

Marihuana Retailer Scoring Criteria: (To be completed in conjunction with Step 1B)

Marihuana Retailer Scoring Criteria			
Description	Criteria	Maximum Points	Earned Points
Business Ownership			
Ownership Structure	Content and Sufficiency of information; Professionalism of submitted documentation including clear labeling of required items.	1	
Organizational Chart Provided		1	
Ownership Interests	At least 1 owner is an honorably discharged military veteran	1	
	At least 1 owner has an advanced medical degree	1	
Detailed Business Plan	Plan must be detailed with at least 3 year valid pro forma included	1	
Total – Business Ownership		5	

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Description	Criteria	Maximum Points	Earned Points
Financial Stability			
Applicant has disclosed and documented sources and total amount of capitalization to operate and maintain provisioning center of:	At least \$300,000	1	
	At least \$500,000	1	
	At least \$1,000,000	1	
Sufficient Financial Resources	CPA attested financial statements attached	1	
	Applicant, or any owners of Applicant haven't filed for bankruptcy in the last seven (7) years	1	
	Applicant, or any owners of Applicant have not had IRS liens placed upon any financial accounts or property	1	
Tax Return History	Applicant has filed both personal and corporate income tax returns for the past five (5) years	1	
Total – Financial Stability		7	

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Description	Criteria	Maximum Points	Earned Points
Business Experience			
Documented Business History	Nature and type of prior business, years of operation, etc	1	
Current Business Ownership Documentation	Description of current business ownership,	1	
Business Diversification	Applicant holds other commercial licenses	1	
Medical Certifications	Applicant holds and maintains documented medical certifications or licenses	1	
Compliance History: Including personal or any/all stakeholders within a Partnership, Corporation, or LLC were involved.	Applicant has not had a permit or license revoked (including for medical marihuana) by any state or municipality	1	
	Applicant has not engaged in a medical marihuana provisioning center or dispensary in any Michigan municipality prior to December 15, 2017.	1	
	Documented history or regulatory compliance at federal, state, and local levels	1	
	No history of federal, state, or local complaints/incidents	1	
Business Litigation: Including personal or any/all Stakeholders within a Partnership, Corporation, or LLC were involved.	Applicant has not been involved and is currently not involved in any business litigation	1	
Total – Business Experience		9	

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Description	Criteria	Maximum Points	Earned Points
Business Operations			
Job Creation	Applicant plans to create three (3) or more full-time jobs	1	
Applicant Describes a Staffing Plan to:	Employ one (1) or more city residents	1	
	Employ the chronically underemployed	1	

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	Ensure safe dispensing, adequate security, theft prevention, and maintenance of confidential information	1	
	Provide training and educational opportunities for employees including best practices for patient confidentiality, tracking, fraud etc.	1	
	Requires employees to take cannabis training courses	1	
	Provides equipment, standards, and procedures for safe operation of its facilities and engages employees on best practices	1	
Employee Compensation	Applicant proposes to pay a living wage (at least 200% of the Federal Poverty Level for a family of two (2))	1	
	Applicant describes employing three (3) or more employees at more than \$15/hour	1	
	Applicant describes a plan to offer employee benefits in addition to wages or salary	1	
	Applicant describes a plan to provide employer paid health insurance	1	
Employee Integrity	Applicant has a documented code of ethics and plan to ensure honesty and integrity of employees	1	
Total – Business Operations		12	

Marihuana Retailer Scoring Criteria			
Description	Criteria	Maximum Points	Earned Points
Facility Improvements, Maintenance, Use and Security			
Structure/Facility	Applicant plans to authentically renovate or rehabilitate a historic structure	1	
	Applicant plans to renovate or rehabilitate vacant structure	1	
	Applicant plans to construct a new structure or facility	1	

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Capital Improvement	Applicant proposes facility capital improvement in excess of \$100,000	1	
	Applicant proposes facility capital improvement in excess of \$500,000	1	
Parking	Facility exceeds (The City of Lapeer's) minimum disabled parking requirements by 100%	1	
Building	Applicant has provided rendering and/or blueprints or plans of facility as proposed to be used	1	
Maintenance Plan	Applicant provides plan to inspect to ensure interior and exterior integrity and maintenance	1	
	Applicant provides plan to keep exterior free of trash, graffiti, loiterers, etc.	1	
Traffic	Applicant describes expected daily number of Patients and proposed volume of vehicular traffic	1	
Facility Plan Provides for:	Separated lobby to identify patients and ensure non-patients may not access marihuana dispensary area	1	
	Secure storage of medical marihuana	1	
	Preventing visibility of medical marihuana from facility exterior or common public are within a building or structure	1	
	Back-up power generation	1	
Insurance Plan	Applicant demonstrates access and ability to insure facility, contents, employees, and patients, through property, business, general liability, and auto and worker's compensation insurances and demonstrates willingness to name City as additional insured	1	
Waste Management	Applicant describes a plan for disposal of waste product	1	
	Applicant describes "green" business practices and energy conservation techniques	1	

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Security Plan	Applicant provided a detailed security plan	1	
	Applicant provided copies of material safety data sheets for hazardous compounds	1	
	Applicant has 24/7 video monitoring of the interior and exterior of the facility	1	
	Applicant has employed a security guard during business hours	1	
	If no security guard, then applicant has a security system in place to alert owner and police to possible tampering with the facility or its contents	1	
Facility will be equipped with:	Facility entry and exit	1	
	Glass breakage	1	
	Panic buttons	1	
	Motion sensors	1	
Total - Facility Improvements, Maintenance, Use and Security		26	

Marihuana Retailer Scoring Criteria			
Description	Criteria	Maximum Points	Earned Points
Community Outreach and Relations			
Applicant has Demonstrated and Described:	A plan to meet with neighborhood organizations, business association, crime watch and other neighborhood organizations to provide contact information for questions, concerns, issues, etc.	1	
	A plan to provide on-going public information program to inform City residents of cannabis issues and proper/safe/legal use of cannabis products	1	
	A community commitment program and volunteerism plan	1	
	Past acts of volunteerism and community involvement	1	

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Applicant has identified:	A specific owner and/or employee to serve as a liaison with the City	1	
	A specific owner and/or employee to serve as a liaison with the surrounding community	1	
Total – Community Outreach and Relations		6	

Criteria	Maximum Points Available	Earned Points
Business Ownership	5	
Financial Stability	7	
Business Experience	9	
Business Operations	12	
Facility Improvements, Maintenance, Use and Security	26	
Community Outreach and Relations	6	
FINAL TOTAL:	65	