



May 8, 2023

City of Costa Mesa
Development Services Dept
Cannabis Business Permitting
77 Fair Dr.
Costa Mesa, CA 92626

Re: From The Earth

Dear City of Costa Mesa Leadership and Staff,

From The Earth, a cannabis-related organization that, in December, 2015, opened one of the first dispensaries in Orange County, and, in July, 2018, the first recreational cannabis storefront in Ventura County, is honored to be one of the applicants for a coveted cannabis business license in Costa Mesa, California. We are looking forward to expanding our luxury brand into the city as both a Storefront Retailer and Delivery service. After having developed successful stores in locations as far-flung as Michigan and Missouri, and with a prime location at the intersection of two major thoroughfares in Costa Mesa, we believe we can make a truly positive impact on the city's commercial and cannabis environment.

With this letter and accompanying materials, we hope that Costa Mesa leadership is impressed with our operational plans and our commitment to the health and welfare of the local community, which has been a mainstay of our corporate philosophy, as evidenced by the founding of our non-profit organization, the From The Earth Foundation.

If granted, Costa Mesa would be the tenth dispensary we have developed in our seven years of operation, in addition to complementary businesses in cultivation, distribution and manufacturing, and, as such, we believe we have the experience, infrastructure and operational know-how to be a successful long-time member of the Costa Mesa community. We look forward to discussing our plans and providing additional insight into our company and its treasured staff at any future hearings. Thank you for providing us the opportunity to present our Application.

Sincerely,
DBO Investments CM, LLC
d/b/a FROM THE EARTH

Dan Zaharoni
Dan Zaharoni
CEO

AGENDA

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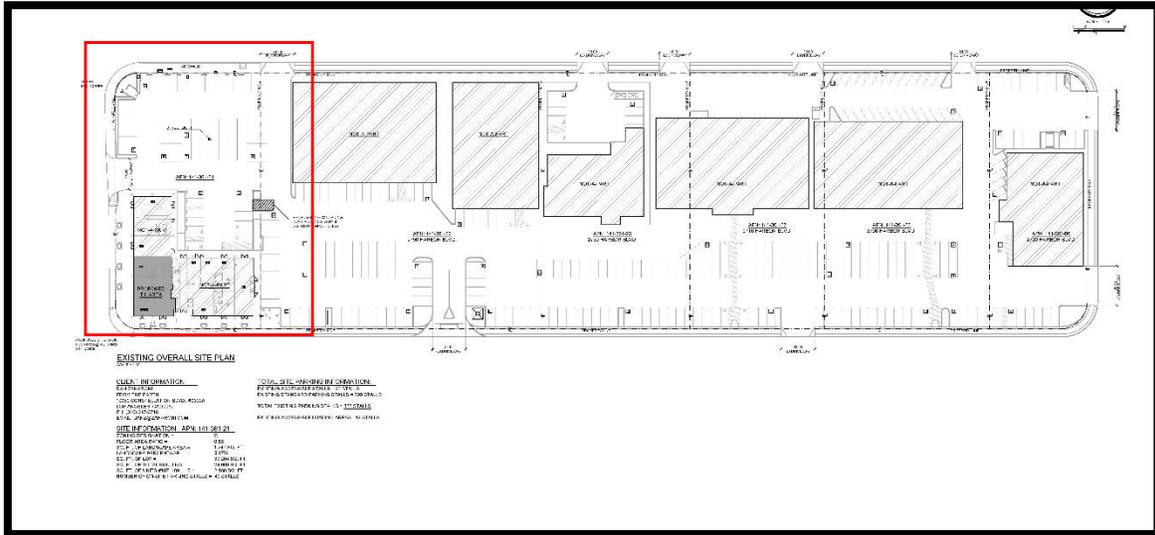
PROJECT OVERVIEW

Our FROM THE EARTH (“FTE”) Storefront Retail and Delivery location will be located at 2790 Harbor Blvd., at the intersection of Harbor and Adams. The building sits at the northwest corner of a heavily-trafficked retail mall that includes local favorite stores such as Pizza Hut, Crown Cleaners and La Farola restaurant. The currently-vacant 2,370SF retail space will be reimagined into a luxury cannabis store, along with our delivery center, warehouse and staff area.

