

# DBO INVESTMENTS, LLC

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Exhibit A



Community Development Department

2100 Thousand Oaks Boulevard • Thousand Oaks, CA 91362  
Planning Division • Phone 805/449.2323 • Fax 805/449.2350 • [www.toaks.org](http://www.toaks.org)  
Building Division • Phone 805/449.2500 • Fax 805/449.2575 • [www.toaks.org](http://www.toaks.org)

**COMMERCIAL CANNABIS BUSINESS PERMIT APPLICATION**

PLEASE COMPLETE ALL APPLICABLE FIELDS ON THIS FORM			
Business Name (DBA)			
Corporate Name (If applicable) DBO Investments TO, LLC			
Contact Person Name Dan Zaharoni			
Contact's Mailing Address	City	State	Zip
[Redacted Address]			
E-mail address		Phone Number	
[Redacted Email]		[Redacted Phone]	
Type of Permit Requested: <input checked="" type="checkbox"/> Retailer M-License <input type="checkbox"/> Testing Lab			

For details about the information required, please see the Application Procedure to Operate a Commercial Cannabis Business in Thousand Oaks, Ordinance No. 1636-NS and additional requirements to complete the application process. All related documents can be found on the City of Thousand Oaks webpage: [www.toaks.org/cannabis](http://www.toaks.org/cannabis).

## Section A: Owner Background Information (Must be signed by all Owners)

Under penalty of perjury, I acknowledge that I have personal knowledge of the information stated in this application and that the information contained herein is true. I also understand that the information provided in this application, except the Safety and Security Plan in Section C and certain confidential information such as driver's license and social security number which can be redacted, may be public information and subject to disclosure under the California Public Records Act.

Owner Number 1 Information			
Owner Name: <b>Daniel Zaharoni</b>			
Owner Title: <b>Vice President</b>			
Owner Home or Cell Phone: [REDACTED]			
Owner Home Address:	City	State	Zip
[REDACTED]			
Owner Signature: [REDACTED]			

Attachments:

- ☒ Background Information Form
- ☐ Receipt from background check (Live Scan)
- ☒ Picture of applicant (two passport quality photographs 2X2)
- ☐ Copy of Social Security Card
- ☒ Copy of Driver's License, or DMV issued ID Card, or Passport
- ☒ Proof of address (DMV-issued ID/driver's license, and/or recent utility bill under Owners name)

**Staff use only:** Pass background check ☐



Owner Number 2 Information			
Owner Name: Kinto Patel			
Owner Title: President			
Owner Home or Cell Phone: [REDACTED]			
Owner Home Address:	City	State	Zip
[REDACTED]			
Owner Signature [REDACTED]			

Attachments:

- ☒ Background Information Form
- ☒ Receipt from background check (Live Scan)
- ☒ Picture of applicant (two passport quality photographs 2X2)
- ☒ Copy of Social Security Card
- ☒ Copy of Driver's License, or DMV issued ID Card, or Passport
- ☒ Proof of address (DMV-issued ID/driver's license, and/or recent utility bill under Owners name)

**Staff use only:** Pass background check ☐





1. List whether the applicant(s) has had other cannabis-related licenses issued to them, or revoked, in the past three years. Please list the type, status, and issuing/denying entity for each license/permit. (Please attach a separate document, with further explanation, if necessary)

Kintu Patel - Medicinal Retailer Temp License

# M10-1700000055-TEMP (Exhibit K)

Adult Use Retailer Temp License

#A10-17-0000069-TEMP (Exhibit K)

2. List all owners (as defined by state law) who have been convicted of a felony, or have engaged in misconduct that is substantially related to the qualifications, functions, or duties of a commercial cannabis operator, applicant, owner, or employee. A conviction, for the purpose of this section, shall mean a plea or verdict of guilty, or a conviction following a plea of nolo contendere. (Please attach a separate document with further explanation if necessary)

N/A



## Section B: Business Organization Status

1. Describe the Commercial Cannabis Business organizational status:

Active California LLC - Refer to Exhibit D

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Attach proof of status, such as articles of incorporation, by-laws, partnership agreements, and other documentation as may be appropriate or required by the City.

