

April 2, 2023

A & D Couriers, Inc.  
2706 Harbor Boulevard, Suite 208  
Costa Mesa, CA 92626

City of Costa Mesa  
**Development Services Department**  
77 Fair Drive, 2<sup>nd</sup> Floor  
Costa Mesa, CA 92626

**RE: A&D COURIERS INC. LETTER OF COMMERCIAL CANNABIS NON-STOREFRONT BUSINESS**

We are writing this Applicant Letter as part of our Commercial Cannabis Non-Storefront Business Conditional Use Permit application for a non-storefront retail and delivery service in the City of Costa Mesa. A&D Couriers is working to establish a retail non-storefront delivery service at the address of 2706 Harbor Blvd. Suite 208, Costa Mesa CA 92626 on parcel 141-361-28 under the provisions of measure Q and Costa Mesa's code and ordinances regulating cannabis licensing Zoning at the proposed address is C.

A&D Couriers Inc. is an 100%-percent female owned and operated company. Annie Santillan owns 75%, Nicole Sanchez owns 12.5% and Brittany Santillan 12.5%. A&D Couriers' leadership team consist of a mother (Annie Santillan) and two daughters (Nicole Sanchez and Brittany Santillan).

Annie Santillan has experience as a business owner since 2009 in the bail bonds industry. A Bail Bondsperson is a licensed agent by Department of Insurance who helps people get released from jail by means of posting a Power of Attorney also known as a surety bond. Day-to-day operations of the bail bonds business include but not limited to, meeting with clients, preparing documents and contracts, communicating between insurance companies and clients preparing monthly bail bond reports for the insurance companies and appearing in court on behalf of the insurance companies and/or on behalf of our clients. Experience in this industry has provided Ms. Santillan a strong background in regulatory and legal compliance.

Nicole Sanchez has over 8 years of work experience in managing and dispatching as a Transportation Manager for Stericycle, overseeing 65+ employees.

Brittany Santillan has experience as an administrative assistant. Her duties and responsibilities have included, but not limited to supporting the business owner and other executives at a staffing personnel company, including scheduling their appointments and maintained their calendars. Other duties included, coordinating staff and client meetings, preparing communication letters, memos, invoices, reports, and correspondence. She also maintained both electronic and physical filing systems and performed bookkeeping duties.



**Business Description:** A&D Couriers is a cannabis dispensary that comes to the customer, versus the consumer having to go to a cannabis store. Many cannabis consumers strongly like the idea of a cannabis delivery service due to discretion reasons, their professions and or their image or role in the community. A&D Couriers understands that need for privacy and convenience. It would be our focus to give the consumer not only the privacy but the convenience of bringing cannabis directly to their door without them having to leave the comfort of their homes. Our cannabis delivery service would also benefit and be valuable to people with limited mobility or who may have health risk including being immunocompromised, such as disabled and elderly consumers including medical customers.

A&D Couriers is a non-storefront retail cannabis company with no public access. Owners, employees and vendors will only be allowed on the premises. Our business model will look very similar to Door Dash and/or UberEATS. Our drivers will come to our location in the morning, the owners will supply the driver(s) with cannabis products which are securely stored in smell proof containers, and then put the product to be delivered into their vehicles. Drivers then will proceed with their deliveries.

A&D Couriers proposed operation may employ as many 10 or more employees which will include two to four staff members on site during any given shift. There is ample parking available for both drivers and employees during their shifts at property.

Dispatchers will be in constant communication with driver and dispatchers have the ability to see and monitor our drivers with GPS on their routes. When dispatchers receive calls with orders, they will call the driver(s) the driver(s) will prepare the order(s) to be delivered to the client(s). Drivers are allowed to carry up to \$5000 worth of product including preordered orders. All orders that are sent out from dispatch to drivers are all scanned and reported real-time through our POS system to metrics. If drivers need more product they are allowed to come back to the premises to restock on any items needed it to complete their shift.





A&D Couriers Community Outreach was held on Wednesday, March 15, 2023 @ 12PM which included the following neighbors/companies below:

Sassy Nail Bar  
Kevin Nguyen



Ding Tea  
Tina & Billy



Lollipop Dental  
Lilly Hernandez



Harbor Modern  
Dentistry  
Irene



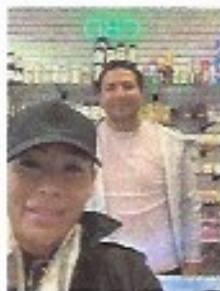
Hertz Rental  
Marc



Pizza Hut  
Christie Galaviz



Up in Smoke Vapes  
Michael



Apostle Pros.  
Dean Warmington



Social Supplements  
Dave Doyle & Gene  
Breazelle