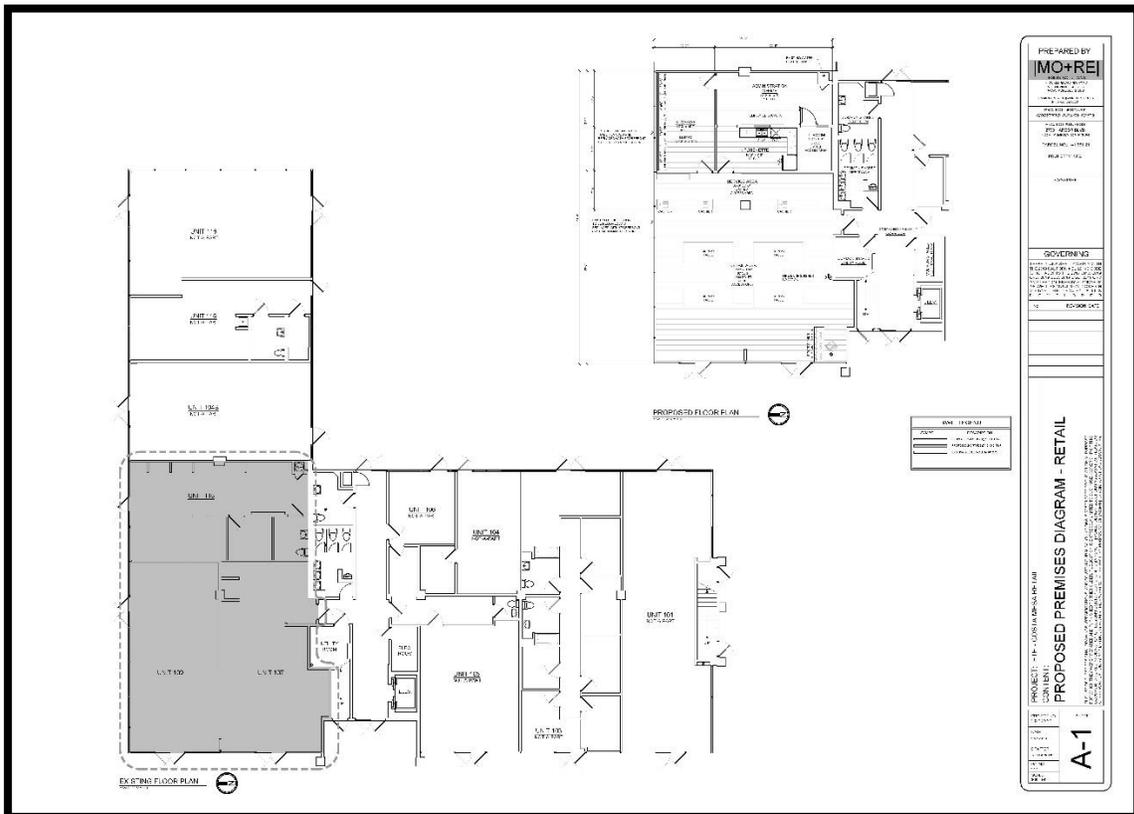
The building is served by 54 secure and shared parking spaces, of which four are ADA, that provide more than sufficient space for FTE to maximize foot traffic and customer safety.



SITE PLAN



FLOOR PLAN



COMPANY MANAGEMENT

FTE is currently owned and/or operated by Kintu Patel, Jayson Quinones, and Dan Zaharoni. Mr. Zaharoni is the Managing Member and CEO of the Company.

Messrs. Patel, Quinones, and Zaharoni have tremendous experience in entrepreneurial cannabis ventures throughout Southern California, Missouri and Michigan.

Dan Zaharoni

Prior to his interest in the cannabis industry, Mr. Zaharoni, a graduate of UC Berkeley and Loyola Law School, has been an attorney for 31 years – formerly as the Managing Partner of his own firm, Orange County-based Warden, Urtnowski & Zaharoni - and also holds a Real Estate Broker and General Contractor’s license in the State of California.

Mr. Zaharoni was a longtime member of Big Brothers, which runs community-based mentoring programs, offers scholarships, and operates innovative impactful programs to assist youth in achieving their full potential. In addition, Mr. Zaharoni is an active member and a donor of Harold Robinson Foundation, which has sent more than 10,000 underprivileged children to camp in the Angeles National Forest.

