

offt

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OFT-SCHEDULE

from the village of OutWest + OutSouth

May 1, 2019

OVERVIEW

Oft-Schedule is an app platform business venture from the village of OutWest + OutSouth, LLC imagined through the scope of two brothers, Quinton M. Strother and Demetrius A. Williamson, and friends.

Quinton and Demetrius met as high school freshmen in September 2001 in the cafeteria of Whitney M. Young High School in Chicago, Illinois. Their friendship solidified as time, events, and distanced transpired. After graduating from their respective colleges, they found themselves working to live instead of the latter. Their passion was replaced with monthly obligations and necessities instead of the happiness and fulfillment of career ambitions imagined in the cafeteria as high schoolers.

Quinton grew up on the Westside of Chicago while Demetrius was raised on the Southside. After college, life settled one to the West Coast in Portland, OR and the other in the Southern region of the country (Florida). Hence, the company name, OutWest+OutSouth, LLC was derived as a path into happiness via a journey away from Corporate America.

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from the village of OutWest + OutSouth

May 6, 2019

MISSION STATEMENT

Cannabis That Personalizes Each Consumer Experience, In Conjunction with Growers Right Within Your App-Yard.

*We Spark Your Curated Cannabis Journey by
Assembling Each Dimension Necessary for Your
Individualized Session*

What Will Begin with Capturing Your Cannabis Journey's Desires Will Lead to Better Feelings, Better Healing, Knowledge and Participation in The Growing Medical and Recreational Community with The Assist of Our Oft-Schedule App

May 17, 2019

OBJECTIVES

Oft-Schedule has the primary objective of providing the consumer with an exclusive strand of cannabis, curated to the consumers preference through a series of mood questions, capturing the complete essence of the strand necessary. As Oft-Schedule is the primary product line from the village of OutWest + OutSouth yet, there will be additional cross-promotional products and merchandising including, but not limited to:

- Branded Apparel (SOFT branded S/S and L/S shirts and crewnecks)
- Innovative Accessories (the "Hot Box", smoke filter)
- Common Accessories (pens, grinders, lighters,)
- Article and Informational Subscriptions
- Biodegradable Clothing

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from the village of OutWest + OutSouth

May 18, 2019

SCOPE

The foundational success of OutWest+OutSouth, LLC (OW+OS) will be achieved by defining and implementing the scope of work for each phase of new app launch, **Oft-Schedule**. Introducing **Oft-Schedule** to market will achieve maximum ROI by producing the highest quality of certified, state approved cannabis products, strictly adhering to compliance and regulatory state policies and procedures and working with preferred farming vendors.

OW+OS will document In Scope and Out of Scope activities for the initial app roll-out and each product thereafter when licensed in respective states of operation. Any hindrance will be reviewed, corrected, and re-applied after each app activation-to-state roll-out. Cannabis product requirements will be defined to its micro level for each product developed and marketed to its customer base.

As such, OW+OS will leverage process diagrams located in the Appendix as a framework or roadmap for end-to-end processes:

- Obtain naming rights, trademark protection, web locations
- Establish organizational chart
 - Designate checks and balances
- Create a blueprint to depict overall business model and approach
- Create a timeline for each project component and an order of operation
- Create user journeys for app development
- Create respective requirements for each product phase
- Create foundational terms of operations
 - Forecast Analysis
 - Pricing – Top-to-Bottom (includes pricing from growers)
 - Distribution/Logistical analysis
 - Legal
- Functionally decompose each project phase and app development
- App and website prototype development for presentable documents
 - CRM configurations
 - Informative tutorials
- Create Year 1 supply and demand analysis
- Facilitate quality assurance cross-checks and balances
- Key relationship establishment
 - Potential investor and partnership meetings (growers, distribution & merchandise)
 - Article publications and affiliations (advertisement)
 - Social media and influencer presence

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- Iterative R&D
- Retain independent industry auditors
- Fiscal financial management
- Mature business model
- Perform on-demand and quarterly SWOT analysis for product improvement to increase market share
- Create and publish state regulatory warnings on all OWOS consumable products

OFT-SCHEDULE

from the village of OutWest + OutSouth

May 30, 2019

WHY CANNABIS?

The natural, earth grown plant, without any adulterations even in its simplest form, has been and continues to be illegal. With the states passing various degrees of legalizations for medical and recreational use, projected sales of U.S. consumers are expected to increase from \$8.5 billion in 2017 to \$21 billion in 2021.

From recognition to even the disposal of the product, cannabis is a consumer behavior's dream. With immediate health and recreational benefits personally for consumers, to the economic benefits that have helped states where marijuana has been legalized (by funneling tax revenue from the sale of the drug to education and infrastructure) to the jobs provided (this would support in excess of 654,000 jobs; this number would increase to 1 million by 2025. Source: 2018 report by New Frontier Data).

Consumers more and more, have sought individualization in their purchasing process such as multiple alerts on status of current stock to estimated time of delivery. Product knowledge and research before purchasing are valued even over pricing especially regarding exclusivity.

Oft-Schedule is a scalable app that will grow with cannabis consumption and legalization. Product knowledge and immense consumer interaction regarding the product benefits, scientific recommendations, and even crowd sourcing, will bring exclusive strains and a wealth of knowledge to the mass consumer.

Daily networking with growers within the farm to social networking with peers who have crowd sourced with you or even against you in order to get their order, will drive a sense of community accomplishments and competition, at a nominal rate. With the legal smoking age of 21 and the more senior population becoming tech savvy, this app will allow cross generational communication of tips, recommendations, and industry feedback.

