



Gold Flora Partners Costa Mesa, LLC – Gold Flora, LLC- Distribution, LLC
3165 Redhill Ave
Costa Mesa, Ca 92626

Dear City of Costa Mesa,

Gold Flora Partners Costa Mesa, LLC is owned by Gold Flora, LLC, a fully vertical California Cannabis Company. Gold Flora holds current licenses for Retail, Distribution, Manufacturing, and Cultivation. We currently own and operate a fully licensed distribution (GF Distribution, LLC) located at 3505 Cadillac Ave O-107 Costa Mesa, Ca.

Gold Flora Partners Costa Mesa, LLC is currently applying to open a retail store front dispensary which will be located at **1687 Orange Ave. Costa Mesa, Ca 92627**. This address is located within the City of Costa Mesa's green zone and is located outside of the required sensitive use area buffers established by the City of Costa Mesa.

The total square footage of the location is 2928 square feet with 13 parking stalls including 1 bike rack. Eight of the 13 parking stalls are located immediately offsite and directly adjacent to the property. We request approval of the offsite parking stalls as both properties are under the same ownership and the owner has executed a shared parking agreement under the lease.

The building will be used as a Cannabis Retail Store front. Within the floor plan there will be a retail sales floor, security offices, secured waste storage, secured inventory vault, offices, restroom, and breakroom.

We will sell the following local and state licensed and compliant cannabis products:

- Cannabis Flower
- Cannabis Concentrates
- Cannabis Edibles
- Cannabis Topicals
- Cannabis Pills
- Cannabis Pre-Rolls
- Cannabis Patches
- Cannabis Tinctures
- Cannabis Drinks

All products sold will be prepackaged and tamper sealed. No extraction or other types of cannabis business will take place on site.

No chemicals will be stored or utilized other than standard cleaning supplies.

Laurie Holcomb Thompson, CEO



Gold Flora Partners Costa Mesa, LLC is owned by Gold Flora, LLC, a fully vertical California Cannabis Company. Laurie Holcomb is the founder and CEO of Gold Flora and is one of the only women owned vertically integrated companies in the State of California. Gold Flora holds licenses in cultivation, manufacturing, distribution, and retail. We also currently own and operate a fully licensed distribution company in Costa Mesa, located at 3505 Cadillac Avenue 0-107 named GF Distribution, LLC.

Gold Flora Retail Dispensary Locations already open and operating

Airfield – San Jose, California

- 2021 Revenue - \$34.2M
- 2022 E Revenue - \$35.2M
- 1,300 Average Daily Customers

Higher Level – Hollister, California

- 2021 Revenue - \$11.7M
- 2022 E Revenue – 12.4M
- 570 Average Daily Customers

Higher Level – Seaside, California

- 2021 Revenue - \$10.6M
- 2022 E Revenue - \$11.1M
- 450 Average Daily Customers

King's Crew – Long Beach

- 2021 Revenue - \$7.3M
- 2022 E Revenue - \$9.5M
- 450 Average Daily Visitors

Retail Stores Opening 2022

King's Crew Costa Mesa, CA – Estimated annual revenue \$9M – waiting on CUP approval

King's Crew Corona, CA – Estimated annual revenue \$16M (waiting on being awarded a license)

Airfield Redwood City, CA – Estimated annual revenue \$17m (waiting on being awarded a license)

Higher Level Greenfield, CA – Estimated annual revenue \$11M – store opened October 2021

Combined Retail Gross Revenue Numbers

2021 - \$63,800,000 gross revenue

2022 Estimate with current stores: \$68,200,000 gross revenue

2023 Estimate with all stores operational: \$121,200,000 gross revenue

Gold Flora Cultivation Footprint – Black Lion Farms

Gold Flora operates indoor cultivation out of its 200,000 SF facility located in Desert Hot Springs.