Kintu Patel

Kintu Patel is the President and Chief Operating Officer (“COO”) of the Company. Mr. Patel began working in the cannabis industry in 2010 when he obtained employment at an Orange County-based dispensary in California. He began working as a product specialist and continued working his way up through the ranks until he was awarded a coveted retail license for medical marijuana by the City of Santa Ana in 2015.

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 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.

Mr. Patel has his Bachelor’s degree in Economics with a minor in Managerial Economics from the University of California, Davis.

Jayson Quinones

Jayson Quinones has substantial experience working in cannabis industry as a founding member and the Chief Marketing Officer (“CMO”) of the Company. With his team, he built one of the most highly rated and reviewed dispensaries in Southern California.

Mr. Quinones began his professional career in the commercial lighting and real estate industries. With just a small nest egg, Mr. Quinones developed a portfolio of businesses which ultimately led to FTE, the highly regarded medical cannabis dispensary that he founded with partner, Kintu Patel.

Mr. Quinones managed the construction, buildout, design and operations of the Company's initial location in Santa Ana and served as President of the Santa Ana Cannabis Association.

Commendations

Throughout the past seven years, FTE and its principals have successfully worked with numerous City Staff and Elected Officials, which resulted in the following written commendations:

Port Hueneme City Councilman Jim Hensley, "I would give both (Kintu Patel and Dan Zaharoni) my highest recommendations and I believe that they will be valued members of whichever city they choose to locate their next venture...."

Santa Ana Mayor Pro Tem Michele Martinez, "(T)hrough advocacy, education and innovation FTE has been focused on working to raise awareness and increase education of the market and its benefits. They have consistently been striving to being a part of the solution for issues facing Satna Ana and Orange County."

Pools of Hope Executive Director Patricia Dixon, "FTE has used their platform to partner with multiple different local charities and organizations which has positively impacted those in need."

Cannabis Projects

The three owners have owned, developed and/or operated the following current and past cannabis-related projects among them:

- **Santa Ana** – Dispensary/delivery operations opened in December, 2015;
- **Port Hueneme** – Dispensary/delivery operation opened in July, 2018. Purchased and redeveloped 9,200sf office building;
- **Long Beach** – Dispensary/distribution/delivery operation opened in August, 2020. Purchased land and built custom dispensary/distribution location;
- **Moreno Valley** – Dispensary/delivery approval for pending location;
- **Desert Hot Springs** – Cannabis Manufacturing operation opened in January, 2020;
- **FTE Entertainment** –Patel, Quinones, and Zaharoni were the co-owners of FTE Entertainment, which held a Cannabis Event Organizer license in the State of California;
- **Missouri** – The FTE name and intellectual property were utilized to construct 5 dispensaries in Missouri;
- **Jackson Township, Michigan** – Dispensary/delivery operation opened in 2017.

OPERATIONAL PLAN

Storefront

FTE's storefront and delivery operation will be housed at the intersection of Harbor and Adams at the northwest corner of a heavily-trafficked retail mall. The store will have luxurious appointments and, like FTE's existing establishments, offer a safe and welcoming environment to local consumers.

Santa Ana Sales Floor



Santa Ana Reception Area



Hours of Operation

In compliance with city regulations, the Costa Mesa dispensary will operate from 9am to 9pm, PT. Delivery service will be offered concurrently with delivery vehicles leaving the facility beginning at 9am and delivering to local customers no later than 8:30pm so that they can return during normal business hours.

Deliveries to the store will be staged by appointment, contained within the dedicated parking spaces at the building and limited to operating business hours.

Customers

FTE's dispensary model ensures that medical patients and adult-use consumers have safe and secure access to a wide variety of medical and/or recreational cannabis products. At FTE's existing Santa Ana location, customer demographics skew towards the higher income with the majority of our shoppers having incomes above \$75,000. FTE's customer reviews rank among the highest in the industry, with the following reasons often cited for repeat customer visits:

- **One-to-one model** – each FTE Product Specialist helps just one patient/customer at a time, thereby enhancing the relationship between company and customer as well as offering personalized instruction and tips on specific products;
- **Employee knowledge** – FTE has one of the most rigorous employee education programs in the industry and, as a result, FTE employees exhibit vast knowledge of the products being sold, their effects and value to individual customers;

- **Commitment to Compliance** – FTE’s company policy demands compliance at all levels of its operation, thus ensuring its customers that they are receiving high quality, safe and effective products with clear and available back-up information to verify origin and distribution chain of all inventory items.