Conservatively, using the state of California for instance, the state boasts 4.6 million cannabis users. **Oft-Schedule** will capture at minimum .005 percent or 23,000 people. 25 percent tax (7.5-10 depending on county & state tax 15%) on an ounce \$250 (minimum purchase or multiple half ounce purchases) will be a total of \$312.50 for a modest of almost 7.2 million dollars. All just by facilitating, amplifying, and individualizing a person's purchase through our app.

Better feelings, better healing, knowledge and participation the answer to "Why Cannabis?"

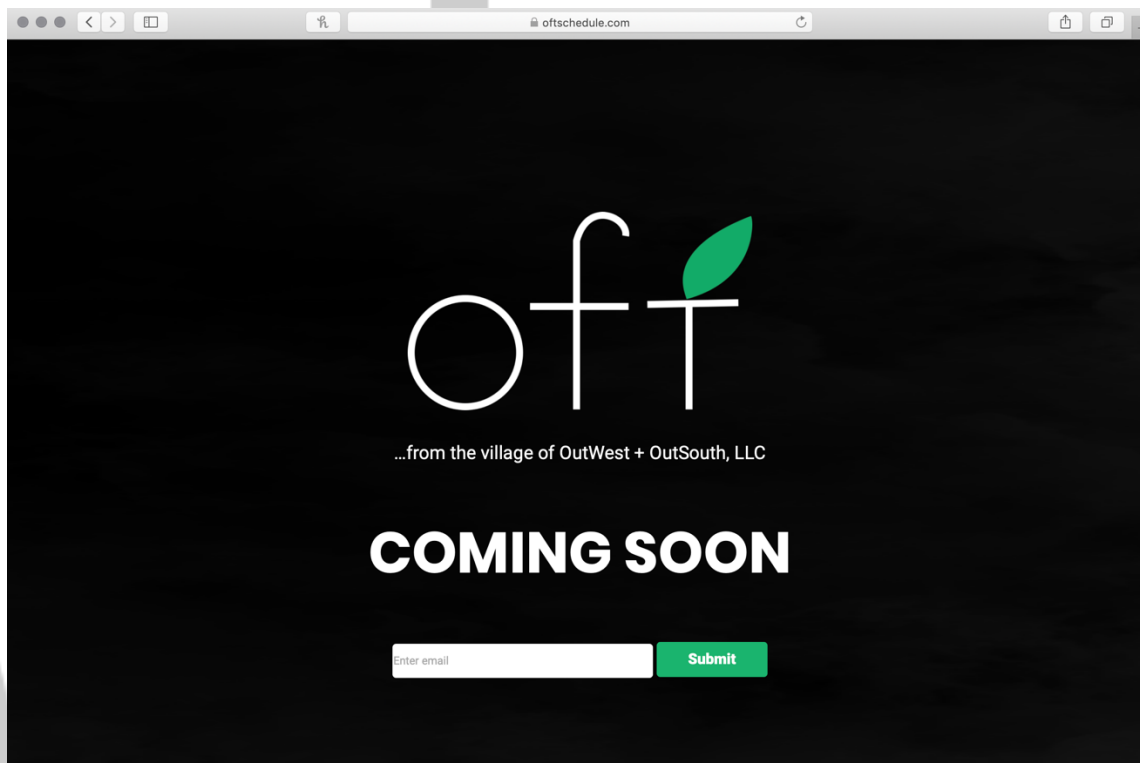
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from the village of OutWest + OutSouth

May 20, 2019

APP DEVELOPMENT

Oft-Schedule app, categorized as a detail-first app¹, will journalize the customers' mood. From start to finish, the design and key components of the app will lead the potential consumer through a personalized journey into the potential purchase of product and goods.



This idea comes from the volume that the average person spends on phone apps per day. The average person has roughly 60-90 apps installed on their smartphones, rounding out to using close to 35 per month and launching an average of 9/day. According to Digital Commerce 360, for digital-first retail apps, on average U.S. consumers opened a retail app 22 times per month in 2018, showing a 10% increase from 2016.

¹ Digital-first retailers are merchants that only sell online or launched as web-only brands

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According to Hackernoon, smartphone and tablet computers will increase mobile Web traffic by 26 times during the next 4 years.

64% of smartphone owners are using their mobile device to shop online

47% of smartphone owners rely on smartphones to find out more information about a product

36% of smartphone owners use their phones to read product reviews on retail websites

Oft-Schedule will launch the app in hybrid iOS formatting in order to maximize the presence within the primary 28-42 y/o target audience. The hybrid style app allows for a faster to market implementation.

Before the app's completion and scheduled rollout for purchase, a beta version example will coincide with the website launch. The integration of the two creates the decision to create a hybrid app instead of a native one.

App Management:

Majority of content management system (CMS), database, framework and back-end/front-end languages will be developed in-house. Considerable out-sourcing development will apply to platform/app security, data analytic reporting and some back-end/front-end coding.

App development ranges from \$60,000-\$120,000 on average.

Oft-Schedule design layout encompasses flow and simplicity. To go along with this theme, the app's key components can be outlined as such:

1. Intro screen/"Call-to-Action" screen
2. Action tabs
3. Profile hotkey
4. Main content window

"Call-to-Action Screen"

As you open the app, the journey begins! The question, "How are you feeling? Or "What are you in the mood for?" gives you a chance to begin on the path towards particularity, singularity and individualism of your experience with cannabis provided by the vendors and partners of OW+OS.