## Section C: Commercial Cannabis Business Description and Location

1. Statement of Purpose of the Commercial Cannabis Business (a separate sheet may be attached):

Refer to Business Plan - Tab 3

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2. Proposed Location and Assessor's Parcel Number of Business:

711 Rancho Conejo Rd Thousand Oaks CA 91320

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3. Name and address of property owner:

SCSS Holdings, Inc. 1677 Canyon Drive Westlake Village CA 91361

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In escrow to sell property to DBO Investments PH, LLC

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4. Name and address of school closest to Proposed Location:

Passageway School - 1153 Lawrence Drive Newbury Park, CA 91320

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5. Name and address of existing alcohol related establishment closest to the proposed location:

Azar's Sports Bar - 2215 Michael Drive Newbury Park CA 91320

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6. Have you received a Location Certification? (Please check the appropriate response)

Yes ☐ (If yes, include documentation with this section of the application)  
No ☒

7. Description of the neighborhood around the proposed location (surrounding uses, nearby sensitive uses (such as schools, youth centers, churches, parks, daycares, or libraries). A separate sheet may be attached.

Commercial neighborhood bisected by major thoroughfare.

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Surrounding uses include: Anderson Guitarworks, All Star Athletics,

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Whaling West Corp, Media Pointe, Amgen Bistro Cafe

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# **DBO INVESTMENTS TO, LLC**

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## **Business Plan**

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**March 29, 2018**

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**APPLICATION TO OPERATE COMMERCIAL CANNABIS  
BUSINESS IN**

**CITY OF THOUSAND OAKS**

# DBO INVESTMENTS TO, LLC

## Overview

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DBO INVESTMENTS TO, LLC (“DBO INVESTMENTS”) is affiliated with a group of cannabis companies that provide safe, healthy and energy efficient methods for the retail sale (both brick-and-mortar and vehicle dispensing) of cannabis and cannabis-related products;

DBO INVESTMENTS is owned and operated by Kintu Patel and Dan Zaharoni, two individuals with substantial experience in the medical and recreational cannabis industry as well as real estate development and other associated disciplines;

Mr. Patel currently maintains a dispensary license in the city of Santa Ana through his company, CBD, Inc. and has been preliminarily approved for a license in Port Hueneme, Ventura County, through his company, DBO Investments PH. Mr. Patel has also qualified for a dispensary and cultivation license in Long Beach, CA, through his company, DBO Investments LB;

Mr. Zaharoni is an attorney, licensed real estate broker and licensed general contractor with a 25-year career in real estate development. He has provided legal counsel to multiple cannabis-related businesses and has interests in properties in both Desert Hot Springs, CA, and Port Hueneme, CA, where cannabis operations are imminent;

DBO INVESTMENTS’ site improvements and establishment in the city will provide the City of Thousand Oaks with numerous benefits that range from local cannabis taxation to employment to local procurement programs, as well as construction jobs, philanthropic endeavors, sales jobs and sales tax revenue.

### **Our Mission**

The mission of DBO INVESTMENTS is to make available safe, high-quality cannabis, concentrates and other products allowing it to, in turn, create high paying and reliable jobs in the Ventura County community of beautiful Thousand Oaks.

## **Proposed Use**

DBO INVESTMENTS is requesting a commercial cannabis brick-and-mortar dispensary permit for the facility.

## **Proposed Location**

The Company proposes a cannabis dispensary within a structural facility located at 711 Rancho Conejo Blvd, Newbury Park, CA 91320 (the "Property") (Site Pictures, Site Plan, Vicinity Map and Signage Plan are attached hereto as **Exhibit A**.) DBO INVESTMENTS' development plans are best characterized as the conversion of an approximately 13,285 sq foot industrial building, currently in use as a batting cage, into an operating dispensary. The dispensary will be contained within 6,588 square feet in the building on the Property. The remainder of the property will be leased out to third party tenants unaffiliated with the cannabis industry but permitted under the City's ordinances.

The property is currently in escrow to be purchased by Mr. Patel's wholly-owned company, DBO Investments PH, LLC. (Attached hereto as **Exhibit B** is a true and correct copy of the Standard Offer, Agreement and Escrow Instructions for Purchase of Real Estate related to the Property, along with a letter from the current owner confirming his actual knowledge of this Application). DBO INVESTMENTS TO will lease that portion of the premises to be built out into a dispensary. (Attached hereto as **Exhibit C** is a true and correct copy of the proposed Lease from DBO Investments PH, as lessor, to DBO Investments TO, as lessee).

## **Project Design**

DBO INVESTMENTS' project includes a site plan and building designs that will comply and be compatible with the Property's M-1 zone (Commercial) land use and zoning designation.

The design will also be consistent with the overall guidelines of the General Plan, including the guidelines for the designated commercial M-1 zone in which the project is located. The building's existing setbacks will not be altered and access to the facility will not be limited in any way.

Some changes, as needed, for security will be applied to the exterior of the Property and these improvements will be applied in a very attractive design with finish and

exterior paint scheme that will be aesthetically pleasing and compatible with the neighborhood.

