



# Response to Emeryville REQUEST FOR QUALIFICATIONS FOR CANNABIS DISPENSARY & RETAILER PERMIT

## Executive Summary

### Introduction

East Bay Therapeutic (Therapeutic) is a vertically integrated medical cannabis corporation with production and retail facilities in operation or under construction in Sacramento, Long Beach, San Bernardino, and San Diego via its partnership with Ohana Operations (Ohana). Therapeutic and Ohana have over 25 years of combined cannabis industry experience including extensive holistic health, nutrition, and general wellness products and services to offer Emeryville with a range of life-changing medicinal solutions to community members. Therapeutic on its own track and via its partnership with Ohana Operations develops and operates High-Tech cultivation, manufacturing, and dispensary solutions that are used for:

- Production of high quality, organic, clean, and potent strains in lab-like grow chambers that are fully automated vertical systems integrating data analytics, predictive simulations, and strain purification that pass third party testing 100% of the time;
- Manufacturing of high quality, organic, clean, and potent extracts, oils, and edibles that also include extensive data analytics, predictive simulations, and extract purification that pass third party testing 100% of the time;
- Storefront operation with state of the art product tracking and safety measures that include awareness and consultation services to ensure that cannabis uses are based on responsible understanding of what the products can do and will not do; and
- Amazon®-Uber® Mobile Delivery operation with state of the art tracking, dual customer verification, and track and trace that include trained mobile bud-tenders with extensive formal security and product education training for public safety and security.

Therapeutic in conjunction with Ohana own their wholesale and retail facilities that are either permitted or under permit process within their respective jurisdictions across State of California. The cultivation solutions use fully automated control systems that perfectly integrate cooling, humidity, lighting, watering, and nutrients within sealed and laboratory style grow chambers. The manufacturing solutions utilize fully automated production systems for organic extracts and edibles from raw material through fully compliant packaging and labeling used for mass market distribution. The retail solutions include fully secure storefront facilities with onsite holistic health



consultation and consumption and a mobile dispensary model that includes a fleet of brand new corporate-owned vehicles that are fully retrofitted with 360 security surveillance, GPS, route management, and mobile patient verification that simulate an Amazon-Uber ® crossover of functionality capable delivering safe and fully tested end products to our wholesale and retail customers within 20 minutes of their order!

Therapeutic and Ohana clearly operate state of the art vertical cultivation, manufacturing, and retail systems are controlled via Ohana's proprietary software and apps that are accessible through web-based and mobile solutions using Windows, ios, and Android operating systems. The integrated business models are designed to empower disadvantaged community members with industry experience to enter the cannabis market as independent entrepreneurs with NO capitalization while enabling employees and consultants to manage a wide range of wholesale and retail clients throughout Northern and Southern California.

### **Our Vision & Mission**

Therapeutic's vision is to become one of the largest and most effective High-Tech medical cannabis operators in California and the nation. Our mission is to leverage technology and data-driven automated systems to become the industry standard for organic wholesale and retail cannabis products via stable and profitable facilities.

### **Our Products**

Therapeutic and Ohana produce a variety of top shelf strains, strategically stocked with the best Indicas, Sativas, and hybrids that are in high demand within the market. Their production facilities are designed to specialize in development of highly potent CBD strains strictly for medicinal use without any THC or euphoric side-effects. Our production and marketing teams perform extensive research to stay in tune with the best strains available, and even genetically develop rare, exotic strains in their Research and Development facility located in Sacramento that may not be available in the overall market. Our marketing team constantly performs outreach and consults with its wholesale and retail clients to find out about high demand end products to provide consistent, timely, and high quality organic solutions with 100% success rating from independent potency and chemical testing facilities.