FTE’s stores generally see between 200 and 400 customers per day, depending on seasonality, store promotions and a variety of other factors. FTE anticipates a similar range in its Costa Mesa location.

Delivery

FTE also seeks to conduct deliveries in order to provide safe and secure access of cannabis to our local customers who are unable to physically visit our stores. Located within the retail space and managed by a separate delivery-focused management team, our delivery operation utilizes online ordering and GPS technology to receive orders and map out delivery routes through our proprietary online ordering platform.

Currently, FTE performs cannabis deliveries from its existing locations and makes more than 200 deliveries per day while employing more than 20 drivers. Drivers do not carry cannabis goods worth more than \$3,000 at any one time.

Cannabis deliveries are packaged and labeled in an opaque package prior to being placed in the vehicle. All cannabis products are clearly identified by origin and stored separately in a secured, smell-proof HerbGuard container. The container’s interior lining consists of active carbon to absorb odor. Containers are black in color to conceal identification to the public and will be secured with two combination locks.

All drivers inspect their vehicles prior to making any deliveries on a given day. A daily vehicle inspection report will be signed by the driver and given to their Manager. Reports are kept in a secured office cabinet.

Our delivery platform is integrated with a service app called OnFleet. It uses GPS tracking for the customer as well as Managers at our store. Managers can track drivers at all times through the software. Additionally, all vehicles shall be equipped with an active vehicle alarm system. Delivery vehicles will have Honeywell total connect, TCTV2, plugged directly into the vehicle’s OBD port. TCTV2 shows their immediate location via GPS. TCTV2 detects the vehicle’s speed and sends a notification if the vehicle goes outside of boundaries placed into the system (geo-fencing).

Drivers shall not deviate from delivery path except for fuel, vehicle repair, hazardous road conditions or road construction with detours. Drivers shall only travel from the business premises to the delivery address and/or from one delivery address to another, then back to business premises.

Security

Our Security Plan was prepared by Dan Perez, of GI Security, (CA State Alarm license #AC07733). Our number one priority is the safety of the public and our employees. We realize we have a compelling interest in ensuring that cannabis is not sold or distributed in an illicit manner, protecting the public health, safety and welfare of local residents and businesses, preserving the community in which we hope to operate, and providing safe access to cannabis to residents. Our efforts to fulfill these responsibilities begin with our security policies and protocols, safe dispensing, inventory access and control, strict record keeping, incident response, comprehensive employee training and skilled security partners.

Serving the community means operating a secure facility. FTE has comprehensive security policies and procedures pertaining to all aspects of operations, which address measures to deter and prevent unauthorized entrance into areas containing cannabis goods, as well as diversion, theft, or loss of cannabis goods. Our security strategies and diversion prevention measures have been perfected and refined throughout our years of experience owning and operating dispensaries in many highly regulated cannabis markets.

- **Security Cameras/Alarms** - The entire building and site will be monitored and surrounded by state-of-the-art security cameras and alarm systems, and will be constantly monitored by employees, as well as uniformed security guards from a private patrol operator, who will be tasked with monitoring site activity, control loitering and site access and to serve as a visual deterrent to unlawful activities. Cameras and professionally monitored alarms will be installed in every room and every access point of the facility.

Each point of sale station and areas where cannabis goods are displayed for sale will be recorded on our video surveillance system so that the facial features of any person purchasing or selling cannabis goods is recorded with sufficient clarity to determine identity.

- **Personnel** – FTE shall be secured and patrolled by GI Security, a State-licensed private patrol operator / security guard company. The guard company will maintain certificates of insurance and a City business license.

During non-operating hours, the entire premises will be monitored by Virtual Guard, a remote monitoring system which has human employees reviewing live-streamed footage from all security cameras and has the capabilities of allowing said employees to speak directly to any person on the premises through mounted speaker systems.

Onsite Security Guards will constantly monitor the parking areas, driveways and walkways, the retail area, the reception area, loading and unloading of transportation and delivery vehicles, and the immediate vicinity.

