our store for their cannabis needs."

© 2019 DIXON WELLNESS COLLECTIVE, LLC

THE REPORTER

Thursday, May 10, 2018

1100 KENNESAW DRIVE, KENNESAW, GA 30144-1100

WORTHINGTON

ANNUAL EXPO PROVIDES RESOURCES FOR SENIORS



Josh Ferguson speaks with Josh Ferguson from Dixon Wellness about the benefits of using cannabis to treat stress or pain while she attends the 2018 Cannabis Seniors Expo Wednesday at the Union-City Senior Center. Ferguson also is an education coordinator and volunteer for her clients who could relapse if they were prescribed pain medications and Ferguson was educating her on cannabis products when the pain-relief.

My Week Worth

© 2018 KENNESAW REPORTER

The Wednesday, 6/10/18 Cannabis Seniors Expo in Kennesaw is a one-stop shop for senior citizens and families to learn about cannabis products, their medical uses, and how to use them. The expo is a great resource for seniors and their families.



Josh Ferguson speaks with Josh Ferguson from Dixon Wellness about the benefits of using cannabis to treat stress or pain while she attends the 2018 Cannabis Seniors Expo Wednesday at the Union-City Senior Center. Ferguson also is an education coordinator and volunteer for her clients who could relapse if they were prescribed pain medications and Ferguson was educating her on cannabis products when the pain-relief.

"We're here to make sure people know that we're here to help," she said. "We're big community supporters, and we love our customers."

LOCAL

Start of retail pot sales puts spotlight on Sacramento's 'discreet' dispensaries

BRAD BRANAN

DECEMBER 18, 2017 03:55 AM, UPDATED DECEMBER 23, 2017 02:25 PM



Kimberly Cargile says she has been operating A Therapeutic Alternative for over 10 years in Sacramento. On Wednesday, Dec. 13, 2017. RENEE C. BYER RBYER@SACBEE.COM

EVENTS LEADERSHIP TRUST MORE...

BIZ|EQUITY

WHAT'S YOUR BUSINESS WORTH?

Food & Lifestyle

Old-school diner to be transformed into pot shop for seniors (PHOTOS)

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VIEW SLIDESHOW
5 photos



KNOW WHAT YOUR
BUSINESS IS WORTH

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Nov. 2017)

SACRAMENTO BUSINESS JOURNAL

EL GORADO PLACER SACRAMENTO YOLO

Food & Lifestyle

Company looks to fill void in female-centered cannabis products

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Khemia is led by two longtime cannabis businesswomen, CEO Mindy Galloway (right) and chief compliance officer Kimberly Cargile (left).

FELICIA ALVAREZ: SACRAMENTO BUSINESS JOURNAL



By Felicia Alvarez • Staff Writer, Sacramento Business Journal
Nov 4, 2019 Updated Nov 6, 2019, 10:25am PST

COMPANIES IN THIS ARTICLE

A Therapeutic Alternative

The company is run by the same team as A Therapeutic Alternative, one of Sacramento's longer-established dispensaries.



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(Shutterstock image)

The Herb Column: A 'Heart-Centered' Approach

The CEO of a Sacramento cannabis-products manufacturing company on how she is positioned for growth

California Attempts To Revive Compassionate Cannabis Programs

Due to a new law, cannabis growers and distributors no longer have a financial liability for giving their

By Kaiser Health News, Contributor Dec. 20, 2019, at 9:45 a.m.



KHN
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Silver Stoners

Local dispensaries and senior living facilities respond to increased cannabis use among older generations

BACK LONGREADS

APR 14, 2019

BY TERRY O'NEILL

BEST STATES

TRENDING: Yolo COVID-19 cases Can stress impair vaccine? California's tech gold rush Community holds planting day Prosecutors attend to

BUSINESS

Therapeutic Alternative branching out to help small cannabis manufacturers



1 of 2

DAILY DEMOCRAT ARCHIVES Kimberly Gargio of Woodland and Laura Mendez of A Therapeutic Alternative in Sacramento to help cannabis product manufacturers statewide.





Thank You!

HALEY ANDREW
CEO

FAIRFIELD CANNABIS COLLECTIVE

916-678-9282

FAIRFIELDCANNABISCOLLECTIVE@GMAIL.COM