### **Proposed Therapeutic Team**

Therapeutic proposes a highly accomplished team of community, business, technology, and cannabis industry experts who will not only enhance the City's position in cannabis legalization with their impressive history, they will also ensure the City's transformation into cannabis retail is not subjected to community complaints of a traditional "head shop!" The proposed team includes:

Ms. Kimberly Cargile – Chief Executive Officer

Mr. Nasser Azimi - Chief Technology & Financial Officer

Daryoush Azimi - Chief Operations Officer

Rob Fong – Community Development Director

Ron Leggett – Community Developer



### **Hours of Operation & Regional Market**

Therapeutic proposes to open for patients seven days a week from 11 AM to 9 PM for the first six months and depending on the demand adjust the operating hours accordingly. Fulltime Security personnel and staff will arrive an hour before opening and stay as needed to complete closing tasks after closing. In addition to onsite security personnel, Therapeutic will outsource its premise and area security to an entity that has the capacity to patrol the area on an hourly basis. Based on our market research, we expect and will build the human resource and premise capacity for approximately 200 to 300 storefront customers a day within the initial six months of operation and scale our facility capacity accordingly based on customer demand. In addition, we will build sufficient corporate owned mobile units to service regional customers as far as Hayward South of Emeryville, Richmond North of Emeryville, Walnut Creek East of Emeryville, and San Francisco West of Emeryville and expect approximately 150 to 200 mobile customers daily.

### **Proposed Therapeutic Team Bio**

#### **Ms. Kimberly Cargile – Executive Director**

Executive Director, Kimberly Cargile graduated from Humboldt State University with a bachelor's degree in Liberal Studies, a minor in Psychology and a focus on Social Justice. She has been in the industry for 15 years. She has facilitated the development of a number of dispensaries, brands, and related companies. She is the Executive Director of a successful storefront dispensary in Sacramento. She is an advocate for patients' rights and has been politically active in several different cities and counties across California. She is often requested as an educational spokesperson for news' interviews, publications, and political or educational panels.

Ms. Cargile started her career path as a natural healer in 2000 when she was a pre-med student at Cuesta College in San Luis Obispo. At that time, she was an understudy to a personal fitness trainer and owner of the San Luis Obispo Athletic Club. As she studied medicine she noticed that disease is much easier to prevent than cure. She was inspired to expand her studies in order to help community members with preventive solutions involving holistic health and nutrition. In 2001 she obtained her certification as personal fitness trainer by the National Academy of Sports medicine and started working with industry experts within a prominent fitness organization based in Sacramento, California. She continued her health and nutrition studies majoring in Cellular & Molecular Biology with emphasis on a variety of biological and chemical elements related to anatomy and physics which gave her a well-rounded understanding of how the human body functions and evolves through various stresses and chronic circumstances leading to ailments. As such, she began to master her expertise with preventive life solutions to prevent ailments as opposed to the reactive medicine that generally comes into play after an ailment appears with varying symptoms.



In 2003, Ms. Cargile moved to Humboldt County where she expanded on her studies in Eastern Holistic, Naturopathic, and Osteopathic medicine. She also began teaching Yoga mastering the eight limbs of yoga while entering the Medical Cannabis field with expert plant pathologist who worked with Ms. Cargile to develop highly impactful medical cannabis solutions.

In 2009, Ms. Cargile began to organize her passion for holistic health into a successful business enterprise which later evolved into a permitted Medical Cannabis Dispensary in the City of Sacramento. Currently Ms. Cargile's establishment is experiencing incredible success providing support for over 200 qualified patients in the City of Sacramento on a daily basis and plans to grow that patient base even further.

### **Mr. Nasser Azimi - Chief Technology & Financial Officer**

Mr. Azimi has over 25 years of experience as a business executive delivering complex and large-scale technology solutions for retail, wholesale, business administration, education, financial management, and government service delivery. He effectively served elected and appointed officials providing information technology leadership of large-scale operations with budgets exceeding \$10 billion annually.

Currently, Mr. Azimi is the President of Ohana Operations and responsible for the development, manufacturing, and sales of integrated farming systems for the medical cannabis and produce industries. Mr. Azimi leads a team of over 30 scientists, software developers, and farming professionals in designing and implementing fully automated hi-tech portable grow chambers that foster organic cultivation of medical marijuana and general produce. These farming solutions simulate outdoor grow capabilities and include predictive technologies to tailor the end-product properties for specific consumer applications.