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The “Call-to-Action” screen acts as the homepage as well. Provided in this app user journey, we want you to maintain focus on your individualized experience and not become overwhelmed by a content window with products and information not catering to your needs. In the case of a change of heart, the “homepage” brings you back to the intro screen/”Call-to-Action” screen, asking the question “How are you feeling?” once again.

Profile Hotkey

Maintaining documentary of your journey is vital to fully utilizing the individualized experience. Within the app, you are encouraged to create a profile. The profile will retain past experience you’ve had within the app, past articles you’ve read/archived/like/shared, products you’ve liked, products you’re interested in, community logs, recommendations and past purchases.

With the profile hotkey, you will also be able to maintain information such as email address and passwords for account security.

Action Tab

The inaugural app design has 5 tabs located in the tab bar:

- Home button also known as the call-to-action button
- Offertories
- Shop
- Order window
- Search

The *Home Button* is outlined in the “Call-to-Action” section.

Offertories is where information is available to the user. This tab will lead you to research, articles, news and the community surrounding cannabis in an effort to educate the people on the many benefits of cannabis, fighting of the stigma surrounding the plant and various productions. Offertories also assist with educating novice and newly-interested consumers into the world and benefits of cannabis.

Marijuana is classified as a Schedule I drug by the Federal government, making it illegal to possess in most states within the U.S. According to the United States Drug Enforcement Administration, Schedule I drugs, substances or chemicals are defined as drugs with no currently accepted medical use and a high potential for abuse. The **Oft-Schedule** app (primarily the offertories section) allows a platform to diminish the miseducation of cannabis.

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The *Order Window* section allows the process breakdown of how long a personalized strand will take for growth. It will allow the customer to mirror into the progress and provide an ETA for shipment.

Main Content Window

The *Shop* tab ties into the main content window. Though the idea is to have the potential customer navigating through the app seamlessly on a journey, sometimes the customer already knows what they are looking for whether it is because they are a returning customer or a more expert-level cannabis consumer. Here is where all products available are displayed for purchase.

Payments:

At this time, giving the regulations from the Federal government, we are in search of the most seamless transaction process. Shopify and PayPal appear to have the best advantages with monetary transactions. More importantly, product pick-up is the essential essence of the success of the **Oft-Schedule** app.

List of other functional app features:

- Push notifications
- Email subscription window
- Social media integration
- Complete synchronization (app to web)
- Review & rating
- Easy checkout

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May 21, 2019

PARTNERSHIPS, VENDORS & INVESTORS

Oft-Schedule will not produce its own brand of marijuana (cannabis). Instead, we are focusing on business relationships and agreements with established and start-up growers and vendors in order to produce strands as desired by the customer via the app. The app will also offer vendor products that are already ready for sell and distribution.

Along with the sale of cannabis, OW+OS is looking to establish partnerships with merchandise manufacturers in order to produce the various other products² offered on the **Oft-Schedule** app. These products will be under the sole ownership of OW+OS. All branding (packaging, tags, etc.) will be of OW+OS. This sub-entity will be known as ‘SOFT’.

There is room for growth in the app development to bring in a strong outside, non-operational capital investor. This partner will act in the manner of a stakeholder with an equity percentage to the **Oft-Schedule** app. All creativity and the fundamental uniqueness pertaining to **Oft-Schedule** app business model remains as property owned by the co-founders, Quinton Strother and Demetrius Williamson.

Potential vendors and investors will be presented with the same deliverables pertaining to the growth of the business. << insert wording for the contractual practice when vendors have multiple streams of where their product is sold >>

Deliverables

Monthly Status Reports (shared amongst all parties):

- Overall information board
 - Includes regular investor updates
- Monthly status report (financial, launch date, new partnerships, etc.)
- Lessons learned
- Upcoming events
 - Team goals for the next (x) weeks

Weekly Status Reports (shared amongst key team members):

- Weekly check-in
- Monthly objective status report
- Meeting, calls agenda and minutes
- Travel (scheduled site visits, conventions, etc.)
- Bright spot of the week
- Suggestions & feedback

² Refer to ‘Objectives’ section

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Individual Logs:

- EOD progress report
- Individual goals
- What to do tomorrow?
 - Resources/contacts needed
- Development of weekly check-in meeting minutes

After the launch/release of the **Oft-Schedule** app, log and reporting focuses will shift. Included in the shift will be the necessity for (but not limited to): vendor information management, customer information management, employee information management, issue reporting, travel log, expense journal (payroll), sale (pre-sale) journal, asset percentages.

App to Vendor (Data Centers)

Data center search will require servers and redundant servers located on the West coast and preferably close to the home headquarter of Portland. Initially, in order to retain capital, a data center space will be rented. Costs of servers:

For file sharing purposes and online collaboration, options like Microsoft's SharePoint Server or Citrix Presentation Server can cost anywhere from \$400 to \$3000 or more. Server admin cost not included. In most cases, server hardware and software costs represent only a small part of the total cost of ownership.

The average cost to rent a small business server is \$100 to \$200/month. For purchasing a server, it may cost between \$1000-\$3000 for a small business. The cost of a small business server will depend on how much CPU, bandwidth, disk space and memory is required.

A recent article in ZDNet showed that in the U.S., it costs about \$731.94 per year to run an average server.

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May 21, 2019

PRICING

Oft-Schedule offers a selection of products that come at different price points after production. There are two pre-production costs viable; cannabis creation and merchandise production. OW+OS is including into the early-stage creation the search for producers of both. Upon this establishment, contracts will be written in regular form and post-production pricing can commence. The idea is to create a middle-of-the-pack pricing for cannabis creations and maintain a \$40-\$60/shirt range on the SOFT branded t-shirts.

