

**APPLICANT LETTER**  
**Access Costa Mesa, Inc.**  
**Db a “South Coast Safe Access”**  
**2001 Harbor Blvd. Ste. 101, 102, & 103**

**STATEMENT OF INTENT:** ACCESS COSTA MESA, INC. dba South Coast Safe Access (“SCSA”) seeks a business permit from the City and a Type-10 Cannabis Retail Storefront License from the State. The business of ACCESS at this location will be limited to retailing licensed, compliant, pre-packaged cannabis and cannabis goods. Our ownership team has over 15 years of combined experience owning and operating multiple licensed cannabis retail stores, including 420 Central and South Coast Safe Access, both located in Santa Ana.

**FACILITY ADDRESS & USE:** Our facility, located at 2001 Harbor Blve. Ste. 101, 102, & 103, consists of 3,720 sq. ft. located within the C2 General Commercial zone, outside of 1000’ of a k-12 school, day care facility, playground, and homeless shelter as well as 600’ from any youth center. The square footage of the building will be used in the following way:

1. Lobby and Check-In Area
2. Retail sales floor
3. Limited Access Inventory Storage Area
4. Security Room
5. Offices
6. Restrooms

**HOURS OF OPERATION.** Hours of operation shall be limited to: 7:00 a.m. to 10:00 p.m. daily. SCSA shall not be open to the public between the hours of 10:01 p.m. and 6:59 a.m. of any day.

**SECURITY:** As described in our professionally prepared security plan, the facility will have a state-of-the-art security system throughout, in compliance with all state and local regulations. The facility will include digital key fob readers on all doors, panic alarm devices, security cameras strategically placed throughout the interior and exterior of the facility.

**OBJECTIVES:** The first objective of SCSA is to stay educated and informed of regulatory updates via our association with organizations such as American’s for Safe Access (ASA), The National Cannabis Industry Association (NCIA), The California Distribution Alliance (CDA), our Legal Counsel, and various Regulation Legal and Consulting Forums.

Our second objective is to be a good neighbor. Our business model and Standard Operating Procedures have been crafted to ensure compatibility and consistency with neighboring businesses. From security procedures, to odor control protocols, to directing traffic flow. To further evidence SCSA's good neighbor policy, on November 8, 2022, SCSA held an OPEN HOUSE for the community after noticing neighbors within a 500' radius. The Open House introduced ourselves to the community and allowed neighbors to voice concerns or questions regarding our company and was very successful.

SCSA has procedures, quality checks, record keeping, and full tracking throughout the entire process; from receiving packaged products, thru the retail and delivery of products. These protocols ensure regulatory compliance, full track and traceability and mitigate diversion risk.

RECEIVING INVENTORY: SCSA receive verified licensed cannabis goods through purchase orders. These orders are submitted to licensed distributors after license verification. Distributor then fills purchase orders, and schedules a delivery at our retail facility, adhering to our standard delivery operating procedures. Our delivery procedures are emailed to the Distributor when the appointment for delivery is confirmed. Our receiving policy / protocol is overseen by our Account Manager, who is registered with the State of California as our designated "Account Manager." During the visual inspection, the Account Manager shall ensure that the manifest is accurate, all testing certificates are compliant, and a label is physically attached to each container of each product/batch, with information, such as: The manufacturer or cultivator's name & license # that provided the batch; The date of entry into the distributor's storage area; The unique identifiers and batch number associated with the batch; A description of the cannabis goods with enough detail to easily identify the batch; The weight or quantity of units in the batch and: The best-by, sell-by, or expiration date of the batch if any. Once the packaged product passes the quality assurance review, it is received into our accounting system before added to our inventory management and point of sale system.

STORAGE: Of the 3,720 square feet of space, including "limited access areas" which will securely house inventory of packaged cannabis products. The limited access area refers to the area in which any cannabis is held, quarantined, or stored, including our retail floor, storage room, and security room.

All inventory is kept in a secure vault like room. Cannabis Product is stored with limited access rules and protocols. All Doors are controlled to prevent access to limited and secure access areas of premise, are Solid Core, Self-Closing with non-residential commercial locks. Proximity Signage indicates Limited or Secure Access Areas, where access limits and Visitor Protocols with escorts are required. SOP's for addressing unauthorized entry, or customers who fail to follow signage are in place. Procedures for preventing loss, theft and diversion.