There will be at least one armed security guard on site during all operating hours. During peak times, a second armed security guard may be present on site;

- **Banking** – FTE is one of the few cannabis companies in the United States that banks with an FDIC-insured institution, East West Bank. As such, FTE has access to industry-standard armored cars that pick up its cash on a regular basis, thus reducing the risk associated with keeping large sums of currency onsite;
- **Premises Protocol** - FTE prohibits anyone from remaining on the Premises and within fifty feet (50') of the Premises if they will not be engaging in authorized activity expressly related to our cannabis operations. Our protocols also require illumination of the exterior of the building in the evening with shielded, downward-facing exterior lighting and perimeter security and lighting systems for after-hours security;
- **Exterior Monitoring** – FTE employs exterior camera systems capable of recording any activity on the Premises, including entry points to the property, entrances, exits, perimeter windows, all areas where customers and employees may have access and the perimeter of the Premises and surrounding areas.

Retail Access

FTE is committed to the safety and security of its patrons and, thus, maintains multiple policies related to retail access. Entrances into the facility will be locked at all times with entry strictly controlled by a designated responsible party that is either an employee or a security guard. The location will utilize one (1) door for patron access in the retail portion to simplify check-in and monitoring of consumer entry and exit. All other doors will be equipped with an automatic locking device and will be kept closed at all times when not in use by FTE personnel. Incoming shipments, delivery drivers and vendors will enter through a separate dedicated entrance.

In the immediate vicinity, such as parking lot, sidewalks and common areas, FTE will take reasonable measures to control patron conduct, where applicable, in order to prevent disturbances, vandalism, or crowd control problems inside or outside the Premises, traffic control problems, or obstruction of the operation of another business.

Inventory Controls

In accordance with all State and local laws, FTE has instituted practices to ensure that we follow all regulations related to cannabis sales. FTE employs a state of the art, enterprise-level Point of Sale (“POS”) system called *Treez* which tracks all inventory, sales and customer information, as well as supplying file storage for a period of seven years. To ensure all inventory is compliant, the Inventory department audits all incoming new products before any PO is accepted and moved to the sales floor. All cannabis goods sold by FTE will be contained in tamperproof, child-resistant packaging.

FTE procedures will ensure strict control over FTE's cannabis goods inventory from receipt by a licensed distributor to sale or delivery to a consumer, or disposal as cannabis waste. Inventory management procedures will also include measures to prevent contamination and maintain the safety of the product.

If there is any discrepancy between its physical inventory and the track and trace system database, FTE will conduct an inventory audit and notify the Bureau and the City of any reportable activity, including theft, loss, criminal activity, or a significant inventory discrepancy, in accordance with Bureau notification requirements.

Safeguards exist in the *Treez* system to limit the amount of medicine a medical patient or an adult-use consumer can purchase on a daily basis. If an adult-use customer seeks to purchase more than the legally allowed limits, *Treez* will automatically flag an order and disallow any more products to be added to the cart. When the receptionists sign in a customer to the POS, they must manually sign up every medical patient, which is how the POS automatically identifies which customers are subject to which purchase limits.

Storage and Waste

FTE maintains and observes detailed security procedures for the secure storage of all cannabis goods, including use of a locked storage room, accessible only through limited access areas, in a manner designed exclusively to prevent diversion, theft, and loss.

The Company is aware of the community's concern with regards to cannabis waste products as well. It is critical to ensure that cannabis falling out of the chain of commerce not become a nuisance to the local public.

A secured indoor storage area will be utilized to store the destroyed product until such time as it can be taken to a waste disposal facility as required under state law. FTE will not sell cannabis waste and will not dispose of cannabis goods or cannabis waste in an unsecured waste receptacle. A record of each destruction and disposal activity, including the date, strain, weight or count of cannabis or cannabis products, as well as any other information required under state law, will be maintained in the *Treez* system.

FTE currently employs Gaiaca, California's leading cannabis waste disposal company, to handle all cannabis waste from its existing dispensaries.

Odor Control

FTE is committed to ensuring that its dispensaries do not emit significant sources of odor. In furtherance thereof, FTE will employ state-of-the-art HVAC technologies to scrub all odor from the air inside the dispensary and will not permit any odorous air to escape the premises through returns, ducting or A/C piping.