Below is an ongoing outline of the price point discussion key points:

Vendor Commission

- Can vendor take payments directly and immediately once sells happen?

- Terms of vendor commission

Distribution Agreements

Cannabis price points

- Vendor dedicated products

- Individualized strands

Community activity and articles sign-up

SOFT t-shirts

- Production costs

- Pre-sales

- Running sale points

Accessories

1. **Oft-Schedule** can offer exclusivity of the created strain for “b” amount of time for “a” amount of money. It can be crowd-sourced or paid up front.
2. We can have deals in place with cannabis couriers, built-in prices to encourage people to go to the dispensaries (up-selling in store) or expand out to have delivery³. Convenience we can capitalize on and offer white glove service.
 - 2.1. Direct to dispensary (allows dispensary to up-sell & get consumer inside)
 - 2.2. Direct to consumer (white glove service/regular service/convenience/discreet)

Product pricing should be locked in by contract agreements (24 month/2yr terms) between OW+OS and potential vendors, allowing a renegotiation window of 4 months before terms end offering price point analysis and extensions.

³ See ‘Distribution’

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Payments from consumers:

At this time, giving the regulations from the Federal government, we are in search of the most seamless transaction process. Shopify and PayPal appear to have the best advantages with monetary transactions.

Refunds and Returns:

All existing production cannabis products and individualized strands once shipped will not be offered as refundable, exchangeable or returnable. All sales final. Merchandise and accessories will allow for a return & refund is brought back in new condition. Store credit or sizing/color exchange only if not in new condition.

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from the village of OutWest + OutSouth

May 21, 2019

MARKETING & CAMPAIGNS

OutWest + OutSouth does not only expect to bring a unique cannabis experience by way of the **Oft-Schedule** app platform to market, first of its kind but also perfect a marketing activation perspective that can transfer and be integrated in other markets as well. The marketing plan, process and rollout can be something used amongst other business endeavors.

Target Market:

Demographics:

Oft-Schedule primary target market is the 28-42 y/o intellectual who has a creative spirit, in touch with the evolution of society and its changing perception on the stigma surrounding cannabis and embodies divergent thinking.

This age range...

- encompasses the cultural shift away from cigarette smoking
- accepts the benefits of cannabis use (in many forms not just by inhalation)
- remains to be the primary target audience for votes necessary to pass legislation in the attempts at legalizing cannabis
- most receptive to different marketing campaigns, advertising ploys and product/start-up support
- embodies the culture, willingness to pay, interest, use of disposable income, lifestyle, similar values and behavioral traits

A secondary target market will be the 55-64 y/o newly retiree. The use of cannabis for this age demographic holds a more specific purpose. The lifestyle creates an acceptance to cannabis after years of the plant being illegal. Not that this age demographic may have transitioned into retirement, cannabis use can be applied to enjoyment and medical alternatives.

Customer Needs:

The potential customer needs an outlet. With cannabis essentially dissolving from its prohibitional age, more and more people would either love to indulge legally or satisfy their curiosity towards marijuana. Or both. Currently, there are not any app-driven platforms for a person to educate themselves about cannabis, discover a specific strand to cater to their desires and purchase all in one. **Oft-Schedule** app offers that.

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Content Strategy:

--How will we Oft-Schedule app translate experiences into social media?

The biggest drawing to the experience of the app will be within the community strands experience, where customers can share and compare the strand creation.

Competitors:

At this time, being first to market is important. There are no identified competitors. There are different distribution services and different cannabis selected services but none that offer the ability to create your own strand. That's what sets Oft-Schedule app apart from anything on market.

Social & Conversational Commerce/Content Strategy (Rollout):

Along with the Oft-Schedule app being available in the Apple app store, OW+OS will rely on a strong social media integration, conversational presence and search engine optimization to gain traction towards the app. The first stage is the production and marketing of the SOFT t-shirts. *The word "SOFT" has to be trademarked!*

SOFT t-shirts

The naming of SOFT t-shirts derives from 2 conceptual standpoints:

1. We're creating a soft ass t-shirt for people to enjoy with simple branding (the word "soft")
2. The naming of the app is carried within the naming of the shirt (S) OFT.

The merchandising rollout will proceed the app. The shirt will play as promotional branding yet have the esteem of a true clothing line, though OW+OS is not one. All designs will be handled in house.

The variations of the shirt will be a black base and white base (potentially a gray base) with the simplistic branding of "SOFT" in the fonts and characters concurrent with the logo.

Packaging:

We employ the notion that a purchase of a SOFT t-shirt will initially be because of the styling and simple branding. Yet, the packaging of the t-shirt will tell the story of the Oft-Schedule app.

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Advertising:

Most information amongst the target demographic age range is transferred digitally, deemed as the “digital age”. We will use this ideology to advertise in the means of social media influencers and shot advertisement on platforms such as Instagram, establishing a following via a social media page that links to the app and website. Also, multiple Google Ads and search slots will have to be purchased for visibility. Voice-based SEO⁴ is a method to be employed in the later stages of the rollout.

⁴ Customers speak to their devices and use conversational AI for regular needs

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from the village of OutWest + OutSouth

May 21, 2019

DISTRIBUTION & LOGISTICS

Oft-Schedule distribution is key to success. Ideally, **Oft-Schedule** will launch in a market that is primed for cannabis sells and have multiple streams of established cannabis vendors and growers.