**OPERATIONS:** All customers and guests must check-in with a uniformed Security Guard at the main entrance prior to entering the retail cannabis business. Pursuant to 16 CCR §5402(a), all customers will be required to show one of the following forms of identification:

1. A document issued by a federal, state, county, or municipal government, or a political subdivision or agency thereof, including, but not limited to, a valid motor vehicle operator's license, that contains the name, date of birth, physical description, and photo of the person;
2. A valid identification card issued to a member of the Armed Forces that includes a date of birth and a photo of the person; or
3. A valid passport issued by the United States or by a foreign government. The Security Guard will check the government issued identification of guests at the main entrance and confirm:
  - a. That the appearance of the individual presenting the identification matches the appearance of the individual pictured on the identification;
  - b. The presented identification indicates the holder is at least twenty-one (21) years old or eighteen (18) years old and in possession of a valid physician's recommendation and/or Health and Safety Code Section 11362.71 identification card ("Medical Marijuana Card"); and
  - c. The identification has not expired.

After the Security Guard confirms the age of the person and the validity of his/her identification, the customer will be allowed entry into our Lobby where they will be greeted by a Receptionist who will be sitting behind a secure partition. The Customer will provide the Receptionist with his or her photo identification which will be scanned using Veriscan. All identification will be stored in Veriscan. If the identification presented is not confirmed as valid by Veriscan the Receptionist will notify the customer and Security Guard and the customer will be asked to leave the premises. All invalid identifications will be logged as either "expired," "invalid," or "underage."

**PRODUCTS.** Access' customers will be able to choose from over 400 SKUs and 12 different types of products, including flower, concentrates, edibles, lotions, tinctures, pre-rolls, accessories and a wide range of topicals. Whether the customer is looking for physical pain relief, assistance sleeping or is simply looking to unwind, our wide array of products will ensure there is something for every customer. All products will be strictly tested and their manufacturing and cultivation sites will be inspected to ensure that such products also meet our rigid safety, testing, and purity standards. We anticipate that 50% of our sales at our Costa Mesa store will be cannabis flower and pre-rolls and 50% other cannabis products.

We prioritize small farms local cultivators and manufacturers while at the same time maintaining that all products purchased for our shelves meet our high standards. We strive to help customers understand the health and wellness benefits of integrating cannabis into one's life- style rather than the traditional

emphasis on getting high. While we will still carry traditional adult-use products, our sales associates will be trained to advise customers on the availability of non-psychoactive products that may also provide the health benefits they are seeking.

We will only conduct business with other State licensed cannabis businesses who can provide proof of legal and regulatory compliance, including valid State license certification.

Historically, the traditional dispensary model has focused heavily on flower. However, our business model is also focused on high-CBD, low-THC products and a variety of topicals, edibles and tinctures to meet the health and wellness needs of customers including our aging population. This model deviates from the traditional emphasis on 'getting high' and will require a highly knowledgeable staff focused on providing patient and consumer education on the variety of cannabis consumption methods available and their respective benefits.

We believe this category breakdown will be similar in Costa Mesa as our team members are trained to educate consumers on the values of enrichment instead of the traditional focus on getting high. We have found that when consumers are educated, they often opt for products that are not formulated solely for their ability to get the consumer high which we believe is critical from a public health and safety perspective. Products will include the following:

1. Flower & Pre-Rolls.
2. Extracts & Concentrates.
3. Vaproizers.  
Edibles.
5. Topicals.
6. Beverages.
7. Tinctures.
8. Capsules.



INVITES YOU TO JOIN US AT OUR COMMUNITY

# OPEN HOUSE

MONDAY, NOVEMBER 7<sup>TH</sup>, 2022  
5:00 PM – 6:00 PM

2001 HARBOR BLVD.  
COSTA MESA, CA 92626

MEET OUR TEAM AND SHARE YOUR IDEAS AS WE TALK  
CANNABIS RETAIL AND YOUR COMMUNITY

Dear Neighbor,

We wanted to take a moment to say, “hello.” We are Access Costa Mesa, a California based cannabis company. We would like to invite you to an Open House where local residents and businesses have the opportunity to learn more about our company, our track record of compliance and safety, and to ask any questions you might have.

Building a strong relationship with the local community is one of our top priorities. That’s why we want to address any concerns or questions you may have regarding us or our industry. At this Open House, you will have the opportunity to meet with our management and start a dialogue that we hope will continue for years.

The owners of Access Costa Mesa operates cannabis facilities throughout Orange County. Our retail stores are fully compliant, safe, welcoming and are staffed by highly trained and knowledgeable professionals. We are committed to improving the public safety and giving back to the communities we serve and operate in.

We are looking forward to meeting you!

Sincerely,

Access Costa Mesa Management