Cannabis products will only exist on the sales floor and in designated storage areas, where the Company will ensure that doors and openings are sealed and all odor mitigation measures are followed on a consistent basis. To combat any odors, each room in the facility will be sealed and will contain carbon filters, the cannabis industry's leading standard for odor mitigation.

FTE will install state-of-the-art 10-ton commercial HVAC units normally used in hospital environments which "scrubs" the air before expelling it from the system leaving virtually no trace of odor, contaminants or pollutants. With the use of infrared technology in the facility's ventilation ducts, FTE will be able to eliminate 99.99% of the pollen and mold molecules that cause allergy and odor. These units cost twice as much as regular HVAC systems and have proven effective at all other FTE locations for remitting cannabis odor.

Regular filter cleaning, maintenance, and replacement will occur to decrease the accumulation of any odor-causing build up. Employees are encouraged to observe and report any strong odor coming from the facility to their supervisors. Though FTE does not anticipate we will receive complaints regarding the facility's odor as all cannabis goods are pre-packaged, FTE has created protocols to address any odor complaints. All employees will be trained and expected to escalate odor complaints to their supervisors immediately. The General Manager will coordinate with FTE's community relations representative, as appropriate, to respond to odor concerns and communicate with the complainant.

Lighting

The proposed project is an existing retail building that is in a heavily retail area, with no history of disturbing local residents. The property has existing interior and exterior lights which will require only slight modification to the interior for renovation into a dispensary. Lights existing on the exterior will be left unchanged. Accordingly, there should be no issues related to light as there is minimal change and what little change occurs will only affect Adams and Harbor Blvd, which are well-traveled commercial corridors. Interior lighting will improve the existing interior with our natural aesthetics, ethereal lighting fixtures, and earth tones.

Parking/Traffic Management

In regards to traffic flow, the dispensary will be open to adults who are 21 years of age or older and 18 years or older if they have medical prescriptions. Parking will be provided in the immediately adjacent parking lot, which has 54 spaces. To minimize traffic, there are various shifts scheduled throughout the day and it is FTE's company practice to provide discounts or other inducements to customers incentivizing them to patronize the store during less busy hours.

For example, in Port Hueneme, the Company instituted a "Happy Hour" from 9am-11am, 7 days a week, during which customers received significant discounts in the hopes that they would patronize the store during slower hours and pull them away from more typically busy times.

The Costa Mesa building lies in a retail zone. As there is no material difference between the proposed use of the property and the current use of the surrounding area (retail sales), it is likely

that both Harbor and Adams can easily handle the volume of traffic which will be generated from the commercial dispensary use.

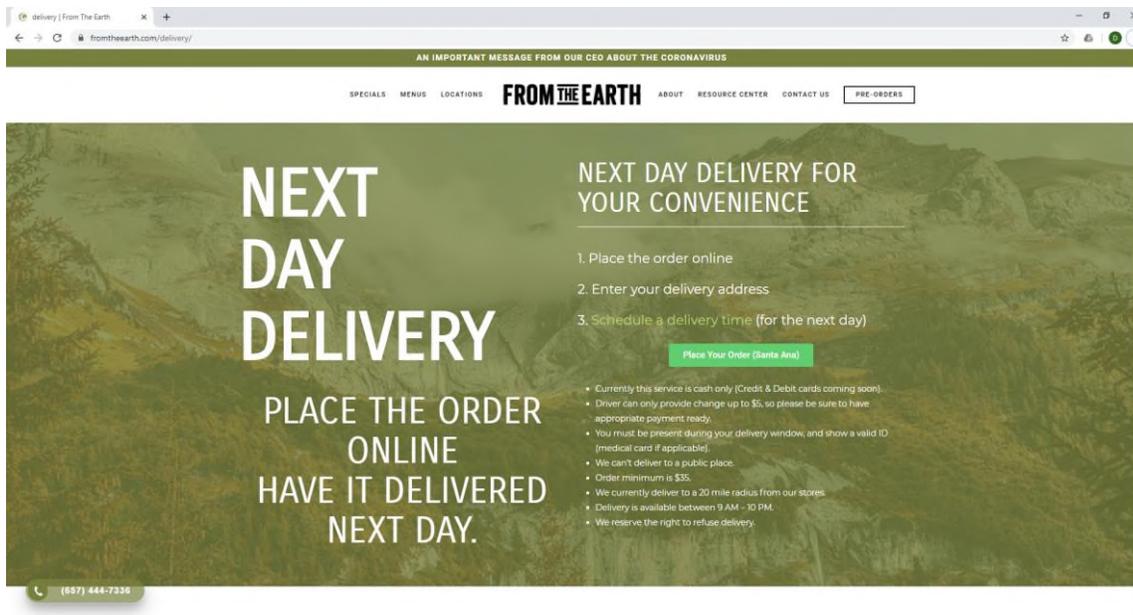
Total staff on hand at any one time should not exceed 8. Based upon FTE's experience in both Santa Ana and Port Hueneme, there are rarely more than 10 customers on site. Thus, the total cars requiring parking at the facility should be no more than 18, which is well within the currently existing parking loads onsite.