Portland, OR
Salem, OR
Eugene, OR

Vendors must have a form of access into **Oft-Schedule**'s system to execute orders. It is best if the potential vendor has system interfaces already concurrent with the one we are planning on using for vertical integration of operating systems and seamless transition of transactions. If not, a Letter of Authority (LOA) will allow persons to access the system from a generate vendor ID. Once orders are received, the communication will be processed to generate an order evaluation (confirmation, completion, ETA).

Oft-Schedule will utilize the new method called “app-yard”.

What is an app-yard?

An app-yard is a term created from the planning of **Oft-Schedule** that allows a person to use the app to purchase something relatively close to where their current or desired location is. The app-yard eliminates the barriers of cannabis delivery by federally regulated services such as the United States Postal Service, FedEx, UPS and DHL. Once an order is ready, the customer will receive a notification and the order will be eligible for pick up from a partnering dispensary (preferably the vendor/dispensary in which the product was created). Beforehand, the use of maps will allow customers to see possible pick-up locations.

There are cannabis delivery services such as Puffy Delivery that provides the solution to delivering cannabis. A potential partnership could create an alternative is order pick-ups from the app-yard.

Processing Orders for Individualized Strands:

The order window will analyze bi-weekly v. month-over-month ordering of individualized strands. All data for the first stage of growth of specialized, curated cannabis for customers will be collected on the 14th and 30th of each month, which means the orders will begin the execution stages by the vendors/growers on these days to have a substantial number of orders to process at one time. This will also allow for a monthly subscription renewal opportunity.

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In-House Transportation & Delivery options:

Label options:

(soft-Delivery)

(Oft-TEN “transport efficiently now” “Thankless. Efficient. Necessary.”)

Licensing is available in all potential states for transporting cannabis. Since Federal regulations restrict other forms of transportation, all movement of products after purchase will have to remain intrastate at this time. The focus state is Oregon but California having a larger market is outline below. Note, all states are accepting new applications at time of business planning.

Fleet/Transportation benefits:

Vehicle wraps can serve as promotion of the app and brand. This vehicle will be less discreet on delivery and can allow for a kickback (discount) when selecting this option. More discreet vehicle delivery options can be selected with an upcharge (UberX v. UberBlack). There will also be a surcharge according to state regulations for delivery within rush hour and after-hours delivery.

**There are 3rd party transporters available in the SoCal area

This service can serve as a front-end and back-end service. The service can be offered for farm to dispensary transport and dispensary to customer as well as business to consumer events.

Our model will consider demand, scaling up and down. The transportation sector is underutilized in the market. At the time of writing this business plan, there is only one service that delivers cannabis, located in the Southern California region. There are also limitations in transporting such as in Oregon where delivery can only have a maximum of \$3000 of product carried*.

In the era of consumer convenience, more and more users prefer not to drive and are encouraged to not drive through app delivery services.

Weakness & Threats:

- Transporting limitations by state
- Capital for fleeting vehicles
- Stable and scalable work force
- Insurance
- Security (if necessary, on certain hauls)
- Current delivery companies

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from the village of OutWest + OutSouth

(California) Fees for these license types are tiered by the total value of product tested, distributed, transported, or retailed.⁵

License Type	Application Fee	Annual License Fee
Distributor: <\$3,000,000	\$1,000	\$1,200
Distributor: \$3,000,000-\$12,000,000	\$1,000	\$10,000
Distributor: \$12,000,000-\$60,000,000	\$1,000	\$50,000
Distributor: \$60,000,000-\$120,000,000	\$1,000	\$100,000
Distributor: >\$120,000,000	\$1,000	\$200,000
Distribution Transport-Only: Self-Distribution: <\$3,000,000	\$1,000	\$500
Distribution Transport-Only: Self-Distribution: \$3,000,000-\$12,000,000	\$1,000	\$1,500
Distribution Transport-Only: Self-Distribution: >\$12,000,000	\$1,000	\$4,000
Distribution Transport-Only: <\$3,000,000	\$1,000	\$800
Distribution Transport-Only: \$3,000,000-\$12,000,000	\$1,000	\$2,500
Distribution Transport-Only: >\$12,000,000	\$1,000	\$6,000
Retailer: <\$750,000	\$1,000	\$4,000
Retailer: \$750,000-\$2,500,000	\$1,000	\$20,000
Retailer: \$2,500,000-\$7,500,000	\$1,000	\$64,000
Retailer: >\$7,500,000	\$1,000	\$120,000
Microbusiness: <\$750,000	\$1,000	\$10,000
Microbusiness: \$750,000-\$2,500,000	\$1,000	\$30,000
Microbusiness: \$2,500,000-\$7,500,000	\$1,000	\$100,000
Microbusiness: >\$7,500,000	\$1,000	\$180,000
Testing laboratory: <\$50,000,000	\$1,000	\$12,500
Testing laboratory: \$50,000,000-\$400,000,000	\$1,000	\$45,000
Testing laboratory: >\$400,000,000	\$1,000	\$90,000
Cannabis Event Organizer: 1-10 events annually	\$1,000	\$5,000
Cannabis Event Organizer: >10 events annually	\$1,000	\$10,000
Temporary Cannabis Event	\$1,000	N/A

⁵ <https://www.calgrowersassociation.org/licenses>

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from the village of OutWest + OutSouth

May 21, 2019

OUTCOMES

OW+OS will continue to evolve its business model and grow overall company profits by including unique products and services developed or offered by each business partner, in-lieu of the launch of robust social media campaigns.