2021 Indoor Canopy in operation:

- 22,000 SF canopy
- 9,000 lbs harvested per year
- \$15M annual revenue

2022 Indoor Canopy in operation:

- 62,000 SF canopy
- 26,000 lbs harvested per year
- \$45M annual revenue

Gold Flora Manufacturing and Extraction – Black Lion Labs

Gold Flora operates CO2 extraction and manufacturing out of its campus located in Desert Hot Springs. Gold Flora uses IES machines to extract oil which allows us to manufacture vape pens, edibles, chocolates, gummies, topicals and tinctures. Our facility is 10,000 SF and is state of the art.

Gold Flora State Distribution Footprint – RYL Distribution

Gold Flora distributes 15+ cannabis brands to retail dispensaries throughout California. Our main warehouse is 10,000 SF and is located at our campus in Desert Hot Springs. In addition, we have distribution facilities located in Costa Mesa, and San Jose, California.

Gold Flora Branded Products

Gold Flora is the primary brand which consists of a luxury line of premium vape pens: Gold Rush, Black Gold and White Gold. In addition, we offer a more affordable vape pen line called Naked AF. We also pride ourselves on cultivating high end flower with outstanding genetics and offer flower and pre-rolls to our customers. Gold Flora has also trademarked Gold Flora California Grown.

We have been in operation since January 2018 and have been able to grow into one of the larger, vertically integrated cannabis companies in California. We are a single state operator and we focus on growing our company in California by organically winning local licenses.

INVESTMENT HIGHLIGHTS
WHO WE ARE

GOLD FLORA
 CALIFORNIA GROWN™

CORPORATE SNAPSHOT

Industry Sector	Commercial Cannabis
Corporate Status	Private
	Single State Operator (SSO)
Established	2018
Markets Served	United States: California
CEO	Laurie Holcomb
Total Employees	300+
Total Licenses	12
	Cultivation: (1) 3A License, (4) 2A Cultivation Licenses
	Manufacturing: (1) Type 6A Non-Volatile License
	Distribution: (2) Type 11 Distribution Licenses
	Retail: (4) Type 10 Adult-Use and Medicinal Retail Storefront and Delivery Licenses
Cultivation Footprint (Sq. Ft)	22,000 (Current) – 62,000 (2022) – 300,000 (2023)
Statewide Distributed Brands	10+
In-House Brands	2+
Retail Storefronts	4 (Current) – 7 (2022)
2021 Net Revenue	\$76.5M
Previous Equity Capital Raised	\$59.2M (equity and debentures)
2022 Projected Net Revenue	\$148.5
2022 Projected Adjusted EBITDA	\$41.1



OUR DIFFERENCE

- Fully-integrated Cannabis Campus
- Disruptive 100% Indoor Cultivation Facility
- Unique Retail Positioning
- Strong Margins & Rapid Growth
- Female Owned & Operated

COMPANY OVERVIEW

ORGANIZATIONAL STRUCTURE

GOLD FLORA
CALIFORNIA GROWN™

GOLD FLORA

Black Lion Farms Cultivation



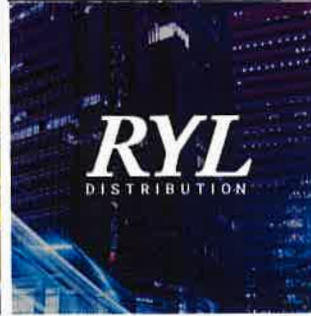
Operation: **Cultivation**
Location: Desert Hot Springs, CA
Total Canopy: 300,000+ sq. ft.
Current Canopy: 62,000 sq. ft., with 40,000 sq. ft. of additional canopy harvesting in Q2 2023
License Types: (1) Type 3A, (4) Type 2A Cultivation

Black Lion Labs Manufacturing



Operation: **Manufacturing**
Location: Desert Hot Springs, CA
Square Feet: 10,000
License Types: (1) Type 6A Non-Volatile Manufacturing

RYL Distribution Distribution



Operation: **Distribution**
Location: Desert Hot Springs & Costa Mesa, CA
Square Feet: 13,500
License Types: (2) Type 11 Distribution

Gold Flora Partners Retail



Operation: **Retail Dispensaries**
Locations: Long Beach, Seaside, and Hollister, and San Jose, CA
Licenses: (4) Type 10 Adult-use and Medicinal Retail Storefront and Delivery Licenses