Online Presence

FTE augments its brick and mortar sales with a substantial online presence, which is enhanced by the Company's proprietary online ordering system. In addition to the website at www.fromtheearth.com, it also maintains social media pages at Instagram, Twitter and Snapchat.

The Company's website allows it to communicate pricing, inventory, menu, operating hours, company policies and a host of other information directly to its customers. Also, customers can order online and pick up their orders at the store. FTE hopes that, in the near future, it can start taking credit card orders over the web but current cannabis restrictions on merchant accounts have eliminated that possibility.

FTE has seen significant business from online ordering, especially noted during the Covid-19 crisis when the Company instituted curbside pick-up with the approval of City governments and the BCC. The website sees traffic in the hundreds of thousands of users per month and, due to the large number of viewers, FTE has been able to market to them directly by way of discounts, company announcements and other offers that directly affect walk-in business.



COMMUNITY BENEFITS

Labor

FTE is committed to providing the highest quality of service to our customers and cultivating a safe and fair work environment for each of our employees. We have set procedures and policies in place that have been communicated thoroughly to our employees to ensure continued best practices both to serve our customers and ensure that we have a highly motivated and loyal workforce.

- **Equal Opportunity Employer** - In a dedicated effort to provide a safe space for our customers, employees and vendors alike, FTE is dedicated to the principles of equal employment opportunity. We prohibit unlawful discrimination against applicants or employees on the basis of race, color, religion, sex, gender, gender identity, gender expression, sexual orientation, marital status, national origin, ancestry, mental and physical disability, medical condition, age, genetic information, military and veteran status, or any other status protected by applicable state or local law.
- **Workplace Environment** - In an effort to keep our operations as safe as possible, FTE does not tolerate sexual harassment and inappropriate sexual conduct. All employees are always expected to conduct themselves in a professional and businesslike manner.
- **Local Management** - FTE's proposed Costa Mesa location will be almost entirely managed by local residents. FTE owners employ a very hands-off management style towards their individual dispensaries, allowing on-site General Managers to implement virtually all store policies and procedures. Dispensary employees are entirely drawn from the surrounding community. At FTE's Santa Ana location, there are virtually no employees who live more than 10 miles away from the location. FTE will commit to **setting a goal of hiring a minimum of 80% of its employees at its Costa Mesa location directly from the City of Costa Mesa**, though it is likely this percentage will be higher.

Customer Education

FTE is committed to providing education regarding all of our products to both our customers and the local community. Accordingly, FTE employees are put through a 5-day intensive training program, along with 30 days of on-the-job training wherein they are taught a university course worth of information related to the cannabis plant, its effects, medical benefits and how each interact with the human body.

Thereafter, FTE employees are encouraged to spend time with each customer to discuss the reasons they are seeking to purchase cannabis products, which products might be most appropriate for them and providing additional information which might affect their decision. Through training and education, as well as its one-on-one sales model, FTE has been educating thousands of customers over the years and intends to continue this practice in Costa Mesa.

Community Outreach

FTE has been operating since December, 2015, and has a near-perfect record of coexistence with its surrounding communities in all the jurisdictions in which it operates. In furtherance of FTE's ongoing attempts to be a good neighbor, the Company will employ a community relations officer, David Moss, who will be tasked with communicating directly to local community members. Community members can receive information about FTE and our company's mission and values through our social media outlets as well.