June 7, 2019

LEGAL

Response Contact Overview

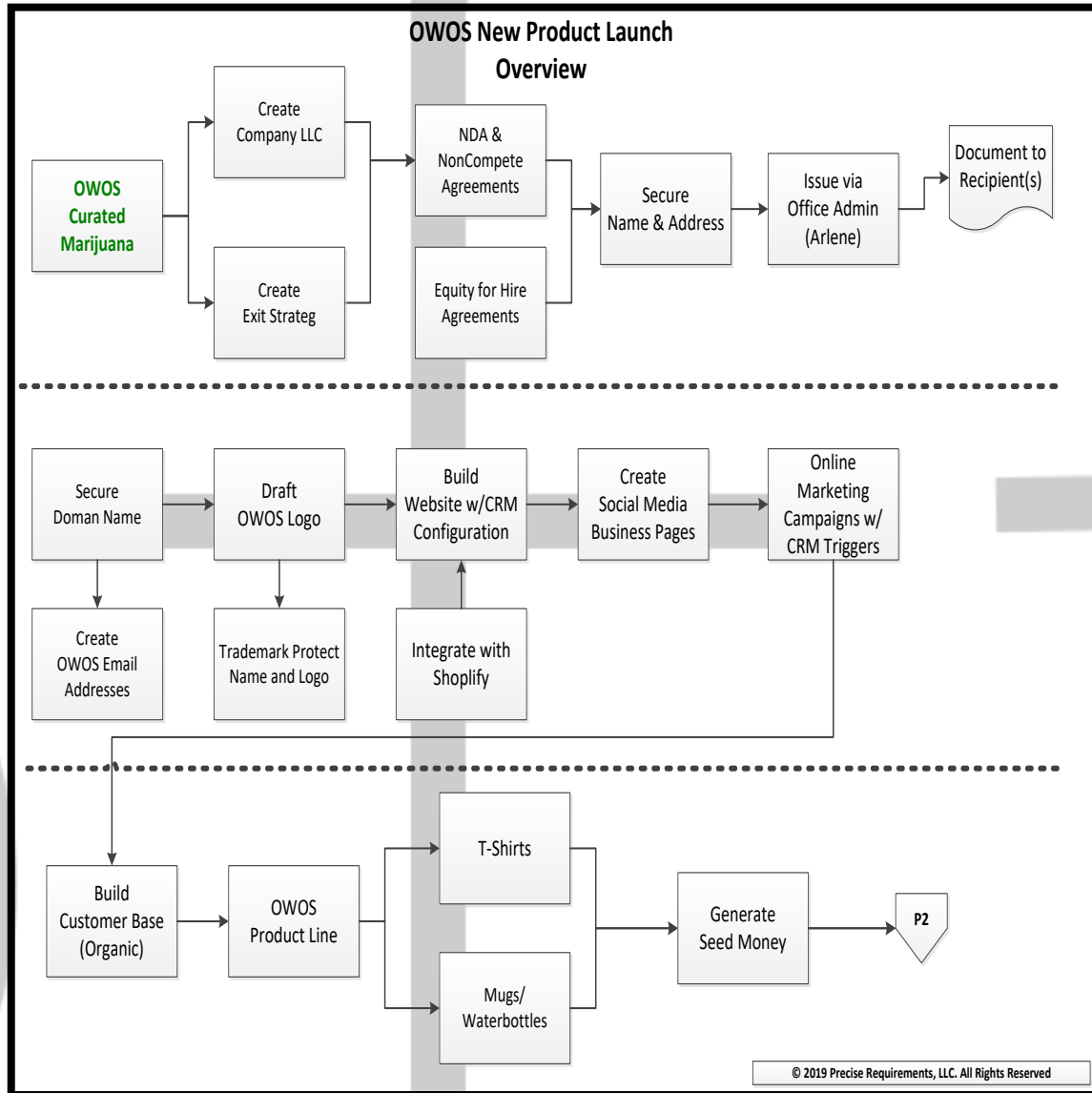
Legal Company Name OutWest + OutSouth, LLC	Employer Tax Identification Number 84-1976750	DUNS Number 156314396
Corporate Address OutWest + OutSouth 1928 Furlong Drive West Linn, OR 97068	Main Email contact@oftschedule.com info@oftschedule.com	Website Address www.oftschedule.com
Type Corporation Domestic Limited Liability Company	Certification Type Form: SS-4 Number of notice: CP 575 B	Contact Person Quinton M. Strother Demetrius A. Williamson
Contact Telephone Numbers Office 855-769-4625 C: 561-808-3021 (Quinton) C: 312-371-3956 (Demetrius)	Contact Email Address quinton@oftschedule.com dw@oftschedule.com	Position or Title Co-Founders Quinton M. Strother Demetrius A. Williamson