Gold Flora Brand



Operation: **Brand**
Headquarters: Costa Mesa, CA
Square Feet: 3,500
Current SKUs: 50
Trademarks: Gold Flora California Grown



Laurie Holcomb
Chief Executive Officer

- Leader of one of the few woman-owned vertically integrated cannabis companies in the nation
- Extensive background in startups, investment banking, and real estate development
- Superior knowledge of California's complex maze of environmental, water and land-rights regulations
- Created a rapid buildout of a masterful cannabis complex and expandable indoor cultivation facility at a lower cost than competitors



Phillip Hague
Chief Cultivation Officer

- 30+ years of experience in industrial large scale and controlled environment agriculture, in addition to 28 years of relevant commercial cannabis cultivation experience
- Former National Director of Cultivation at Acreage
- Managed successful cultivation facilities in 17 states and 5 countries, totaling to almost 4 million sq. ft. of canopy
- Lifelong cannabis plant breeder and collector of elite genetics with one of the most important, deeply varied, and significant cannabis genetics libraries in the industry



Greg Gamet
Chief Operations Officer

- Leading entrepreneur, operations manager, and licensing and compliance expert in the cannabis industry
- Co-founded and managed various medical and recreational cannabis companies
- Established the first adult-use dispensary in the U.S. (**Dank Colorado**, in Denver, CO), **Kush Bottles Colorado** (later merged and went public), **Denver Consulting Group**, **CannaScore**,
- Obtained over 80 licenses across 8 states



Chris Martin
Chief Financial Officer

- Founding CFO of Gold Flora since 2017
- Previously the founding CFO for **Kush Co. Holdings** (TKR: KSHB), the industry leader in compliant cannabis packaging supplies; facilitated a public equity listing, capital raises, public filings/audits, and systems implementations
- Licensed CPA with 10+ years in public financial reporting and cannabis tax accounting



Chris Candelario
President of Distribution

- Experienced senior sales executive with a demonstrated history of success in cannabis logistics and sales
- Former Senior VP of California Sales for River Distributing Company, a subsidiary Cresco Labs, a publicly traded cannabis company, where he was responsible for overseeing and driving all California sales activity



Michael Gallagher
Director of Manufacturing

- 8+ years of experience in various lab environments and 4+ years working in cannabis labs
- Track-record of developing proven formulations and consistently producing top quality cannabis products with high percentage yields
- Expert in CO2 extraction, winterization, and distillation
- Former R&D Senior Scientist at Wellgreens CA, a licensed cannabis manufacturing company located in San Diego

RETAIL

STRONG RETAIL FOOTPRINT, INCLUDES SOME OF CA'S TOP STORES

Growing portfolio of wholly-owned leading retail locations across California

LONG BEACH
KING'S CREW



2021E REVENUE: \$7.3M
2022E REVENUE: \$9.5M

SAN JOSE
AIRFIELD SUPPLY CO.



2021E REVENUE: \$34.2M
2022E REVENUE: \$35.2M

SEASIDE
HIGHER LEVEL



2021E REVENUE: \$10.6M
2022E REVENUE: \$11.1M

HOLLISTER
HIGHER LEVEL



2021E REVENUE: \$11.7M
2022E REVENUE: \$12.4M

COSTA MESA
KING'S CREW



2021E REVENUE: n/a
2022E REVENUE: \$5.3M* Opening in Q2 2022

REDWOOD CITY
AIRFIELD SUPPLY CO.



2021E REVENUE: n/a
2022E REVENUE: \$16.7M* Opening in Q1 2022

CORONA
KING'S CREW



2021E REVENUE: n/a
2022E REVENUE: \$4.9M* Opening in Q3 2022

GREENFIELD¹
HIGHER LEVEL



2021E REVENUE: \$1.7M* Opened in Q3 2021
2022E REVENUE: \$10.8M

Note: See "Forward-Looking Information" disclaimer on page 2.
Gold Flora owns an option to purchase Higher Level Greenfield.

■ CURRENT RETAIL ■ 2022 STORE OPENINGS ■ OPTION TO PURCHASE