The proposed parking area will provide 8 exclusive surface parking spaces, plus a reciprocal easement allowing access to 68 additional spaces, and will comply with the City's parking requirements. The subject site is an interior lot and vehicular access will continue to occur from Rancho Conejo Blvd. For now, the entire facility and the surface parking area does not propose to be screened from public view as the contracted armed patrol will provide sufficient security to deter any criminal element.

The main surface parking areas will be manned by security patrol persons 24 hours a day, 7 days a week, including holidays. The patrolled facility and parking areas will allow direct and secure access to the facility's commercial and retail cannabis uses.

### **Consistency with City of Thousand Oaks General Plan**

The Land Use Element's Goals and Objectives of the General Plan identifies the following Goal and Policies:

- To encourage commercial facilities which satisfy the Valley's mercantile needs, arranged and located to provide convenient access and compatibility with adjoining use through proper design.
- Employment centers which provide industrial and commercial employment, consistent with community needs, shall be encouraged.

The instant project accomplishes this Land Use Element Goal and associated policies.

The General Plan Land Use designation and zoning for the project site is commercial designation which allows for a broad range of commercial activities that require convenient vehicular access and adequate parking. This designation is intended primarily for commercial, service-oriented, and retail uses that are appropriate for the area due to operational needs and characteristics. Neighboring uses include regional shopping centers, corporate offices, athletic facilities, commercial uses, and similar facilities.

The proposed project seeks to permit retail sales of finished products which is entirely consistent with the uses allowed by the General Plan Commercial land



use designation. The proposed project would not result in significant impacts from the generation of noise, odor, vibration, smoke, or pollutants.

The project is also merely renovating an existing structure and will be consistent with the scale, appearance, and commercial community character of the neighborhood.

A commercial cannabis application, complete background checks, interview with city council and application fees are required to implement this commercial operation. The Applicant is seeking all the necessary discretionary approvals, and will also enter into a development agreement with the City, which will specify the terms of the City approvals relative to the project's fair share for the financial impacts of providing services or specific fees for improving facilities, necessary infrastructure and/or other items agreed to the satisfaction of the City of Thousand Oaks.

The proposed project is located in an area that is designated for commercial (M-1 zone) development. The City has determined that this type of development will promote both commercial and industrial development as envisioned in the General Plan. Building renovations and design will strive to ensure physical, visual, and functional compatibility with other existing and newly proposed development consistent with the current neighborhood design. The proposed project will also strive to be compatible with other similar projects in the area, in-line with the character of the neighborhood throughout the life of the business.

The application will undergo environmental review in conformance with current federal, state, and local regulations as considered appropriate by the City.

The project meets the intent of the land use designation. The project site does not abut children-related or school uses.

The dedication of any on-site infrastructure or facilities to the City would be identified and determined consistent with applicable requirements. There are no historic buildings located on the project site. According to the General Plan, there are no on-site historic resources or designated architecturally significant buildings related to this City of Thousand Oaks location.

### **Corporate Status**

DBO INVESTMENTS is a limited liability company registered with the California Secretary of State. The articles of incorporation were filed with the California Secretary of State on March 14, 2018. (Attached hereto as **Exhibit D** is a true and correct copy of the Articles).

# DBO INVESTMENTS, LLC

## Day-to-Day Operations

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DBO INVESTMENTS' operating plan includes the following:

- Physical Improvements

The proposed commercial cannabis activities are as follows: Brick-and-mortar dispensary consisting of approximately 6,588sf which includes the sales floor, administrative offices for employee areas, general business purposes and community outreach. There will also be spaces dedicated to restrooms, storage, office spaces and equipment, and hallway corridors. The Property is currently utilized entirely as a batting cage. The business owner has decided to close its business and, thus, no tenants are being displaced to make room for the proposed dispensary.

Upon issuance of building permits and approved building plans, DBO INVESTMENTS would immediately begin interior renovations to the existing structure. It is estimated that it will take approximately seven (7) months to complete building plan check, obtain construction permits and complete the necessary interior renovations from the date the City approves the cannabis operation permits at the subject site.

Once all plans are approved by the City of Thousand Oaks Building & Safety, construction is estimated at three months. Once interior construction has been completed, DBO INVESTMENTS will commence business operations immediately.

The retail component will be constructed and ready for operation by January, 2019, depending upon the City's timeline for permit approval.