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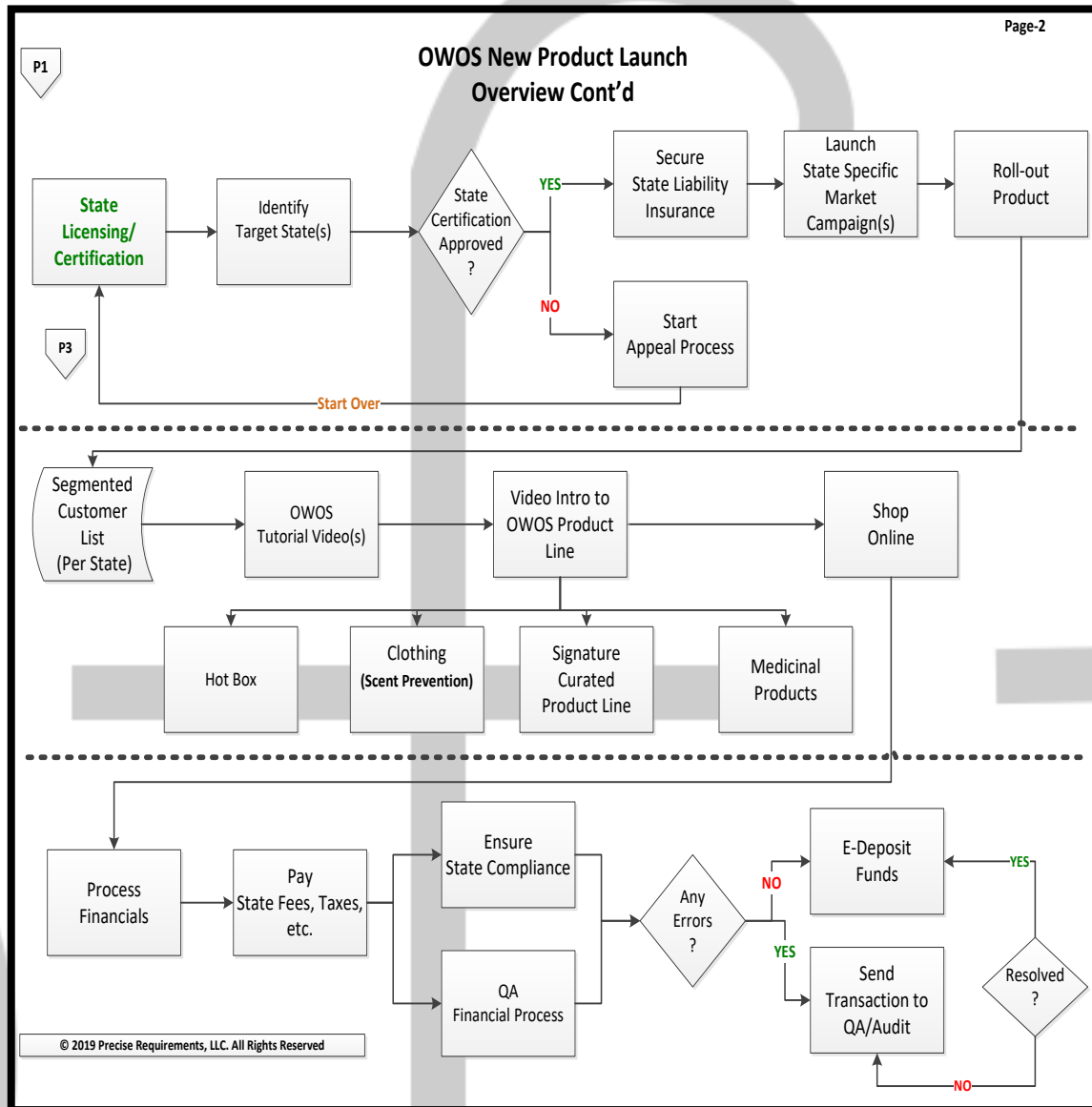
May 21, 2019

