

(For stakeholders' review & input)*

DRAFT RFQ CRITERIA/STATEMENT OF QUALIFICATIONS (SOQ)

I. Introductory Letter

- A. Information about the applicant(s)
- B. Relevant information related to qualifications under classification 1 or 2 of the CORE program
- C. Applicant's interest in a cannabis storefront dispensary, highlighting any relevant qualifications.
- D. Certification that for a period of 10 years from the issuance of the permit that:
 - 1. At least 51% of the ownership interest in the storefront cannabis dispensary will be held by one or more CORE Program participants in classifications 1 or 2
 - 2. Owner(s) of the dispensary who are CORE Program participants will receive at least 51% of the storefront cannabis dispensary's profits.

II. Qualifications/Experience Portfolio

A detailed yet concise narrative discussing applicant's business-readiness, focusing on qualifications and experience necessary to operate a successful storefront cannabis business in the city of Sacramento.

A. Background/Training and Education

- 1. Professional experience including any relevant background in the areas of business management/administration, general leadership, accounting, inventory management, etc.
- 2. Professional certifications, classes, trainings and workshops specific to the cannabis industry
- 3. Informal trainings and/or previous experience in the cannabis industry

4. Leadership or membership in business and/or cannabis-related organizations

B. Business plan focused on a strategy for achieving success and sustainability and contains that following components:

1. A mission statement
2. Business structure, the key players and their roles
3. A projected timeline that covers the period from RFQ to opening
4. A detailed budget with a proposed funding strategy
5. An operational plan
6. A workforce development plan
7. A marketing plan

C. Miscellaneous/Other Relevant Information

1. Examples of successful projects completed and the applicant's role in its/their success
2. Statement addressing how the applicant's proposed storefront dispensary will be unique or different from others
3. Any other relevant information

III. References

- A. A professional reference
- B. A personal reference

Draft Evaluation Criteria	Points
Overall Quality of SOQ	10
Introductory/Cover Letter	15
Qualifications/Experience	60
References	15
Total	100

Please send your input/comments by email to cannabis@cityofsacramento.org no later than 5 pm on 12/4/20.