- The dispensary will operate 7 days per week during the hours of 10am and 7pm. Signage will be appropriate for the building and the local

area and will provide the public with sufficient notice of the dispensary's presence within the development;

- DBO INVESTMENTS will hire approximately 25 employees, of whom 20 will be full-time and 5 part-time;
- Total parking spaces available for operations will be eight (8) exclusive and seventy-six (68) shared, which satisfies the regulation of Thousand Oaks Planning Dept. The spaces will be located within the common parking lot;
- All parking provided will be off-street parking as the parking available already exists for the subject property and structure. DBO INVESTMENTS will simply be assuming existing parking;
- Staging/Frequency of Deliveries

For purposes of staging deliveries, DBO INVESTMENTS will require that all vendors check in with the receptionist and provide basic business information and ID for internal filing. A security guard will escort the vendor to a secure area away from the public that is locked throughout the business day. The facility's general manager will inspect the merchandise, confirm that it conforms with the purchase order issued by DBO INVESTMENTS, provide a written receipt to the vendor and provide delivery details to DBO INVESTMENTS' accounting staff for entry into the Company's accounting and POS systems. Cash or checks will be issued by the Company's accounting staff and recorded contemporaneously.

Purchase Orders are logged into the POS system which creates a barcoded label that is affixed to the product. The Label contains date, weight, brand, strain name, and price tier as well as SKU. Products are then stored in a secure, locked room until they are packaged and/or processed for sale.

The Company will limit deliveries to two pre-established scheduled days to ensure that there is appropriate staffing to receive product and enter the correct information into the Company's accounting and POS systems.

## **Tracking**

DBO INVESTMENTS will use BioTrackTHC for its inventory control to prevent diversion of cannabis, track the storage and movement of cannabis, and for recordkeeping for compliance and auditing purposes.

BioTrackTHC is the global leader in cannabis traceability technology. In 2013, BioTrackTHC successfully implemented the Washington State Traceability System, the world's first real-time seed-to-sale cannabis traceability program. BioTrackTHC will be operational with the state licensing requirements for the state's track-and-trace system as well.

BioTrackTHC's website relates their "story" as follows:

*"Established in 2010, BioTrackTHC is the global leader in cannabis Seed-to-Sale traceability technology. As pioneering providers of both business management and government oversight software, the BioTrackTHC team has the professional experience necessary to navigate regulations and enforce compliance across varying landscapes.*

*BioTrackTHC's comprehensive product suite increases transparency and accountability by monitoring key data points during cultivation, harvest, extraction, packaging, transport, and dispensing. In 2013 BioTrackTHC successfully implemented the Washington State Traceability System, the world's first real time cannabis seed-to-sale traceability program.*

*Since then, BioTrackTHC has won additional state contracts in Delaware, Washington, New Mexico, Illinois, New York and Hawaii, and has been selected as the winner for the government contract in Puerto Rico. In addition, the company has over 2,000 locations using their commercial software. Headquartered in sunny Ft. Lauderdale, FL, BioTrackTHC also operates satellite offices in Denver, CO, Olympia, WA, and Honolulu, HI, increasing their national presence and providing them with the industry insights needed to continue upgrading their software as the cannabis industry evolves."*

## **Transactions**

In accordance with the Medical and Adult Use Cannabis Regulation and Safety Act (MAUCRSA) and the regulations promulgated under it regarding

recordkeeping, all records related to the commercial cannabis activity will be maintained for a minimum of seven years.

DBO INVESTMENTS shall keep a complete set of books of account, invoices, copies of orders and sales, receipts, shipping instructions, bills of lading, weight bills, bank statements (including cancelled checks and deposit slips, if and when cannabis-business banking becomes available), and all other records required to be maintained under law or that are necessary to fully show all transactions of DBO INVESTMENTS. The records will clearly track cannabis and cannabis product inventory, and a manual inventory audit will be conducted once a week. These inventory audits will be conducted more frequently if required under law or if otherwise needed to prevent the unlawful diversion or loss of inventory.

The BioTrackTHC system used by DBO INVESTMENTS has comprehensive reports that can be tailored to accommodate the requirements of the business, the City of Thousand Oaks, and state law. The BioTrackTHC system is comprised of several components, all of which are designed to seamlessly integrate with one another. The BioTrackTHC system is a tracking system that tracks and reports on all aspects of the business, including but not limited to such matters as inventory-movement tracking and other inventory data.

The system will also maintain information concerning the employees. For example, when a new employee is hired by DBO INVESTMENTS, he or she will be given an employee ID number and ID card. The employee's ID number, his or her identification information, and other employee data will be entered into the system. By going to the "Employees" screen and choosing "Existing Employees," management and permitting and licensing authorities can see all employees' information, including their employee IDs, birthdates, hire dates, and other information.