APPENDIX – NEW PRODUCT ROLLOUT



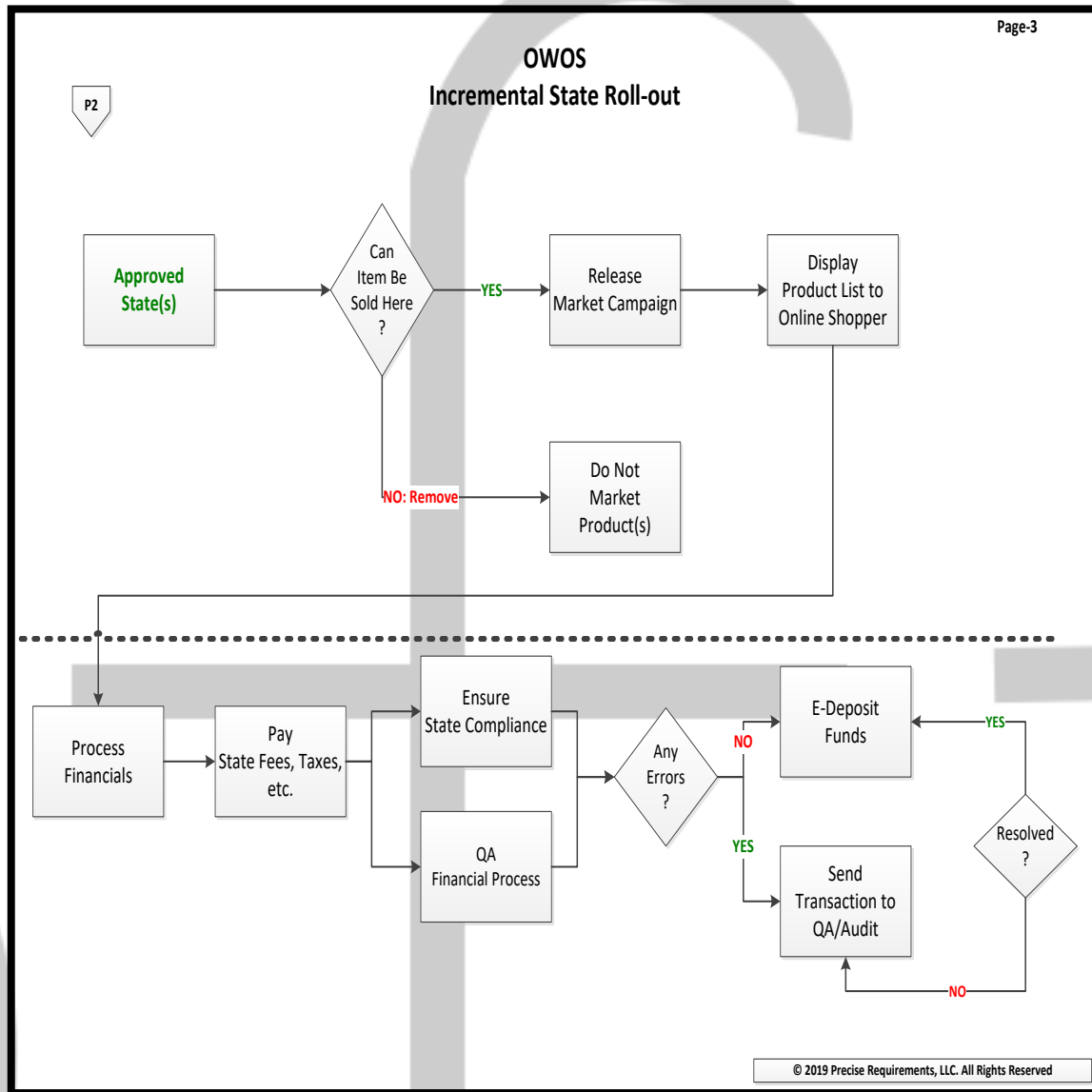
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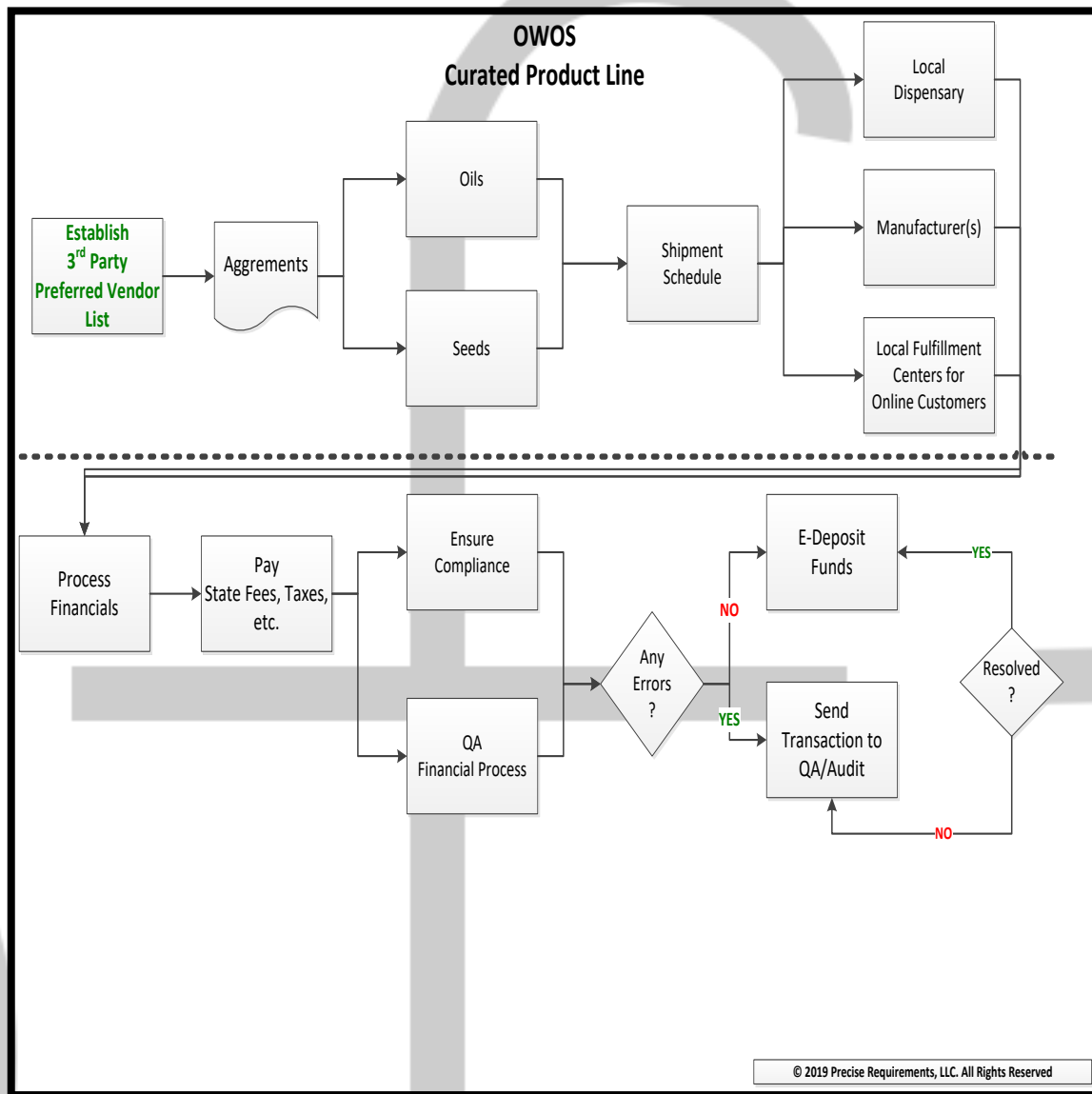
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May 21, 2019

NOTES