Mr. Azimi is also the founder of Teranomic Software specializing in Drone solutions for private and public entities. He oversees software development and operational centers across the United States, Mexico, and Western Europe.

### **Daryoush Azimi - Chief Operations Officer**

Mr. Azimi is the founder of Ohana Gardens and an agriculture specialist with extensive experience in automation of cultivation, manufacturing, and mobile dispensary solutions. Mr. Azimi successfully developed Ohana Gardens, a vertically integrated cannabis operation, into a multi-million dollar business enterprise over a 24 months period. His marketing and customer management expertise are exceptional and focused on developing loyalty programs with an incredible focus on effective service level at affordable prices that cater directly to community member needs.

### **Rob Fong - Community Relations Director**

Mr. Fong is a former City of Sacramento Council Member and trial attorney with extensive background in community-based social equity program design and implementation. Mr. Fong



earned a degree in political science with Phi Beta Kappa distinction from U.C. Berkeley in 1981. He graduated from the U.C. Davis King Hall School of law in 1984, and practiced civil litigation and business law until 2009 with the law firm of Ryan & Fong and in 2009 he founded and continues to operate RKF Consulting, focused on lobbying and political consulting.

Mr. Fong was elected to the Sacramento City Unified School District Board of Trustees in 1998 and served as Board President from 2003 through April 2004. In March 2004, he was elected to the Sacramento City Council. In 2006, he was elected to the position of Vice Mayor. Mr. Fong was re-elected to serve a second term on the Sacramento City Council in June 2008 until December 2012.

### **Ron Leggett – Community Developer**

Mr. Leggett is the original founders of the local Food Pantry and a graduate of Oaksterdam University with studies in Cannabis Genetics Development Lifecycle. Mr. Leggett comes from a long family history involved in Mendocino and Humboldt Counties' cannabis production community and developed extensive expertise in cannabis genetics. In addition, he has been operating a community focused non-profit charity operation since June, 2011 and has been growing his operation to serve nutritious food to people in need, in a dignified manner. In 2013, he received an award for "Most Innovative Community Nutrition Solutions" by introducing the "client choice" model rather than the traditional bagged food method.

Mr. Leggett predominantly serves West Oakland and Emeryville homeless and senior communities. He distributes over 500,000 pounds of food per year to the most vulnerable community members and is always looking for ways to provide more food and resources to the disadvantaged communities.

## **DESCRIPTION OF OPERATIONS**

Therapeutic will offer Emeryville community members and tourists with a full range of medical and recreational experiences involving the highest quality and fully tested cannabis products. In the storefront, all of Therapeutic products will be arranged in secure jewelry store style display cases with a single level of viewing area at the top of the case. Within this viewing area, cannabis flowers will be displayed in bud pods which allow the customer to see and smell the product, yet are tamper resistant to prevent merchandise from being stolen. The contents of the display case shall only be accessible by employees of the retail store and customers will be under close supervision while they examine the product in the bud pods. Small quantities of concentrates and edibles will also be displayed in the case, but will not be available for close examination like the cannabis flowers in the bud pods.



Our products and services are designed with high potency for use in the privacy of the customer's residence while products for onsite consumption within Therapeutic facilities will be purely CBD based or will have low THC dosage to **prevent customers from leaving our facility under the influence**. Therapeutic products will be offered in 3 manners:

1. **Pick up or Delivery.** These product types are high THC potency, fully tested, organic, effective to their solution design, and generally with an impact that is recommended for use within customer's residence.
2. **Onsite Consumption** – These include the full range of **freshly prepared** edibles, tea, coffee, snacks, fresh squeezed juices, and fruit smoothies that contain high CBD potency with reduced THC potency. Onsite Consumption will also be offered along with Therapeutic's FREE services such as yoga. We will only offer organic and holistic health food products with absolutely NO JUNK FOOD present onsite!
3. **Onsite Lounge** – After exploring customer demand and community acceptance during the initial 6 months, Therapeutic will implement a state of the art smoking and vaping lounge with the most effective odor and smoke management technology to ensure that no intrusive odors scape the area designated for smoking and vaping. In that context, Therapeutic will build booths that are designed to accommodate 2 to 6 like consumers that would separate and isolate each group into their designated choice of room to ensure that smoke and odor do not even exit the booth.