BioTrackTHC enables DBO INVESTMENTS to collect, store, and retrieve all data and activity, including data regarding inventory records, inventory-tracking records, supplier records, employee records, disposal records, and all scanned documents at any time, either in-system or through report creation.

### **Cash Handling**

# REDACTED

### **City Revenue Sharing**

With the comprehensive recordkeeping software and systems in place, as shown above, DBO INVESTMENTS will have reports available on reasonable notice to confirm that the payments made to the City of Thousand Oaks reconcile with the amounts required under the development agreement at virtually any time.

### **Accounting**

DBO INVESTMENTS will engage a licensed CPA to assist with accounting functions, including the preparation of local, state and federal tax returns. DBO INVESTMENTS will outsource payroll services.



### **Conformance with State/Local Law**

DBO INVESTMENTS will comply with the provisions of the Compassionate Use act of 1996 (California Health and Safety Code Section 11362.5), the Medical Marijuana Program Act (California Health and Safety Code Sections 11362.7 through 11362.83), MAUCRSA, and the regulations promulgated by the state licensing agencies under the MAUCRSA.

In accordance with city and state law, DBO INVESTMENTS will create and maintain accurate records of its commercial cannabis activity. All records related to the commercial cannabis activity, as required by the licensing authorities, shall be maintained for a minimum of seven years.

### **Enhanced Product Safety/Quality-Control Procedures Testing of Cannabis and Cannabis Products**

In accordance with Business and Professions Code section 26100 of the MAUCRSA, all cannabis and cannabis products shall, at a minimum, be tested by an independent testing laboratory licensed by the Bureau of Cannabis Control for cannabis testing. The laboratory will test for concentration and pesticides and other contaminants and will perform all other required testing under state law. This process will be done through a licensed distributor, as required by state law.

In accordance with section 26100 of the MAUCRSA, the licensed testing laboratory will meet all of the following state-law requirements:

- (a) Is licensed by the State Department of Consumer Affairs (the Bureau of Cannabis Control).
- (b) Is independent from all other persons and entities involved in the cannabis industry.
- (c) Follows the methodologies, ranges, and parameters that are contained in the scope of the laboratory's accreditation and those set out in state statute and regulation.
- (d) Notifies the State Department of Consumer Affairs within one business day of the receipt of notice of any



kind that its accreditation has been denied, suspended, or revoked.

- (e) Has established standard operating procedures that provide for adequate chain-of-custody controls for sampling and transportation to the licensed testing laboratory for testing, as well as controls for samples used in testing in the laboratory.

In accordance with MAUCRSA, the licensed testing laboratory will issue a certificate of analysis for each batch tested, with supporting data.

Further, the rules on what needs to be tested, what the testing requirements are, the pass/fail limits, etc., will be tied into the BioTrackTHC system used by DBO INVESTMENTS.

### **Not For Profit Basis**

In the published Application procedure for Thousand Oaks, the City has requested a response to the following issue:

*Describe Mechanisms for ensuring that the CCB will operate on a Not-for-Profit basis if for medicinal cannabis until the MAUCRSAS is fully in effect or until amendments are made to Chapter 5.29.*

However, under existing law as of the date of this Application, the state of California has implemented a license system regulating for-profit commercial cannabis operations in accordance with MAUCRSA. Under this new regulatory scheme, operating not-for-profit is no longer required once an operator obtains all required licenses. The Applicant does not anticipate being operational until receipt of both a local and a state license and therefore will not be required to operate on a not-for-profit basis.

### **Construction**

DBO INVESTMENTS intends to build a dispensary of approximately 6,588 square feet. DBO INVESTMENTS anticipates that it shall be in control of the property by August 10, 2018, but will commence drafting of plans and

# DBO INVESTMENTS, LLC

## Neighborhood Compatibility Plan

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It is the goal of DBO INVESTMENTS to integrate seamlessly into the community while improving the quality of life for its new neighbors and future employees. There are various concerns that arise with regard to cannabis businesses such as crime, noise, smell, traffic, and beautification. Each one of these concerns will be addressed below.

### Crime

As detailed in the security plan, DBO INVESTMENTS will retain the services of two or three security guards 24 hours a day, 7 days a week. There will be one supervising security manager, as well as all the necessary high-definition security cameras located on the outside of the property that will provide 360-degree views of the building and will function as a deterrent to crime. Most importantly, the security personnel and cameras will provide a vigilant eye over the neighborhood. All cannabis at the location will be tracked from its point of cultivation to the store where it will be sold to customers. DBO INVESTMENTS notes that, in Mr. Patel's other *From the Earth* dispensary in Santa Ana, crime has actually **gone down** in the immediate neighborhood as a result of the security measures implemented at the dispensary.