The Company 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, FTE 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 FTE'S operations and potential solutions for the same.

FTE has a seven-year history of working in concert with its community by providing significant value through monetary donations and hundreds of hours of individual commitment to philanthropic organizations. Santa Ana City Councilmember Jose Solorio, who has had significant contact with the FTE location in Santa Ana, wrote of Kintu Patel:

“Kintu has always gone above and beyond what the City has asked for and has benefitted Santa Ana in many ways. I have been impressed by his generosity, thoughtfulness and compassion for others who are less fortunate.”

The Company contributes 1% of its gross sales in both Santa Ana and Port Hueneme to local charitable causes and it will commit to the same level of contribution to the City of Costa Mesa. These contributions have had a substantially positive effect on FTE's local communities in the past.

Further, FTE will seek to enter into partnerships with organizations already serving the Costa Mesa community, including, but not limited to:

- (1) **CHP11-99 Foundation**, which provides financial support to families of fallen Highway Patrol officers;
- (2) **Goodwill Industries of Orange County**, which helps people facing barriers to get and keep jobs;
- (3) **Costa Mesa United**, dedicated to improving the athletic experiences of Costa Mesa youth through better facilities, fields and equipment.



May 12, 2023

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Development Services Dept
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Re: From The Earth

Dear City of Costa Mesa Leadership and Staff,

We write this letter on behalf of From The Earth, an applicant for a cannabis business license in the City of Costa Mesa from their premises at 2790 Harbor Blvd.

Before we were approached by From the Earth for a potential cannabis retail use, my late husband and I had frequented their store in Santa Ana a number of times when he needed medicinal marijuana for his chronic pain. As a holistic physician and medical doctor who operated from Costa Mesa for many years from this property (Dr. Tong's Pain Center), he preferred cannabis and other natural methods for treating pain over conventional drug therapies. We were pleasantly surprised when my son, who had been managing the property at the time, informed us that From the Earth had been referred to us as a potential cannabis operator around the time that Measure Q was passed.

From the Earth was referred by a real estate firm that specialized in vetting legal cannabis businesses, and we wanted to ensure we were bringing a legitimate tenant in that would not create problems for our property or the local community. Despite the positive reference, our son, Jacin Tong, also performed his own due diligence and visited their prior location in Long Beach to ensure observe how they ran their operations. He was impressed by the cleanliness, security, and professionalism he observed at the establishment.

He learned that From The Earth has a long history of responsible stewardship in the cannabis community, beginning in Orange County in December, 2015, when From The Earth was one of the first legal cannabis operations in the State of California. We are aware of From The Earth's reputation as a generous contributor to local philanthropic and charitable organizations, a successful entrepreneurial organization and a company with an unblemished safety and compliance record.

Just as communities in Michigan, Missouri and California have over the past seven years, we would welcome From The Earth as our neighbor in Costa Mesa and believe they would be a positive influence in our local commercial environment. We wholeheartedly support their application and request that the City Staff and Leadership vote in favor of approving From The Earth's request for a cannabis business license.

We believe that, from our collective first-hand experience with the company's personnel and business locations, From The Earth will further that reputation if and when they become a local Costa Mesa operation.

Sincerely,



Tri-Harmony Properties, LLC dba Harbor Plaza
May Lee Tong, Jacin Tong, and Yee Wing Tong
Managing Member

May 5, 2023

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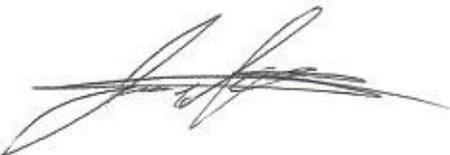
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Just as communities in Michigan, Missouri and California have over the past seven years, we would welcome From The Earth as our neighbor in Costa Mesa and believe they would be a positive influence in our local commercial environment. We wholeheartedly support their application and request that the City Staff and Leadership vote in favor of approving From The Earths request for a cannabis business license.

Sincerely,

Crown Cleaners Harbor

Jason Martinez

A handwritten signature in black ink, appearing to read 'Jason Martinez', with a long horizontal flourish extending to the left.

May 15, 2023

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Sincerely,

GOTCHA FRESH TEA

Huyton Le

Huyton Le