## **Exhibit A**

### **Community Social Equity Incubator Program**

#### **Ohana Operations Incubator Model**

##### **Executive Summary**

Ohana's incubator business model is designed to support California's social equity and underground concerns. The model is designed to encourage underground operators to transform their "back bedroom" facilities into legitimate business operations within facilities with appropriate zoning, security, and operational checks and balances.

We believe effective public, private, and non-profit collaboration will be the best solution to transform the majority, if not all, of the underground operations into tax paying and responsible entities, which will focus enforcement activities on the exceptional cases that may remain. Ohana's leadership has over 12 years of experience with successful Technology & Business incubator models. As such, Ohana is implementing these proven operational models across California to ensure of ownership, transparency, and operational success of Equity Candidates within the Cannabis Industry. Our proven approach includes, but is not limited to, the following components:

#### **The Business Model Applies to Cultivation, Manufacturing and Delivery-Only**

Ohana's incubator models span across our operational presence in Cultivation, Manufacturing, and Delivery-Only Dispensaries. The Wholesale Cultivation and Manufacturing program includes assignment of interested entrepreneurs to fully developed, automated, and secure grow or manufacturing chambers. The Delivery-Only Dispensary program includes assignment of each interested operator to a dedicated dispatch and a dedicated brand new vehicle fully developed, automated, and secured with mobile security and verification solutions for patient, employee, and operator safety.

#### **Focused on Community Members**

Ohana carries out weekly community outreach to promote its incubator models. Ohana's outreach is carried out by organizing specific events at its Training Facilities or by participating in community-based programs and events to introduce and promote the Incubator models.

#### **Simple Program Entry Criteria**

Entry into the Ohana incubator models is simple and requires zero investment of funds by the qualified equity operators. However, our program is designed for operators with production and sales experience within the marijuana industry. Although Ohana is executing plans to implement a comprehensive training program, our first priority is to interject social equity in communities



that are hit the hardest with underground wholesale and retail marijuana activities. In addition to experience, we require a clear background, with exemptions for former marijuana incarcerations that may be allowed by State and Local laws.

### **360 Degree Business Support**

Ohana's incubator programs include operational capacity for growers, manufacturers, and delivery-only retail operators. In addition, Ohana will provide these operators with tools and mentoring for general business administration, marketing, tax and financial management, legal, and government relations support during the permitting process.

### **No Required Capital for Entry**

Ohana requires no financial investment of funds or capital from qualified operators! The success of our program lies in the experience, independence, creativity, and invest of time by qualified operators to build their business operations. Ohana funds the entire operational facility and capacity and recovers the operational financial support at the end of each production cycle via a negotiated net profit split. We want to eliminate the barriers to entry for operators to become legal and compliant.

### **Reducing Underground Operations!**

Ohana's goal is to target "back bedroom" operators engaging in illegal marijuana cultivation, manufacturing, or street sales due to lack of start-up funds for qualified real estate acquisition, retrofit, and permitting. In addition to providing 360-degree business administration and operational support, Ohana will fund the BOP costs for operators who wish to remain within the Ohana facilities or CUP and BOP costs for operators seeking to spinoff into their own facility. Ohana offers such funding opportunity to operators after one year of successfully executing Ohana's incubator standards for transparency, quality, security, and safety.

If you have any questions or comments, please feel free to email or call Mr. Azimi at [nazimi@ohanagrowers.com](mailto:nazimi@ohanagrowers.com) or 916 757-4892.