Additionally, DBO INVESTMENTS will hire GI Security for 24 hours security service. GI Security's Ventura headquarters are located in nearby Port Hueneme and will allow for immediate reaction to any problem at the location. GI Security will apply for a Thousand Oaks business license prior to dispensary operations commencing.

As noted above, the continuous security presence in the immediate vicinity of the dispensary will also prevent vagrancy, loitering and disruptive behavior.

## **Noise**

The proposed project involves dispensing cannabis within an enclosed building in the M-1 zone commercial area. This proposed use would result in less noise than that anticipated by many other commercial uses.

Noise created by the newly proposed, non-transportation noise sources shall be mitigated so as not to exceed the noise level standards within the property line of lands designated to noise-sensitive uses and other sensitive receptors.

The buildings will be improved to the extent possible in conformance with City standards although there will be minimal changes to the building exterior. The proposed project is not anticipated to produce noise levels exceeding the performance standards that would require noise-related mitigation measures.

## **Smell**

As detailed above, each room in the facility will be sealed and will contain carbon filters. The sealing of the room coupled with the carbon air filtration will create a negative pressure inside the room that constantly keeps air flowing into the room. Any air removed from the room will be expelled through the carbon filters. Finally, all air that is expelled by the carbon filters will be treated with ozone, or O<sub>3</sub>, which will eliminate all smell.

## **Traffic**

The dispensary in which retail sales of cannabis will take place will be open to adults who are 21 years of age or older. Parking will be provided from existing parking lots balancing vehicular access to the proposed site. To minimize traffic, there are various shifts scheduled throughout the day. As there is no significant difference between the proposed use of the property and the current use of the surrounding area, i.e., commercial use, it is likely that local roads can easily handle the volume of traffic which will be generated from the commercial dispensary uses.

Total staff on hand at any one time should not exceed 10. Based upon Mr. Patel's experience at his Santa Ana facility, there is rarely more than 10 customers on site. The property has a total of 76 exclusive and shared

parking spaces which should be more than enough to handle even the largest crowds at the dispensary.

### **Community Contact Person**

DBO INVESTMENTS will maintain a community contact person, David Moss, who is VP of Operations for DBO INVESTMENTS as the community relations officer. Mr. Moss will have direct access to a private patrol supervisor at DBO INVESTMENTS who will be stationed at the facility 24 hours a day. Additionally, DBO INVESTMENTS' security company will be stationed in the administrative offices of the proposed cannabis dispensary as a subtenant. This will allow for an immediate response to loitering, vagrancy or disruptive behavior at the property.

### **Community Involvement**

The community outreach chair will perform outreach to the local community and hold town hall meetings as well as hold an open house for a community tour of the facility prior to open and operating. Upon commencing operations, DBO INVESTMENTS will continue its community outreach by participating in Neighborhood Councils, reaching out to local municipal, educational, religious and civic organizations on an ongoing basis to provide service and financial assistance, and holding regular meetings with the local community to discuss issues that arise out of DBO INVESTMENTS' operations and potential solutions for the same.

# DBO INVESTMENTS, LLC

## Community Benefits Plan

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### Local Resident Employment

DBO INVESTMENT seeks to employ approximately 25 employees to operate the proposed location. These employees will be 20 full-time and 5 part-time employees. Additionally, DBO will commit to setting a goal of hiring 60% of its employees from the city of Thousand Oaks.

### Voluntary Contributions

Further, DBO INVESTMENTS, LLC will seek to enter into partnerships with organizations already serving the Thousand Oaks community, including, but not limited to:

- (1) **Thousand Oaks Police Charitable Foundation**, which promotes community welfare through support of public safety and volunteer programs;
- (2) **Community Conscience**, which ensures that public assistance is available for residents of the Conejo Valley;
- (3) **Senior Concerns**, which provides high quality support services to seniors and their families;
- (4) **Many Mansions**, which provides well-managed, service-enriched affordable housing to low income residents of Ventura County; and
- (5) **Conejo Schools Foundation**, which partners with the community to protect, strengthen and grow quality educational experiences for all CVUSD students.

DBO INVESTMENTS will promote commercial, industrial, and residential development that supports the community character of Thousand Oaks. DBO INVESTMENTS will do this by, among other things, paying significant sales tax which can be used to promote the wider community by

supporting municipal services and planning. DBO INVESTMENTS also intends to be a substantial contributor to local charitable organizations, neighborhood councils and philanthropic efforts as listed above.

DBO INVESTMENTS will participate in local community benefit and crime prevention programs.

The participation will include, among other things (1) tree plantings; (2) cleaning park areas; (3) providing funds to neighborhood groups; (4) improvements to the neighborhood where DBO INVESTMENTS is located; and (5) sponsoring programs to deter youth narcotics usage and abuse.



# DBO INVESTMENTS TO, LLC

## Qualification of Principals

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### Financial Whereewithal

The property at 711 Rancho Conejo Blvd., will be purchased for approximately [REDACTED] by an entity headed by Dan Zaharoni. Initial financing will be provided through a revolving credit line of [REDACTED] currently in place for Mr. Zaharoni's businesses through East West Bank.

### Experience

Messrs. Patel and Zaharoni have substantial experience in a variety of cannabis locations throughout Southern California.

Santa Ana – Mr. Patel is the owner of CBD, Inc., which owns the dispensary license for the Santa Ana location of From the Earth. The dispensary generated revenues in excess of \$6M in 2017 and is on track to produce revenues of more than \$10M in 2018 (Attached hereto as **Exhibit K** is a true and correct copy of the Santa Ana business license);

Long Beach – Mr. Patel is the co-owner of DBO Investments LB, which has been preliminarily approved, by the City, for a cultivation and dispensary license. Mr. Zaharoni is the manager of the entity that owns the building in which the facility will be located;

Port Hueneme – Mr. Patel is the owner of DBO Investments PH, which has been preliminarily approved for a dispensary license. Mr. Zaharoni is the manager of the entity that owns the building that in which the facility will be located;

Desert Hot Springs – Messrs. Zaharoni and Patel are the managers of DBO Investments DHS, which is in the process of securing licenses for cultivation and manufacturing at a development which has already seen approval of a

specific plan permitting virtually all cannabis-related uses within its boundaries.

Mr. Patel has also spearheaded his existing company's move into providing services to the local community by establishing a resource center within his Santa Ana dispensary that works with special needs children and the underprivileged.

Mr. Patel also sponsored and assisted in drafting the ordinance placed on the ballot in Costa Mesa, California, in 2016, seeking to regulate the sale and cultivation of cannabis in that jurisdiction.

Beginning in 2007 and until opening the Santa Ana dispensary in 2014, Mr. Patel co-owned Paragon Lighting and Sound which consulted and designed architectural and entertainment lighting systems. It was through this business that Mr. Patel learned about the different lighting systems that are used in the cannabis industry and, thus, began his interest in dispensaries.

Mr. Patel is also a co-founder of the Santa Ana Cannabis Association]. With this group, he has been able to advise on the establishment of ordinances for cannabis facilities, in addition to advising cities on closing illegal marijuana dispensaries.

Mr. Patel has his Bachelor's degree in Economics with a minor in Managerial Economics from the University of California, Davis. (Attached hereto as **Exhibit L** is a true and correct copy of Mr. Patel's resume).

Prior to his interest in the cannabis industry, Mr. Zaharoni, a graduate of UC Berkeley and Loyola Law School has been an attorney for 26 years – formerly as the Managing Partner of his own firm, Warden, Urtnowski & Zaharoni - and also holds a Real Estate Broker and General Contractor's license in the State of California. He has acted as agent, principal and/or attorney for more than 50 entities over the past two decades, primarily in and around the real estate development industry. (Attached hereto as **Exhibit M** is a true and correct copy of Mr. Zaharoni's resume).



Neither DBO INVESTMENTS nor its managers have had a permit or license revoked by the City of Thousand Oaks or any other municipality, nor have they had any administrative penalties assessed against their businesses. No owner, principal, officer, or other management personnel employed by DBO INVESTMENTS will have any type of violent or serious felony conviction as specified in Section 667.5 and 1192.7 of the Penal Code or any felony or misdemeanor conviction involving fraud, deceit, embezzlement, or moral turpitude, or an offense substantially related to his/her qualifications, functions, or duties relating to the business.

# KINTU PATEL

## EDUCATION

### **UC Davis**

BA, Economics

Minor in Managerial Economics

### **University of the Pacific**

Pursued coursework toward a  
Juris Doctor Degree

## CONTACT

## SKILLS

Word  
Works  
Excel  
Outlook  
Photoshop  
Powerpoint  
Quickbooks  
Lexis-Nexis  
Westlaw Research

## EXPERIENCE

### **CBD Inc. / From the Earth Marijuana Dispensary, Owner, 2014 to Present**

- Guided company through permitting process to opening
- Designed retail marijuana dispensary
- Purchases inventory
- Oversees operations of company
- Manages 25 employees
- Liaison with city and state for governmental affairs
- Increased sales between year 1 and year 2 by 50%
- On pace to do over \$6 million in sales in year 2

### **Paragon Lighting and Sound**

#### **Owner, 2007 to 2014**

- Consulted and designed architectural and entertainment lighting systems
- Developed and maintained new accounts
- Prepared monthly budgets

### **Goodman & Assoc.**

#### **File Clerk, 2006**

- Filed and indexed client files
- Delivered documents to court and law offices
- Responded to client queries

### **Calimesa Inn Motel**

#### **Manager, 2003 to 2005**

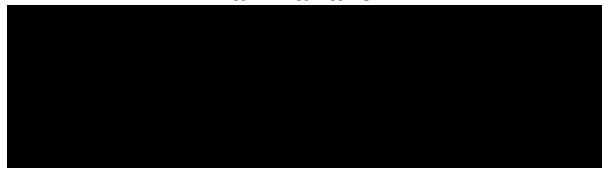
- Managed motel staff
- Developed the installation of a new check-in system which increased check-in time by 50%
- Created advertisements and prepared monthly budgets

### **SEGA of America**

#### **Data Entry Clerk, 2000**

- Placed orders and answered phone lines
- Captured and edited digital images

**Dan Zaharoni**



**Education:**

UC Berkeley, B.A., Political Economies, '89  
Loyola Law School, J.D., '92

**Professional Licenses:**

Attorney at Law, California State Bar  
Real Estate Broker, California Dept. of Real Estate  
General Contractor, California State Contractors Licensing Board  
CGBP, Certified Green Building Professional

**Employment:**

3/15 – Present – **Urban Commons, Chief Development Officer**  
Los Angeles, CA

- \*Developed organizational and management structures for hospitality development company
- \*Hired, supervised and coordinated development staff for 9 hotel renovations (including the Queen Mary) and 6 ground-up construction projects
- \*Utilized personal network to establish financing opportunities in the tens of millions of dollars with local lenders
- \*Oversaw all consultant and third party construction company partnering for development and renovation projects throughout the United States

9/07 – Present – **Cal Building & Maintenance Industries, Inc. (“CBMI”), Principal**  
Hawthorne, CA

- \*Developed organizational and administrative procedures and guidelines to streamline existing construction company
- \*Converted \$4M debt into \$1.9M surplus within two years
- \*Reorganized management structure to improve operational efficiencies
- \*Implemented company-wide branding/marketing program that repositioned the Company in both local and regional markets
- \*Managed accounting, finance, human resources, business development and legal affairs departments by streamlining communications and cooperation across the various platforms

1/01-9/07 – **Warden, Urtnowski & Zaharoni, Managing Partner**  
Irvine, Beverly Hills, California; Las Vegas, Nevada

\*Founded law firm specializing in civil/business litigation and real estate transactional work

\*Managed all aspects of firm business with billings approaching \$2M per year

\*Focused on client development and tripled client base in 18 months

\*Supervised case files for corporate clients such as United Rentals, Charity Auction Services and numerous real estate development companies

**1/00 – 1/01 - netHESIVE, VP Business Development**

Torrance, California

\*Responsible for all business development activities including sales, marketing, development of collateral materials, hiring sales staff, executing plan, networking and promoting our company's name in the local technology arena.

\*Hired, trained and managed sales staff from scratch

\*Initiated negotiations with the NFL, NHL, Warner Bros, MGM, among others

\*Wrote business plans and assisted in the raise of more than \$2M in venture capital

\*Merged company with larger internet services group

**5/95-12/00 - MaX Enhancement Group, Owner**

Hawthorne, California

\*Owner/operator of computer systems integration company and related entities (65 employees) that totaled \$60M in sales in 1999

\*Responsible for virtually all aspects of business including sales/marketing, accounting, product management, financing, human resources

\*Developed accounts with Fortune 500 companies throughout the United States including Chevron, Delta and Sumitomo Bank

\*Sold equity to partners in December, 2000

**6/92-4/95 - Waier & Urtnowski, Attorney**

Newport Beach, California

\*Assumed responsibility for corporate, civil and real estate litigation cases for Orange County-based businesses.

\*Developed client relationships that resulted in billables in excess of \$500,000 in my first 2 years in practice.

**Achievements**

Purchased, developed and sold millions of dollars of commercial and residential real estate in California and Arizona

**Personal**

Divorced, Two children, ages 13 and 12

**References:** Furnished Upon Request